

CANALLS

AGROECOLOGICAL PRACTICES
FOR SUSTAINABLE TRANSITION



D7.2 Exploitation and Sustainability Plan- initial version



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Executive Summary

Sound Innovation and Intellectual Property Rights (IPR) management is essential to enable the successful exploitation of CANALLS's Results. Therefore, the consortium of CANALLS places great emphasis in managing innovation and IPR in the framework of the project, with a view to effectively paving the way for the exploitation and sustainability of its results following its completion.

The current report presents the **initial version - Strategy** of CANALLS **Exploitation and Sustainability Plan**, encompassing the project's Innovation and IPR Management Strategy. This document sheds light on the key terms and procedures pertaining to the management and protection of intellectual property, lays down the main components of the relevant methodology which will be adopted throughout the project (IPR Matrix methodology) and describes the initial results of its implementation, in terms of **Background IP, Results** and **Key Exploitable Results (KER)**.

Along these lines, an overview of CANALLS's Key Exploitable Results as envisioned at this stage of the project is presented, along with the partners' initial plans for their post-project exploitation. This report includes specific exploitation plans for each identified KER, including the target groups that stand to benefit from their use, as well as individual exploitation plans for each member of the CANALLS consortium.

The report will be elaborated and updated at the end of the project, when all the services of the project have been developed and validated. With that in mind, the final version of the Exploitation and Sustainability Plan will be developed on M48. This final version will specifically describe the project's KERs and their main exploitation routes, the target groups per project KER, the general terms of use of each KER and the relevant IPR provisions, the joint exploitation plans for the consortium as well as per individual project partner (or groups of partners), the means and procedures for the exploitation of the KERs and a roadmap to this end.

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List of Terms and Definitions

Abbreviation	Definition
ALLs	Agroecology Living Labs
BG	Background
CA	Consortium Agreement
CC	Creative Commons
DoA	Description of Action
EC	European Commission
EPC	European Patent Convention
EM	Exploitation Manager
ER	Exploitable Results
FG	Foreground
GA	Grant Agreement
HE	Horizon Europe
IP	Intellectual Property
IPR	Intellectual Property Rights
KER	Key Exploitable Results
NDA	Non-Disclosure Agreement
R&D	Research and Development
TBD	To be Determined
WIPO	World Intellectual Property Organisation
WP	Work Packages

Table 1: Terms and Definitions

1. INTRODUCTION

The CANALLS partners are committed to producing results that will be sustainable after the project's completion, all while ensuring that innovative ideas emerging from the project are fully investigated in terms of exploitation potential. To this end, CANALLS places great emphasis not only on managing the **Intellectual Property Rights (IPR)** of the partners' ideas and project results, but also on mapping out the expected uses and benefits of each CANALLS **Key Exploitable Result (KER)**, with a view to effectively paving the way for smooth exploitation and sustainability of its results, following the completion of the project.

With that in mind, the current document represents the **initial version** of the CANALLS **Exploitation and Sustainability Plan** which will serve as the basis for the activities to be carried out in the framework of Task 7.2 towards sound innovation management as well as towards exploitation and sustainability of the project's results after the end of the grant.

This initial version of CANALLS Exploitation and Sustainability Plan comprises 8 chapters, as follows:

- **Chapter 1** provides introductory information about the context in which this report has been elaborated, its relation to other project activities, as well as to its structure.
- **Chapter 2** clarifies key terms pertaining to IPR management, defines the underlying objectives in the framework of the project and offers an overview of IPR instruments that could be employed.
- **Chapter 3** outlines the Innovation and IPR management strategy and its underlying stages in the context of CANALLS and describes the methodology to be adopted in this respect.
- **Chapter 4** introduces the IPR Matrix and explains the procedures followed to identify the CANALLS Background Intellectual Property (IP) and Results as well as the project's key exploitable results, as perceived at this stage of the project.
- **Chapter 5** offers a preliminary overview of the background IP and Results of project partners and the project's KERs, as identified at this stage of the project.
- **Chapter 6** describes the exploitation plans per project KER, including actions that are currently foreseen as necessary for the KERs to be exploited.
- **Chapter 7** outlines the individual exploitation plan set out by each of the members of the CANALLS consortium at this stage of the project.
- **Chapter 8** concludes on the next steps foreseen in the context of the project towards the exploitation of its KERs.

The CANALLS Exploitation and Sustainability Plan will be updated and further elaborated, according to the project's progress. More specific, its updated and **final version** is expected at **the end of the project (M48)** and will include the final description and owners of the project's Key Exploitable Results as well as their plans regarding Intellectual Property protection and valorization, which are expected to facilitate exploitation after the end of the project.

2. IPR Management overview

The following subsections aim to set the objectives of the IPR management strategy as well as to clarify the main terms concerning the key elements of IPR management, which represent the principal aspects of the IPR management procedures of the project.

2.1 Objectives

CANALLS's IPR management objectives embrace the need to protect project's KERs in order to handle and manage efficiently all the outcomes that will stem during the project's life span with a view to ensuring the exploitation and dissemination of CANALLS's KERs. To this end, the main objectives of the CANALLS's Innovation and IPR Management Strategy are the following:

- Define and describe the IPR management methodology to be followed within the context of CANALLS during the project.
- Identify the Results that will emerge from the activities foreseen within the lifecycle of the project thus determining a Results' portfolio from the initial stages of the project.
- Develop a collective understanding among CANALLS's partners, concerning key terms and issues revolving around the background IP and Results and respective access rights.
- Assess and conceptualize a preliminary framework of the IP protection that will be employed for each identified KER of CANALLS.
- Monitor, identify and eventually resolve any conflicts that may arise in terms of IP within the consortium and beyond if applicable.
- Establish common guiding routes and actions within the consortium to safeguard the smooth operation of the IPR strategies to be implemented.

In general, the key concepts to consider for designing the Innovation and IPR management strategy of Horizon Europe projects are the following¹:

- Background
- Results
- Key Exploitable Results
- Dissemination
- Access rights

Therefore, the following subsections aim to clarify the main terms concerning the key elements of IPR management, which represent key aspects of the IPR management procedures of the project.

¹ European Commission, European Innovation Council and SMEs Executive Agency, [Your guide to Intellectual Property Management in Horizon Europe](#), Publications Office, 2022

2.2 Background

Background IP (BG) means any **data expertise or information** – whatever is form or nature (tangible or intangible), including any rights such as IPR – that is:

- Held by the partners before they acceded to the Agreement and
- Needed to implement the action or exploit the results.

If BG is subject to rights of a third party, the beneficiary concerned must ensure that it is able to comply with its obligations under the Agreement².

2.3 Results

By the term Results, any tangible or intangible output of the project is meant, such as data, knowledge, or information, which is generated in the project, whatever its form or nature, whether or not it can be protected, as well as any rights attached to it, including IPRs³. In this respect, project Results can arise and be obtained from project partners to protect and exploit the underlying KERs of the project which include IPRs (e.g., copyrights, industrial designs, patents). It should be noted that results generated outside the project activities cannot be defined as project results.

2.4 Key Exploitable Results

Exploitation of project's results means the use of results in further research and innovation activities other than those covered by the action concerned, including among other things, commercial exploitation such as developing, creating, and marketing a product or process, creating and providing a service, or in standardization activities⁴.

Under this scheme, a KER is an identified main interesting result (either the whole result or a part of it) or a combination of results, which has been selected and prioritized due to its high potential to be “exploited” – meaning to make use and derive benefits- downstream the value chain of a product, process or solution, or act as an important input to policy, further research or education⁵. To this end, not all project results may meet the above conditions and be identified as KER.

2.5 Access Rights

Access rights refer to user rights for requesting access to a project partner's background and results in order to implement its activities under the project or to use its own results. In addition, access rights can be utilized as long as they are needed for exploiting the project results. The granting of access

² See Article 16.1 of the CANALLS Grant Agreement

³ See Article 16.2 of the CANALLS Grant Agreement

⁴ See Annex 5 of the CANALLS Grant Agreement

⁵ HEU Results Platform, [Introducing the Horizon Results Platform and Horizon Results Platform TV](#)

rights within a collaborative Horizon Europe project follows specific rules pre-defined in the Grant Agreement⁶ and the Consortium Agreement⁷. Depending on their purpose of use, access rights within CANALLS are depicted in the following table.

