



Education:

Business Value towards Financial  
Sustainability

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# 2nd EIT Manufacturing MatchMaking Event

19 and 20 September

[eitmanufacturing.eu](http://eitmanufacturing.eu)

# BRING VALUE TO THE MANUFACTURING COMMUNITY



# Combination of two Services Agreements

## 1. Digital Content Agreement

- Partners entrust **EIT M to exploit** the results of the KAVA by commercializing the digital nuggets through **Skills.move**
- One agreement **by KAVA** signed by **all the OWNERS** of the nuggets

## 2. Revenue Shares

- The business owner **directly exploits** the results of the KAVA by commercializing the learning programmes
- Based on EITM Specific Services Agreement

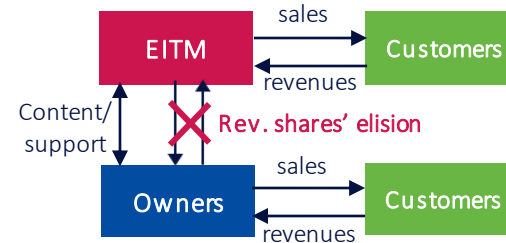
It is expected that activities **combine both types of agreements**, ensuring that the digital content can be sold through Skills.move, and that the overall learning programmes are rolled out to the market by the Business Owner(s).

# The Digital Content Agreement

## Full Skills.move – Exclusive agreement



## Light Skills.move – Non-exclusive agreement



# Long lasting learning programmes

Applicants must guarantee and commit to:

- ✓ Deliver the learning program
  - At least **twice per year**
  - For a minimum of **2 years** after the end of the activity
- ✓ Recognize EIT Manufacturing a minimum of **10%** of the revenues generated by the sales of the learning programme

The feasibility and level of ambition of the proposals financial sustainability will be assessed during the evaluation phase by the External Experts

Activities failing to achieve the revenue targets or to deliver the learning programme(s) in the subsequent years after the activity ends will be required to pay EIT Manufacturing **5% of the revenue projections** declared in the application form as compensation for the support received by EIT Manufacturing during the activity.

# Our support for the roll out & commercialization

18-month activity

## Support to the consortium:

- Dedicated workshops about content creation and instructional design and support with content creation
- Training and support on the definition of the commercialization strategy
- Matchmaking with interested organizations
- Participation to dissemination events



# Thank you!



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