Table 2: Access Rights

Purpose for Access	Access to Background	Access to Results
Project implementation	<ul style="list-style-type: none"> Royalty-free Unless otherwise agreed in Attachment 1 of Consortium Agreement 	Royalty-free
Exploitation of Results	<ul style="list-style-type: none"> Access rights to results for internal research and for teaching activities on a royalty free basis. Fair and reasonable conditions A request for Access Rights may be made up to six months after the end of the Project or after the termination of the requesting Party's participation in the Project. 	

2.6 Protection of Results

Protection of Results constitutes a tool to create value through the licensing, sale, or commercialization of IP in the form of products and services. Moreover, its utilization is vital for prospective commercial or industrial exploitation as it can contribute to support the branding of products and services both to customers and investors.

When considering IP protection, it must be noted that IP results can be protected by several types of IPR, and consequently, the most appropriate protection strategy must be chosen. The selection of the most suitable form of IP protection depends on the nature and specific characteristics of the results under consideration and the objectives of the IP owner.

There are various types of instruments that may be considered for protecting IP. Under the frame of CANALLS, meaningful IP protection instruments that can be used are the following:

- Trade and service marks
- Patents
- Utility models
- Copyrights
- Trade secrets
- Confidentiality agreements

⁶ See Article 16 and Annex 5 of the CANALLS Grant Agreement

⁷ See Section 9 of the CANALLS Consortium Agreement

Further details with respect to each of the above-mentioned protection instruments are provided in the subsections below.

2.6.1 Trademarks and service marks

Trademarks

A trademark constitutes an exclusive right over the use of a sign in relation to the goods and services for which it is registered⁸. Trademarks consist of signs capable of distinguishing the products (either goods or services) of a trader from those of others. The main function of a trademark is to identify the commercial origin of a product. This does not mean that it must inform the consumer of the actual person who has manufactured the product or even the one who is trading in it. It is sufficient that the consumer can trust in each enterprise, not necessarily known to him, being responsible for the product sold under the trademark.

Service Marks

In modern trade, consumers are offered not only a vast choice of goods of all kinds but also with an increasing variety of services which tend increasingly to be offered on a national and even international scale. There is therefore also a need for signs that enable the consumers to distinguish between the different services such as insurance companies, car rental firms, airlines, etc.

These signs are called service marks and fulfil the same origin-indicating and distinguishing function for services as trademarks do for goods. Since service marks are signs that are similar in nature to trademarks, the same criteria can be applied. Thus, service mark protection has sometimes been introduced by a short amendment to the existing trademark law, simply providing for the application to service marks of the provisions on the protection of trademarks⁹.

2.6.2 Patents

A patent is an exclusive right granted for the protection of inventions (products or processes) offering a new technical solution or facilitating a new way of doing something. The patent holder enjoys the exclusive right to prevent third parties from commercially exploiting their invention for a limited period. In return, the patent holder must disclose the invention to the public in the patent application¹⁰.

A patent does not give its owner the positive right to use the patented invention. Third party rights may have to be requested. Still, a patent owner has the right to decide who may or may not use the patented invention throughout the period during which the invention is protected. Moreover, the patent owner may give permission to other parties, or license them, to use the invention on mutually agreed terms. The owner may also sell the right to the invention to someone, who then becomes the new

⁸ European Commission, Executive Agency for Small and Medium-sized Enterprises, [Your guide to IP in Europe, Publication Office](#), 2019, p.5

⁹ See WIPO Intellectual Property Handbook 2008: Policy, Law and Use. Chapter 2: Fields of Intellectual Property Protection, p. 68

¹⁰ See [Your Guide to IP in Europe](#) for the definition of patents in the European context

owner of the patent. Finally, patents are granted only country by country, some regionally, and may also be used in non-patented territories.

Once a patent expires, the protection ends, and the invention becomes part of the public domain, in the sense that the owner no longer holds exclusive rights in it, and it becomes available for commercial exploitation, free of charge, by others¹¹.

2.6.3 Utility Models

Also referred to as a “petty patent”, a utility model is an exclusive right granted for an invention, which allows its owner to prevent others from commercially using the protected invention, without their authorization, for a limited period¹². The inclusion of utility models into the intellectual property system in some countries has the primary objective of nurturing the rapid evolution of indigenous innovativeness, particularly in small and medium-sized enterprises and among individuals¹³.

2.6.4 Copyrights

Copyright (or author’s right) is the term used to describe the rights that creators have over their literary, scientific, and artistic works. There is not an exhaustive list containing the works that can be protected by copyright. However, several pieces of work are usually covered by copyright at international level¹⁴:

- Literary works such as novels, poems, plays, newspaper
- Articles
- Computer programs, databases
- Films, musical compositions, and choreographies
- Artistic works such as paintings, drawings, photographs
- Sculptures
- Architecture
- Advertisements, maps, and technical drawings.

Copyright protection also includes moral rights, including the right to claim authorship of a work, and the right to oppose changes to it that could harm the creator’s reputation. The creator - or the owner of the copyright in a work - can enforce rights administratively and in the courts, by inspection of premises for evidence of production or possession of illegally made “pirated” goods related to protecting works. The owner may obtain court orders to stop such activities, as well as seek damages for loss of financial rewards and recognition. Finally, it is important to note that copyright only protects

¹¹ See WIPO Intellectual Property Handbook 2008: Policy, Law and Use. Chapter 2: Fields of Intellectual Property Protection, p. 17

¹² Definition of utility models in the European context retrieved from [Your Guide to IP in Europe](#)

¹³ See WIPO Intellectual Property Handbook 2008: Policy, Law and Use. Chapter 2: Fields of Intellectual Property Protection, p. 40

¹⁴ European Commission, Executive Agency for Small and Medium-sized Enterprises, [Your guide to IP in Europe](#), Publications Office, 2019, p.33

the expression of ideas represented in a physical embodiment, not the ideas themselves, and provided the expression is original¹⁵.

A very common and useful copyright tool that is applied is the **Creative Commons License (CC)**, which forge a balance inside the traditional “all rights reserved” setting that copyright law creates. These copyright licenses and tools give everyone from individual creators to large companies and institutions a simple, standardized way to grant copyright permissions to their creative work. There are several Creative Commons Licenses and each one helps the creators retain copyright while allowing others to copy, distribute, and make some uses of their work, at least non-commercially. Furthermore, every Creative Commons license ensures creators get the credit for their work they deserve, and also works around the world and lasts as long as applicable copyright lasts (because they are built on copyright). The set of Creative Commons licenses is composed of the following licenses¹⁶:

- CC BY (Attribution)
- CC BY-SA (Attribution-ShareAlike)
- CC BY-ND (Attribution-NoDerivs)
- CC BY-NC (Attribution-NonCommercial)
- CC BY-NC-SA (Attribution-NonCommercial-ShareAlike)
- CC BY-NC-ND (Attribution-NonCommercial-NoDerivs)

2.6.5 Trade Secrets

Any confidential business information providing a competitive advantage to an enterprise can be considered a trade secret. The type of information that can be protected as a trade secret is therefore highly diverse. It can include know-how, technical knowledge (potentially protectable as a patent), but also business and commercial data such as lists of customers, business plans, recipes or manufacturing processes¹⁷.

2.6.6 Confidentiality Agreements

Confidentiality is an extremely critical issue for participants in innovation projects, from the setting-up to the implementation and exploitation phases. Exchanging valuable information with other partners is a necessity that regularly occurs in collaborative initiatives or undertakings. Accordingly, confidentiality issues and measures should be taken into consideration to safely exchange information, facilitating the project development, and ensuring the non-disclosure of sensitive technology, business or commercially confidential information. Confidentiality agreements provide protection and more security to an organisation that is about to share or make available information

¹⁵ See WIPO Intellectual Property Handbook 2008: Policy, Law and Use. Chapter 2: Fields of Intellectual Property Protection, p. 40

¹⁶ For more information about Creative Commons licenses visit: [CreativeCommons.org](https://creativecommons.org)

¹⁷ European Commission, Executive Agency for Small and Medium-sized Enterprises, [Your guide to IP in Europe](#), Publications Office, 2019, p.29

to another organisation by ensuring that confidential information will be used only for the permitted purposes agreed between the signatories of the agreement and will not be used or revealed to third parties without consent. Therefore, the signature of a confidentiality agreement can be seen as a very important step to keep confidential information secret in order to maintain a competitive edge¹⁸.

¹⁸ See Non-Disclosure Agreement of European IPR Helpdesk: https://intellectual-property-helpdesk.ec.europa.eu/system/files/2021-03/One-Way-Non-Disclosure-Agreement-EN-1_2021.pdf

3. IPR management strategy

Under the frame of CANALLS, key IP and innovation management will be employed, with a view to setting a common understanding concerning the background, results, ownership (including joint ownership), access and usage rights, dissemination and exploitation during and after the project development. In this respect, the CANALLS IPR management strategy applies a comprehensive framework which separates the IP management processes of the project in the following stages:

- Start of the Project
- During Project Implementation
- After Project End

The following figure illustrates the IPR management stages, as considered within CANALLS. More details about these stages are shown below.

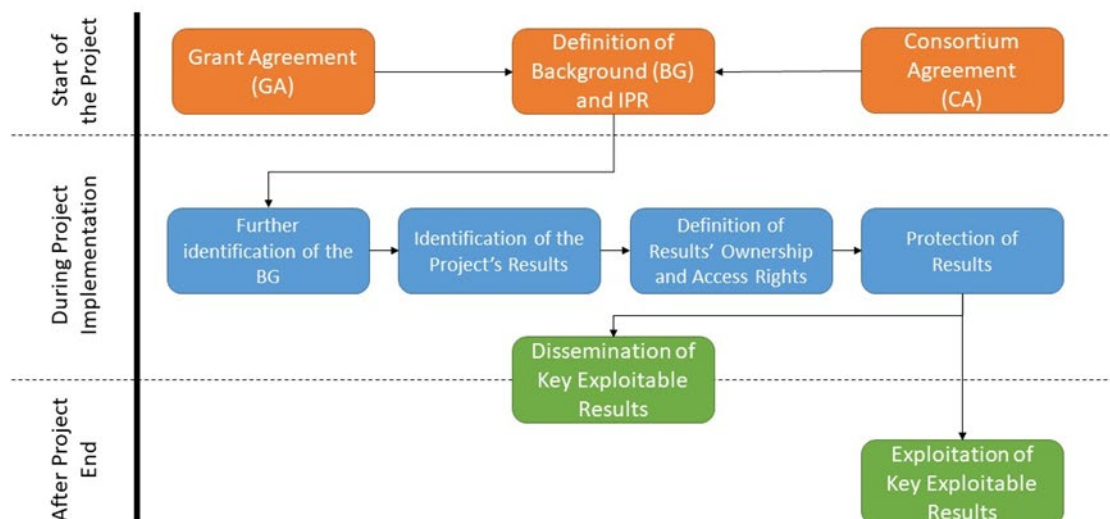


Figure 1: CANALLS IPR Management Stages

3.1 Start of the Project

Both the **Grant Agreement** and the **Consortium Agreement** constitute documents which include a description of several issues related to IPR. Their unique provisions represent a reference point for IPR issues within the project partners. In this respect, any further advancements regarding IPR actions to be put in place by project partners will be facilitated under the underlying provisions.

3.1.1 Grant Agreement

The Grant Agreement (GA) constitutes a contract which sets out the key rules and conditions of the project and is conducted between the EC and the CANALLS partners. It represents the main contractual basis for CANALLS while its main points and sections referring to IPR are included in

Section 2 “Specific Rules for carrying out the Action”¹⁹. Under this scheme, the management of the CANALLS IP is regulated, whereas access rights and obligations related to the background are set. In addition, the GA defines issues concerning the ownership and protection of the project’s generated results, as well as their exploitation and dissemination. Finally, transferability and access rights to results are also defined in the CANALLS GA.

3.1.2 Consortium Agreement

The Consortium Agreement (CA) constitutes a contract among the partners of CANALLS consortium which aims to define rights and obligations within the partnership for the purposes of conducting the project’s foreseen actions and activities²⁰. The CA minimizes the probability of later disputes as it provides rules and responsibilities during the project as well as defines the access rights to be granted to the partners concerning the project. In addition, rights and responsibilities are outlined among the consortium members concerning issues of the IP.

The CANALLS Consortium Agreement main points and sections referring to IPR are contained in:

- **Section 8 “Results”**, that sets out provisions on ownership and joint ownership of results, as well as on their transfer and dissemination.
- **Section 9 “Access Rights”**, which clarifies the access rights governing principles along with the access rights for the exploitation and dissemination purposes. It also states specific provisions for access rights to the software.
- **Attachment 1 “Background included”** that presents the initial list of usable background IP.

3.1.3 Definition of Background

At the start of the project, all project partners must identify the background that is pertinent for the project actions and grant access rights to this IP, in principle²¹. The background of a project can be identified and agreed within the CA, after the internal evaluation of pre-existing knowledge, considering two main aspects:

- **Identification of background:** Naming of the background IP that each project partner provides to the consortium, and which are imperative for successful implementation and exploitation of the project actions.
- **Definition of Access Rights:** Clarification of the rights to use knowledge under the terms and conditions agreed within the consortium and in align with the underlying background rules and obligations set by the EC in order to ensure the smooth implementation of the project.

¹⁹ See Article 18 and Annex 5 of the CANALLS Grant Agreement

²⁰ See Section 2 of the CANALLS Consortium Agreement

²¹ See Attachment 1 in the Consortium Agreement for a detailed description of the CANALLS background and the access rights granted in principle for the consortium.

3.2 During Project Implementation

During the implementation stage of the project, IP handling procedures are foreseen to be applied among the CANALLS partners to properly organize results management of the project. In this respect, as the project evolves, the focus will be on project results identification, ownership, access rights, and protection of results, as well as exploitation. CANALLS IPR management emphasizes the establishment of robust handling procedures of IPR issues that are of strategic importance to the project to facilitate exploitation of its results.

Therefore, partners should focus on two different points:

- **Providing access rights to their knowledge** for other partners to carry out their work on the project.
- **Establishing early result identification procedures** with a view to protecting, disseminating, and exploiting the project's KERs, all while fostering long-term cooperation among partners and an efficient functioning of the CANALLS project.

In this respect, key IP related issues in the CANALLS implementation phase include:

3.2.1 Background identification

During the project implementation stage, it is imperative to identify the relevant Background items, if any, complementary to those outlined in the Consortium Agreement. To this end, any partner may add additional Background to Attachment 1 of the CANALLS CA during the project, provided they give written notice to other partners. However, in case that a partner wishes to modify or withdraw its Background in Attachment 1, approval of the Steering Committee will be needed according to the CA provisions²².

3.2.2 Results identification

A core process of the CANALLS IP management is the project results' identification with a view to creating a concrete mapping of the project's results and enhancing the CANALLS IP portfolio. Therefore, all valuable IP within the project must be identified, listed, named, described and analysed in a systematic way.

3.2.3 Ownership of Results

The GA of CANALLS establishes that the results of the project are owned by the partner(s) that generates them. Given the collaborative nature of the project, a specific result can be jointly developed by two or more partners and its joint ownership is subject to the agreement on the allocation and terms of the exercise of their joint ownership²³. Although regulations concerning the frame of joint

²² See Section 9 of the CANALLS Consortium Agreement

²³ See Article 16 and Annex 5 of the CANALLS Grant Agreement

ownership are embedded in the CANALLS CA²⁴, partners may establish during the project implementation a separate joint ownership agreement in order to define the allocation and terms of exercising their ownership.

Moreover, according to the [Europe Horizon reporting template](#), CANALLS partners are requested to prepare a **Results Ownership List** to clarify ownership of project results and to facilitate the process for exploitation of these by project partners and, where relevant, third parties. As a minimum, the list should include details of whether the result has single or joint ownership, the name of the owner(s), the country of establishment of the owner(s) and whether the results will be exploited by the owner(s). The Results Ownership List will be prepared and included in the final version of Exploitation Plan as well as in the **Final Periodic Report**, where the ownership of projects results will be fully defined amongst CANALLS partners.

For the initial version of Exploitation Plan, partners gave their contribution through the IPR Matrix (See IPR Matrix Methodology in Section 4) to elaborate further on the provisions of the CA with regards to ownership of results.

3.2.4 Protection of Results

Effective exploitation of the innovative concepts and KERs developed under the frame of CANALLS depends on the protection of the project results. Consortium partners are bound by the terms of their grants and must adequately protect their results, for an appropriate period and with appropriate territorial coverage, if²⁵:

- The project's results can be expected to be commercially or industrially exploited and,
- Protecting them is possible and justified (given the circumstances)

In this respect, when considering IP protection CANALLS partners must consider their own legitimate interests, including the prospects for commercial exploitation, along with the legitimate interests of the whole project consortium and any other legitimate interests. The table that follows illustrates the different protection instruments that can be applied to a variety of subjects.

Table 3: IP protection Instruments of Results

Subject Matter	Patent	Utility Model	Copyright	Trademark	Confidential Information
Invention	X	X			X
Software	X*	X	X		X
Scientific Article			X		
Technology Design			X	X	

²⁴ See Paragraph 8.2 of the CANALLS Consortium Agreement

²⁵ See Article 16 and Annex 5 of the CANALLS Grant Agreement

Name of Technology				X	
Know How	X	X			X
Website			X	X	X
*Software patentability is still a debated issue given its exclusion as subject matter as by Article 52(2)(c) and (3) of the European Patent Convention (EPC). Source: IPR Helpdesk					

3.2.5 Exploitation of Results

The identified KERs of CANALLS will be exploited as foreseen within the CANALLS GA²⁶. Particularly, consortium partners should be fully aware that they must, up to four years after project completion, use their best efforts to ensure exploitation of their results, either directly or indirectly by another entity, through transfer or licensing.

If, despite the best effort for exploitation, no uptake happens within the following year after the end of the project, the partners must use the [Horizon Results Platform](#) to make exploitable results visible to potential interested entities, unless obligation is waived, which is free and part of the [Funding & Tenders Portal](#).

To this end, the CANALLS consortium will seek exploitation opportunities of the project's results in (i) further research activities (outside the action), (ii) developing, creating or marketing a product or process, (iii) creating and providing a service, (iv) using them in standardization activities or other use scenarios such as to inform policy or for educational purposes. Hence, exploitation is by no means limited to commercial exploitation²⁷.

In parallel to the successive phases of IP identification, determination of claims for ownership and exploitation as well as the definition of IP protection measures, further actions will run, including:

- Outlining of potential exploitation routes anticipated for each of CANALLS's KERs beyond the end of the project.
- Elaboration of the CANALLS Exploitation Plan to serve as the road map for the roll-out of the exploitable results of the project after the end of the Grant.

3.2.6 Dissemination of Results

CANALLS partners are set to select the appropriate means for dissemination of project results (e.g., scientific publications, publication on web sites, conferences, etc.), according to the conditions set forth in the CA and in other specific confidentiality agreements that might arise in order to maintain confidentiality during and after the end of the project²⁸. Additionally, partners must disseminate their

²⁶ See Article 16 and Annex 5 of the CANALLS Grant Agreement

²⁷ European Commission, [Your guide to IP management in Horizon Europe](#), p.20

²⁸ See Paragraph 8.4 of the CANALLS Consortium Agreement

results as soon as they are feasible by using publicly available formats in accordance with any restrictions due to IP protection, security rules or legitimate interests and the provisions of GA²⁹.

Along with that, the Open Science approach will be followed by partners, which focuses on spreading knowledge as soon as it is available using digital and collaborative technology. Considering that, CANALLS partners have been invited to make their scientific publications available as Open Access publications, and grant access as open as possible and as closed as necessary³⁰.

It must be noted that all partners should be aware that they first ensure the protection of a, exploitable project result and then proceed to dissemination actions of this or any other underlying result.

3.3 Post Project Stage

At the conclusion of the project, the final version of the Exploitation and Sustainability Plan will be submitted, outlining the use that CANALLS consortium intends to make of its KERs and the related plans and time frame for their exploitation. The plan will describe the further activities that need to be implemented to ensure the use and long-term sustainability of CANALLS KERs. In addition, it will include the final findings concerning IP issues, as well as the final update of the IPR Matrix (See Section 4), detailing the IPR applied and registered. This deliverable, therefore, will envisage the final strategy of the consortium as shaped at the end of the project for exploitation, management of IPR and sustainability, including also any selected commercialization pathways if applicable.

At this final stage of the project, consortium partners will employ some basic actions, aiming to ensure the sound post-project management of the innovation and exploitation processes. Typically, they will:

- Explore exploitation strategies and pathways, either joint or not, and agree on the most suitable ones.
- Look at IP ownership arrangements and related responsibilities, including the definition of relative contributions of joint-owners, and
- Weigh potential (licensing) agreement and remuneration options linked to the use of IP resulting from the project and options for remuneration.

On the other hand, there will be follow-up by the EC on partners' progress, needs and obstacles on their path towards exploitation two years after the end of the project. Under this frame, CANALLS partners will be called to complete a structured Questionnaire to report on their exploitation state.

3.4 Role of the Exploitation Manager

The Exploitation Manager (EM) is responsible for defining the project's Innovation and IPR Management Strategy, preparing the respective reports and ensuring that innovative ideas which arise during the project will be thoroughly examined and assessed for potential exploitation, while at

²⁹ See Article 17 and Annex 5 of the CANALLS Grant Agreement

³⁰ European Commission, [Your guide to IP management in Horizon Europe](#), p.19

the same time all background IP and results of the project is managed. To this end, the EM will be in close communication with the Project Coordinator and the Steering Committee to ensure continuous feedback from escalating project activities from the start until the project completion.

The EM will be responsible for the organisation and management issues of the CANALLS IPR strategy implementation. It is considered good practice for a partner to inform and consult the EM accordingly before deciding whether to protect the results stemming from its underlying activities or not – particularly if the partner is considering a potential joint IP scheme.

Finally, the EM also assumes a mediation role in case of IP conflicts (see Section 3.6), monitors project activities and feeds the development of the subsequent versions of this report.

3.5 Knowledge Management of the Project

The management of the IP constitutes an integral part of the overall CANALLS project management structure and thus it is important to establish a permanent IP monitoring scheme during the project. In this respect, an efficient IPR management methodology should define, from the early stages of the project, the procedures under which newly generated/ identified results will be handled within the lifespan of CANALLS.

Efficient management of IP in CANALLS will be achieved through adopting a process able to identify IP results as well as to determine their adequate handling and protection. In this respect, it is essential to establish mechanisms that will guarantee that IP information is dependable and timely captured. Should WP Leaders identify a new result that will be generated under their respective WP activities, the EM must be informed accordingly.

The EM constitutes the party that will organize the screening and the management of any newly identified results and their corresponding IP issues that arise during the project's lifespan. The EM will direct the consortium partners to establish the most adequate and efficient IPR strategy based on the nature of the newly identified result and the purposes of the CANALLS consortium concerning the exploitation of this result. To facilitate this process, the CANALLS IPR management strategy foresees creating and updating a living IPR Matrix (See section 4) to be revised and extended with new pieces of project results as the project's implementation advances.

3.6 IP Conflicts

To proactively avoid IP conflicts, project partners will be well-informed about IP rules and guided through the exploitation process with the help of the EM and the IPR Matrix. In this respect, partners will identify their IPR results, formulate their ownership and exploitation claims and if deemed necessary, transfer any relevant results to CANALLS's KERs according to the principal rights and obligations defined in the CA of CANALLS (Section 8 of CANALLS CA). The Exploitation Manager will provide assistance for the following indicative (and not exclusive) issues:

- Is there a possible misunderstanding about the definition of the exploitable result and therefore of the object of claims?
- Are there exploitation claims that should be further specified so that the partners can check the compatibility of their claims?

- Are the foreseen exploitation claims compatible with the ownership claims of the partners (related issue of access rights)?
- Are there any confidentiality issues e.g., new knowledge of strategic importance for a partner and consequently the need for a confidential agreement?
- Are there any possible IP conflicts between the partners, both related to ownership and the related need for access rights and to exploitation claims?

In terms of IP conflict, the Exploitation Manager will encourage conflicting parties to get in contact and proactively find solutions, making written agreements whenever necessary. In case no agreement is achieved, the internal mediation process will be kicked off following the provisions of section 11.9 of the CANALLS Consortium Agreement. In case the IP issues remain unresolved after this first mediation procedure, further mediation processes will be applied according to the CANALLS CA provisions (See Section 11.9 of the CANALLS Consortium Agreement).

4. IPR MATRIX Methodology

The CANALLS IPR management approach foresees the utilization of an IPR Matrix to define the main IPR issues concerning the CANALLS Innovation and IPR Management Strategy. This approach will support all partners in identifying and managing the background knowledge, the results and key exploitable results of the project in order to have a full overview about IP protection and necessary agreements to enable successful exploitation.

The IPR Matrix methodology is comprised of 4 distinct but interconnected steps, as follows:

- **Step 1:** Addition of new Background and definition of access rights among partners within the project according to the CA processes³¹, complementary to the identified Background³² in the CANALLS CA at the start of the project.
- **Step 2:** Identification of the planned results under the CANALLS activities.
- **Step 3:** Identification of the project's KERs (as defined at this early stage of the project) and the **partners contributing** to each one along with their corresponding interest for their exploitation.
- **Step 4:** Definition of a preliminary framework of IPR protection for the defined CANALLS results, which will enhance their further exploitation.

At this early stage of the project, the objective of the Exploitation and Sustainability Plan of CANALLS is to define the KERs on the one hand and identify, to the extent possible, the Background and results of the project along with their corresponding access rights on the other hand. During the later stages of the project's implementation, the Exploitation and Sustainability Plan will be updated accordingly, in order to capture and integrate the evolvement of the identified results and IPR approach of the project. In particular, the identification of KERs would yield the need to establish an ownership regime among project partners for each one of the KER. In addition, rules and conditions to get access to KER need also to be considered. Finally, the selection of the IPR to be employed in each case will follow.

Under this framework, the structure of the IPR Matrix that will be used throughout the duration of the project is summarized below.

Table 4: Structure of IPR Matrix

Background (BG)	Results (R)	Key Exploitable Results (KERs)
<ul style="list-style-type: none"> • BG# • Partner's BG • Short description of BG • Type of protection 	<ul style="list-style-type: none"> • R# • Project Result • Related WP • Contributing partners 	<ul style="list-style-type: none"> • KER# • Key Exploitable Result • Main partner

³¹ See Paragraph 9.1.2 of CANALLS Consortium Agreement.

³² See Attachment 1 of CANALLS Consortium Agreement.

<ul style="list-style-type: none"> • Conditions to use within CANALLS. • Conditions to use outside CANALLS. • Interest in further exploitation through CANALLS results • Remarks 	<ul style="list-style-type: none"> • Short description of R • Related BG# • Type of protection • Conditions to use within CANALLS. • Interest in further exploitation of Project Results • Conditions to use after the end of the Project 	<ul style="list-style-type: none"> • Further contributing partner(s) • Related R# • Related BG# • Proposition for the KER-owner • Short description of the KER • Relevance for IP protection • Exploitation pathways
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4.1 Identification of Background

In the first part of the IPR Matrix, the Background that will be used during the project’s implementation shall be identified, as illustrated in the following figure.

#	Relevant Background	Contributing Partner	BG number	Short description of BG	Type of protection	Conditions to use within CANALLS (free to use, licence fee, restrictions, NDA..)	Conditions to use outside CANALLS (e.g., patent, copyright, TM, Utility model)	Interest in further exploitation through CANALLS results (Yes/No)	Remarks

Figure 2: IPR Matrix Background

In the second column of this part of the IPR Matrix, the project’s BG is listed as identified at the time. In the third column, the name of the partner who owns this BG is indicated. For each identified background required for the creation of a result, a specific BG number per partner shall be assigned. In column 4, the corresponding BG number shall be indicated while column 5 should include a short description of the BG. In column 6, partners shall indicate relevant IP protection types for the BG in terms of patents, copyright, etc. In the seventh column, the conditions to use the background within the project shall be indicated by each partner, whether there are any restrictions to use the BG or not (e.g., free to use). In the eighth column, any conditions for using the BG outside the framework of CANALLS is indicated, while in the last column partners shall mention if they have any interest in further exploiting the relevant BG through the results of the project.

4.2 Identification of project Results

In the second part of the IPR Matrix, the Results of the project are identified, as presented in the following figure.

WP	#	Project result (PR)/ Achievement	Specific project result	Main Partner(s)	Contributing partner(s)	Related BG number	Short description of R	R number	Type of protection	Conditions to use within CANNALS	Interest in Further Exploitation of Project Results	Conditions to use after the end of project

Figure 3: IPR Matrix Results

In the first four columns, the CANALLS Results along with the relevant WP, are listed. In the fifth column, the main partner responsible for the Results shall be indicated. In the sixth column, the further contributing partners for the Results shall be indicated as well. In the seventh column, the related background number is attached to the underlying Result. In the eighth column, a short text describing the identified Result shall be included by the responsible partner. In the ninth column, an R number shall be attached to each result per contributing partner. In the tenth column, partners shall indicate relevant IP protection type(s) for the Result (e.g., patent, copyright, etc.). In the next column, the conditions to use the Result within CANALLS (e.g., free to use or subject to charges) shall be indicated by each partner whether there are any restrictions to use the Result or not. In the twelfth column, the project partners shall describe if they have an interest in exploitation of the project Result. Finally, in the last column, the conditions (e.g., free to use, license fee, etc.) to use the Results after the project shall be indicated by the partners.

4.3 Identification of Key Exploitable Results

Based on the identified Results the partners will define their KERs along with the underlying IPR provisions, such as protection, definition of access rights and exploitation pathways.

At this step, the third part of the IPR Matrix was elaborated, which defined the KER, indicating the main contributors for these results, with the aims:

- To **identify IP ownership and exploitation claims**, as well as pro-actively indicate possible conflicts for each exploitable result; and
- To **support decisions on issues pertaining to IP protection**, in order to timely take the needed steps in this regard, including any potential IP agreements (e.g., for joint ownership, providing access rights or even a Non-Disclosure Agreement (NDA) for confidentiality).

The following figure provides an illustrative overview of this part of the IPR Matrix.

KER #	Key Exploitable Result	Short description of KER	Main partner(s)	Contributing Partner(s)	Related R number	Related BG number	KER Owner(s)	Potential IP protection	M	U	L	S	O	Most promising concerning M-U-L-S-O (which exploitation path is most promising by the proposed owner)

Figure 4: IPR Matrix Key Exploitable Results

In the first two columns, the number and a short name of the identified KERs are listed. In the third column, a short text of the identified KER shall be included. In the following column, the main partner(s) responsible for the KER shall be listed. In the fifth column, other relevant contributing partner(s) for the KER shall be indicated as well. In the sixth column, the related Result number shall be indicated, whereas in the seventh column the relevant Background number shall be stated. In the eighth column, a proposition of the IP ownership of the KER shall be indicated by the main partner contributing to the creation of the KER. In the next column, the responsible partner shall indicate the relevance for possible IP protection. In the next 5 columns, the exploitation routes are divided into five different categories:

- M: Making a product and selling it.
- U: Using the project Result internally for further development, for instance:
 - to develop something else for sale; or
 - for R&D departments (public or private) to use the results in new research projects.
- L: Licensing the project Result to third parties.
- S: Providing a Service, such as consultancy, etc.
- O: Others

The responsible partner for the KER shall choose which exploitation routes are appropriate in consultation with the contributing partners, the Project Coordinator and the Exploitation Manager. Finally, in the last column, the responsible partner shall indicate which exploitation route would be the most promising.

5. CANALLS'S Background, Results and Key Exploitable Results

5.1 Background

The Background as preliminary identified in the CA preparation and further elaborated according to the CANALLS CA processes to be used so as to achieve the objectives of CANALLS is presented in the following table.

Table 5: Background

#	Relevant Background	Contributing Partner	BG number	Short description of BG	Type of protection	Conditions to use within CANALLS (free to use, licence fee, restrictions, NDA..)	Conditions to use outside CANALLS (e.g., patent, copyright, TM, Utility model)	Interest in further exploitation through CANALLS results (Yes/No)	Remarks
1	Knowledge of the impact of cropping practices on soil nutrient cycling	CIRAD	BG1	Knowledge of the impact of cropping practices on soil nutrient cycling	N/A	None	None	TBD	
2	Knowledge and tools on the design and management of agroecological cropping systems	CIRAD	BG2	Knowledge and tools on the design and management of agroecological cropping systems	N/A	None	None	TBD	
3	Knowledge on the modelling of cropping systems	CIRAD	BG3	Knowledge on the modelling of cropping systems	N/A	None	None	TBD	

4	Knowledge and tools on the evaluation of agricultural and territorial policies and on governance of agroecological transitions	CIRAD	BG4	Knowledge and tools on the evaluation of agricultural and territorial policies and on governance of agroecological transitions	N/A	None	None	TBD	
5	Knowledge and tools for monitoring, evaluation and impact assessment of projects through the Impress methodology	CIRAD	BG5	Knowledge and tools for monitoring, evaluation and impact assessment of projects through the Impress methodology	N/A	None	None	TBD	
6	Knowledge on ecological soil fertility management	IITA	BG6	Knowledge on ecological soil fertility management	N/A	None	None	TBD	
7	Know-how on integrated management of pests and diseases	IITA	BG7	Know-how	N/A	None	None	TBD	
8	Knowledge on use of nitrogen fixing organisms	IITA	BG.8	Knowledge	N/A	None	None	TBD	
9	The creation of farmer's cooperatives based on agro-ecological entrepreneurship on Coffee and maize and milk production	APDIK	BG9	The creation of farmer's cooperatives based on agro-ecological entrepreneurship on Coffee and maize and milk production	N/A	None	None	TBD	
10	Crop pest control based on traditional/modern technologies	APDIK	BG10	Crop pest control based on traditional/modern technologies:	N/A	None	None	TBD	
11	Strengthening farmers' capacity for resilience and reduction of climate change effects - sacred forest	APDIK	BG11	Strengthening farmers' capacity for resilience and reduction of climate change effects - sacred forest	N/A	None	None	TBD	

12	Production and Dissemination of leaflets and agro-pastoral extension manuals	APDIK	BG12	Production and Dissemination of leaflets and agro-pastoral extension manuals	N/A	None	None	TBD	
13	Promotion of bee-friendly agriculture/agro-apiculture with a look on bee-attracting plants with agroforestry value	APDIK	BG13	Promotion of bee-friendly agriculture/agro-apiculture with a look on bee-attracting plants with agroforestry value	N/A	None	Collaboration with API-Kivu on some topics: What are the species that attract bees quickly and what are their assets? How to cultivate them in a peasant environment in order to reinforce agricultural production (pollination) in a green environment - possible way of producing honey.	TBD	
14	Promotion of agricultural fairs on existing agro-ecological technologies	APDIK	BG14	Promotion of agricultural fairs on existing agro-ecological technologies	N/A	None	None	TBD	
15	Establishment of farmer field schools / seedbed multiplications under target rural communities	APDIK	BG15	Establishment of farmer field schools / seedbed multiplications under target rural communities	N/A	None	None	TBD	

16	Training sessions on business plan around under-utilized traditional foods and bio-industrial foods/ hidden hunger	APDIK	BG16	Training sessions on business plan around under-utilized traditional foods and bio-industrial foods/ hidden hunger	N/A	None	None	TBD	
17	Design of a database on agricultural land tenure and climate change monitoring	APDIK	BG17	Design of a database on agricultural land tenure and climate change monitoring	N/A	None	None	TBD	
18	Research work of business plan and agricultural value chains	APDIK	BG18	Research work of business plan and agricultural value chains	N/A	None	None	TBD	
19	Training of trainers on action research in agroecology: setting up a social approach that lifts agroecology within the farming environment in collaboration with scientists	APDIK	BG19	Training of trainers on action research in agroecology: setting up a social approach that lifts agroecology within the farming environment in collaboration with scientists	N/A	None	None	TBD	
20	Integrating medicinal plants in a farming system to increase market opportunities for low income farmers	APDIK	BG20	Integrating medicinal plants in a farming system to increase market opportunities for low income farmers	N/A	None	None	TBD	
21	Setting-up traditional agro-veterinary pharmacopoeia and implementation of a database on agro-biodiversity	APDIK	BG21	Setting-up traditional agro-veterinary pharmacopoeia and implementation of a database on agro-biodiversity	N/A	None	None	TBD	

22	Broadcasting of community radio programmes on agro-ecological technologies. APDIK's speciality with its Tuungane radio	APDIK	BG22	Broadcasting of community radio programmes on agro-ecological technologies. APDIK's speciality with its Tuungane radio	N/A	None	None	TBD	
23	Technical support/advice to agricultural producers. One Health model. A basic reflection on human health, animal health, soil and environmental protection - constitution of farmers' brigades around various themes involving environmental health and food security	APDIK	BG23	Technical support/advice to agricultural producers. One Health model. A basic reflection on human health, animal health, soil and environmental protection - constitution of farmers' brigades around various themes involving environmental health and food security	N/A	None	None	TBD	
24	Knowledge in co creation	IRAD	BG24	Knowledge in co creation	N/A	None	None	TBD	
25	Knowledge in monitoring and evaluation	IRAD	BG25	Knowledge in monitoring and evaluation	N/A	None	None	TBD	
26	Deep expertise in agricultural technology, innovation and policy. Competences in facilitating market access and commercialization.	AATF	BG26	Deep expertise in agricultural technology, innovation and policy. Competences in facilitating market access and commercialization.	N/A	None	None	TBD	
27	Knowledge on analysing and evaluating innovation support services under the framework of AKIS	UHOH	BG27	Practical experience on working with AKIS on the evaluation and	N/A	free use for purposes of reaching the project goals	Only after receiving authorize from UHOH	TBD	

				analysis of innovation support services					
28	Know-how and tools for train the trainers events	UHOH	BG28	Practical experience and tools for train the trainers events, especially regarding advisory services	N/A	free use for purposes of reaching the project goals	Only after receiving authorize from UHOH	TBD	
29	Know-how on mutual learning events (cross visit methodology)	UHOH	BG29	Tools and know-how on the implementation of mutual learning events within the framework of cross visits, already used in projects like "Agrispin"	N/A	free use for purposes of reaching the project goals	Only after receiving authorize from UHOH	TBD	
30	Knowledge on policy recommendations and policy dialogues	UHOH	BG30	Practical expertise on the development of policy recommendations and the implementation of policy dialogues via the project LEAP4FNSSA	N/A	free use for purposes of reaching the project goals	Only after receiving authorize from UHOH	TBD	
31	Knowledge and tools for transdisciplinary research methods	UHOH	BG31	Specific knowledge an tools for fostering and implementing transdisciplinary research	N/A	free use for purposes of reaching the project goals	Only after receiving authorize from UHOH	TBD	

5.2 Project Results

Table 6: Results

WP	#	Project result (PR)/ Achievement	Specific project result	Main Partner(s)	Contributing partner(s)	Related BG number	Short description of R	R number	Type of protection	Conditions to use within CANNALS	Interest in Further Exploitation of Project Results	Conditions to use after the end of project
1	1.1	Agroecological contexts and needs of rural communities	Analysis of needs, contexts and practices of focal rural communities	IITA	ETHz, RIK, UCB, IRAD, ISABU, RAB		Analysing socio-economic and environmental circumstances of rural communities to identify the practices and needs and to gain insight into the biophysical features of the project's farming systems	R 1.1.1	Copyright	Free use for purposes of reaching the project goals	No	No specific conditions
			Mapping of food systems, value chains and markets for agroecological products	AATF	IITA, ETHz, RIK, UCB, CIRAD, IRAD, ISABU, RAB		Mapping the existing food systems, value chains and markets for agroecological products, derived from the project's farming systems and communities, including the operations from production over the food disposal after consumption, with the contribution of these operations to socio-economic and	R 1.1.2	Copyright	No specific conditions	No	No specific conditions

							environmental outcomes					
1	1.2	Set up the baseline of focal agroecosystems	Setting the agricultural, ecological and environmental baseline of focal agroecosystems	IITA	All Partners		Setting the agricultural, ecological and environmental baseline for the existing farming systems to evaluate the performance of different agroecological strategies in the agroecological living labs (ALLs)	R 1.2.1	Copyright	No specific conditions	No	No specific conditions
1	1.3	Investigation of the systemic factors and innovation support for agroecology	Investigation of policies, systemic factors, trade-offs and synergies for agroecological transitions	NIBIO	All Partners		Factors, trade-offs, synergies and policies that potentially can affect agroecological transitions as well as any relevant framework conditions that may act as drivers or barriers of such transitions	R 1.3.1	Copyright	No specific conditions	No	No specific conditions
			Analysis and evaluation of innovation support services under the framework of AKIS	UHOH	IITA, RIK, CIRAD, IRAD, ISABU, RAB, AATF, AFAAS		Analysis and evaluation of the innovation support services under the Agricultural Knowledge and Innovation Systems (AKIS) framework to explore the role	R 1.3.2	Copyright	free use for purposes of reaching the project goals	No	Only after receiving authorization from UHOH

							which advisory and extension services can have in efforts to support agroecological innovation					
2	2.1	Methodology for co-creating optimal agroecological practice combinations	Multi-criteria decision-making frameworks for co-creating, evaluating and optimising agroecological practices	CIRAD	IITA, ETHz, UHOH, NIBIO, RIK, UCB, IRAD, ISABU, RAB)		Multi-criteria decision-making framework, leveraging multi-actor participatory processes to guide the selection of suitable agroecological practices for different farming system	R 2.1.3	Creative Commons License	No specific conditions	Yes	TBD
			Participatory processes for defining context-specific decision-making criteria	CIRAD	IITA, ETHz, UHOH, NIBIO, RIK, UCB, IRAD, ISABU, RAB)		A participatory process for defining context-specific decision-making criteria (incl. their weights) for humid tropics of Central and Eastern Africa, accounting for distinct conditions, access to markets, systemic factors, synergies and trade-offs	R 2.1.4	Copyright	No specific conditions	No	TBD

			Tailored methods to engage stakeholder groups	CIRAD	IITA, ETHz, UHOH, NIBIO, RIK, UCB, IRAD, ISABU, RAB		Tailored methods to engage stakeholder groups (e.g. co-creation workshops, surveys, on-farm experiments, modelling for ex-ante assessment and trade-off analysis)	R 2.1.5	Copyright	No specific conditions	No	TBD
2	2.2	Holistic agroecology assessment framework	Identification and reviewing of applied agricultural and agroecological sustainability assessment tools	UCB	IITA, ETHz, UHOH, NIBIO, RIK, CIRAD, IRAD, ISABU, RAB, AATF, NATUR		Identification and reviewing of applied agricultural and agroecological sustainability assessment tools	R 2.2.1	Copyright	No specific conditions	No	TBD
			Adaptation of FAO TAPE to CANALLS	UCB	IITA, ETHz, UHOH, NIBIO, RIK, CIRAD, IRAD, ISABU, RAB, AATF, NATUR		Holistic assessment framework with indicators that monitor, measure and evaluate the socioeconomic and environmental performance of agroecological practices to inform their optimisation	R 2.2.2	CC BY-NC-SA 3.0 IGO	Following the conditions that derive from the CC BY-NC-SA 3.0 IGO	Yes	Non-commercial use
2	2.3	Development of CANALLS decision	CANALLS decision support tools (DST)	UHOH	All Partners		Decision Support Tools matching farming systems with tailored	R 2.3.1	Copyright	Free use for purposes of reaching the project goals	Yes	free access but not for commercial use and only

		support tools (DST)					practices and strategies, mutual learning workshops; train-the-trainers events; exchange in trade fairs; direct contacts; synergies with key advisory networks					after receiving authorization from UHOH
2	2.4	Services for enhancing demand for agroecological products	Suite of digital and adhoc support services for enhancing demand for agroecological products	AATF	Q-PLAN, RIK, CIRAD, IRAD, IITA, ISABU, RAB, AFAAS, NATUR		Suite of digital and ad hoc support services for enhancing demand for agroecological products	R 2.4.1	Copyright	No specific conditions	No	TBD
3	3.1	Establishment of CANALLS Agroecology Living Labs (ALLs)	Dedicated operational plan to guide the establishment and operation of the ALLs, incorporating a baseline operational model and a dedicated action plan for each ALLs	NIBIO	All Partners		The baseline for the operation and monitoring of ALLs of the project. It will include: (i) local teams and responsibilities; (ii) protocols, procedures, guidelines etc. for set up, operation and multi- actor engagement at the ALLs; (iii) KPIs to monitor and evaluate, (iv) guidelines and templates for data	R 3.1.1	Copyright	No specific conditions	No	TBD

							collecting and reporting.					
			Agroecology Living Labs (ALLs)	NIBIO	All Partners		Agroecology Living Labs (ALLs), fostering cooperation and transdisciplinary research amongst local actors to co-create the conditions and means to drive agroecological transitions	R 3.1.2	Not applicable	No specific conditions	Yes	TBD
3	3.2	Co-shaping of agroecological transition pathways with tailored combinations of practices	Optimal combinations of agroecological practices	CIRAD	IITA, ETHz, UHOH, NIBIO, Q-PLAN, RIK, UCB, APDIK, IRAD, SCOOP, ISABU, RAB, COPED, MFARM, NATUR		Optimal combinations of agroecological practices, well-tested and tailored to a great variety of farming systems prevalent across the humid tropics of Central and Eastern Africa.	R 3.2.1	Creative Commons License	No specific conditions	Yes	TBD
3	3.3	Development of audio-visual and	Audio-visual and educational	IITA	CIRAD, ETHz, UHOH,		Audio-visual and educational material to support farmers	R 3.3.1	Copyright	No specific conditions	Yes	TBD

		educational material	material to support farmers and value chain actors		NIBIO, RIK, UCB, APDIK, IRAD, SCOOP, ISABU, RAB, COPED, MFARM, NATUR		and value chain actors participating in ALLs to effectively build their capacity and implement the agroecological practices					
4	4.1	Environmental and socio-economic performance of implemented agroecological practices	Environmental and ecological effects of the agroecological practices and strategies implemented in the ALLs	ETHz	CIRAD, IITA, RIK, UCB, IRAD, ISABU, RAB		Quantification of the environmental and ecological effects of the agroecological practices and strategies implemented in the ALLs with the help of the holistic agroecology assessment framework	R 4.1.1	Copyright	No specific conditions	No	No specific conditions
			Economic performance of the agroecological practices implemented by farmers and value chain actors in the ALLs	ETHz	IITA, RIK, UCB, APDIK, CIRAD, IRAD, ISABU, RAB, NATUR		Assessment of the economic performance activities of the agroecological practices and strategies implemented in the ALLs	R 4.1.2	Copyright	No specific conditions	No	No specific conditions

			Social and behavioural changes induced by agroecological practices	UCB	IITA, UHOH, RIK, APDIK, UCB, CIRAD, IRAD, ISABU, RAB		Assessment of social and behavioural changes induced by the strategies implemented in ALLs	R 4.1.3	Copyright	No specific conditions	No	No specific conditions
4	4.2	Adoption potential of agroecological practices	Potential of long-term adoption and scale up of agroecological practices to reveal hindering and supporting factors of wide implementation	UHOH	All Partners		Analysis of adoption potential and scale up of agroecological practices, based on field visits, interviews and workshops	R 4.2.1	Copyright	free use for purposes of reaching the project goals	No	Only after receiving authorize from UHOH
5	5.1	Identification of market segments	Market segmentation analysis	Q-PLAN	IITA, RIK, UCB, APDIK, RAB, AATF, AFAAS NATUR		Market segmentation analysis that identify market segments with homogenous characteristics that can enable the design of demand-driven value propositions and sustainable business models that fit the needs of the target groups	R 5.1.1	Copyright	No specific conditions	No	TBD

5	5.2	Sustainable business models for farmers	Sustainable business models for farmers	Q-PLAN	RIK, APDIK, IITA, RAB, AATF, AFAAS, NATUR	Sustainable business models for farmers to take up and drive fair value from agroecological strategies targeting appealing consumer segments in local, regional or international markets	R 5.1.2	Copyright /CC license	No specific conditions	Yes	TBD
5	5.3	Facilitate access to local, regional and international markets	Approaches for enhancing demand for agroecological food products along with marketing tools	AATF	IITA, RIK, APDIK, RAB, AFAAS, NATUR	Approaches for enhancing demand for agroecological food products along with marketing tools for facilitating access to markets delivered in the form of support services	R 5.1.3	Creative Commons License	No specific conditions	Yes	TBD
6	6.1	Building innovation support capacity to facilitate implementation of agroecological practices	Training framework and tools to be used to build the capacity of advisors (farm advisories, extensions services, innovation support organisations) to better support agroecological transitions.	UHOH	RIK, APDIK, IITA, RAB, AATF, AFAAS	Training framework and tools to be used to build the capacity of advisors (farm advisories, extensions services, innovation support organisations) to better support agroecological transitions.	R 6.1.1	Copyright	free use for purposes of reaching the project goals	Yes	Only after receiving authorize from UHOH

6	6.2	Development of a Practical Replication Guide for driving agroecological strategies via living labs	Practical Replication Guide	AFAAS	All Partners	Practical Replication Guide compiling guidelines for replication and lessons learnt from testing and evaluating various agroecological practices in the ALLs.	R 6.2.1	Creative Commons License	No specific conditions	Yes	No specific conditions
6	6.3	Development of policy recommendations for the transition to sustainable food systems	Policy recommendations	AATF	All Partners	Policy recommendations with evidence-based advice on how policies could shift to better support and speed up the transition to sustainable food systems, leveraging agroecology	R 6.3.1	Copyright	No specific conditions	Yes	No specific conditions
6	6.4	Development of Practice Abstracts	Practice abstracts	AFAAS	All Partners	30 Practice Abstracts for good agroecological practices that can help enhance awareness and build capacity for the adoption of agroecological practices.	R 6.4.1	Copyright /CC license	No specific conditions	Yes	No specific conditions
7	7.1	Development of a Dissemination and Communication Plan	Dissemination and Communication Plan	Q-PLAN	All Partners	A dedicated plan including guidelines for the Consortium regarding all project communication and	R 7.1.1	Copyright	No specific conditions	No	No specific conditions

		Communication Plan					dissemination activities					
7	7.2	Set-up of website	CANALLS website	Q-PLAN	All Partners		The project's website that hosts the project description, the consortium, news and events, information about the project's activities, project's outcomes,	R 7.2.1	Copyright	No specific conditions	No	No specific conditions
7	7.3	Set-up of social media channels	CANALLS social media channels	Q-PLAN	All Partners		Social media channels to share project's activities, news and information	R 7.3.1	Copyright	No specific conditions	No	No specific conditions
7	7.4	Creation of videos	Videos	Q-PLAN	All Partners		Promotional video plus additional short videos and clips for social media	R 7.4.1	Copyright	No specific conditions	No	No specific conditions
7	7.5	Networking with other funded projects and initiatives	Methodology for clustering with other projects	AATF	All Partners		A methodology for clustering with relevant projects aiming at maximizing the impact through networking with other EU funded projects	R 7.5.1	Copyright	No specific conditions	No	No specific conditions
7	7.6	Establishment of the Central and Eastern Africa	Central and Eastern Africa Network of Agroecology	IITA	All Partners		Central and Eastern Africa Network of Agroecology Living Labs (CANoLL),	R 7.6.1	Not applicable	No specific conditions	Yes	No specific conditions

		Network of Agroecology Living Labs (CANoLL)	Living Labs (CANoLL)				connecting our ALLs and facilitating their operation and cooperation in the longer term						
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5.3 Key Exploitable Results

Table 7: Key Exploitable Results

KER#	Key Exploitable Result	Short description of KER	Main partner(s)	Contributing Partner(s)	Related R number	Related BG number	KER Owner(s)	Potential IP protection	M	U	L	S	O	Most promising concerning M-U-L-S-O
1	Multi-criteria decision-making framework	Multi-criteria decision-making framework, leveraging multi-actor participatory processes to guide the selection of suitable agroecological practices for different farming systems	CIRAD	IITA, ETHz, UHOH, NIBIO, RIK, UCB, , IRAD, ISABU, RAB)	R 2.1.3		CIRAD	Creative Commons License		x		x		U2
2	Holistic agroecology assessment framework	Adaptation of FAO TAPE to CANALLS Agroecology Living Labs for monitoring, measuring and evaluating the socio-economic as well as the environmental performance of agroecological practices	UCB	IITA, ETHz, UHOH, NIBIO, RIK, CIRAD, IRAD, ISABU, RAB, AATF, NATUR	R 2.2.2		UCB	CC BY-NC-SA 3.0 IGO		x		x		U2

3	CANALLS Decision Support Tools	CANALLS decision support tools (DSTs), offering practical tools (digital and in print) to facilitate the operationalisation of the project's decision-making and assessment framework	UHOH	All Partners	R 2.3.1		UHOH	Copyright	x	x				U/L
4	Agroecology Living Labs (ALLs)	Agroecology Living Labs (ALLs), fostering cooperation and transdisciplinary research amongst local actors (stakeholders) to co-create the conditions and means to drive agroecological transitions	NIBIO	All Partners	R 3.1.2		All Partners	Not applicable	x			x		U2
5	Optimal combinations of agroecological practices	Optimal combinations of agroecological practices, well-tested and tailored to a great variety of farming systems prevalent across the humid tropics of Central and Eastern Africa.	CIRAD	IITA, ETHz, UHOH, NIBIO, Q-PLAN, RIK, UCB, APDIK, IRAD, SCOOP, ISABU, RAB, COPED, MFARM, NATUR	R 3.2.1		CIRAD	Creative Commons License	x		x			U2
6	Audio-visual and educational material to support farmers and value chain actors	Audio-visual and educational material to supports farmers and value chain actors participating in the ALLs to effectively build their capacity and implement the agroecological practices	IITA	CIRAD, ETHz, UHOH, NIBIO, RIK, UCB, APDIK, IRAD, SCOOP, ISABU, RAB, COPED, MFARM, NATUR	R 3.3.1		IITA	Copyright	x			x		U2

7	Sustainable business models for farmers	Sustainable business models for farmers to take up and drive fair value from agroecological strategies targeting appealing consumer segments in local, regional or international markets	Q-PLAN	RIK, APDIK, IITA, RAB, AATF, AFAAS, NATUR	R 5.1.2		Q-PLAN	Copyright	x		x			U2
8	Support services for enhancing demand for agroecological food products along with marketing tools	Approaches for enhancing demand for agroecological food products along with marketing tools for facilitating access to markets delivered in the form of support services	AATF	IITA, RIK, APDIK, RAB, AFAAS, NATUR	R 5.1.3		AATF	Creative Commons License	x		x			U2
9	Practical Replication Guide to set up ALLs	Practical Replication Guide compiling guidelines for replication and lessons learnt from testing and evaluating various agroecological practices in the ALLs	AFAAS	All Partners	R 6.2.1		AFAAS	Creative Commons License	x					U2
10	Policy recommendations	Policy recommendations with evidence-based advice on how policies could shift to better support and speed up the transition to sustainable food systems, leveraging agroecology	AATF	All Partners	R 6.3.1		AATF	Copyright	x					U2
11	Practice abstracts	30 Practice Abstracts for good agroecological practices that can help enhance awareness and build capacity for the adoption of agroecological practices.	AFAAS	All Partners	R 6.4.1		AFAAS	Creative Commons License	x					U2
12	Central and Eastern Africa Network of Agroecology	Central and Eastern Africa Network of Agroecology Living Labs (CANoLL), connecting the ALLs and facilitating their	IITA	All Partners	R 7.6.1		All Partners	Not applicable	x					U2

	Living Labs (CANoLL)	operation and cooperation in the longer term													
13	CANALLS brand and community	The CANALLS brand and community created and enhanced throughout the duration of the project, facilitating the dissemination and exploitation of the project's assets after its completion	Q-PLAN	All Partners	All R		Q-PLAN	Copyright		x				x	O

6. Exploitation plan per Key Exploitable Result

In this section of the Strategic Exploitation Plan the KERs of the CANALLS project are described, along with the main contributors to their development. Information is also provided on who their intended users are, the benefits they stand to gain from exploiting that KER as well as on potential exploitation routes. In parallel, the main creator of each KER indicates any foreseeable action that may be needed to facilitate the intended exploitation route(s) of the KER, concisely outlining what needs to be done, when and by whom.

The above information is presented in two tables for each KER:

- One table summarizing the exploitation plan of that KER.
- A second table summarizing any actions needed for the exploitation of that KER.

Each KER is presented in a different sub-section of this section.

The Exploitation Plans per Key Exploitable Result constitute preliminary plans which have been developed according to the current stage of CANALLS project and will be updated in the final version of Exploitation and Sustainability Plan on M48.

6.1 Multi-criteria decision-making framework

Table 8: Exploitation Plan for the Multi-criteria decision-making framework

KER Description	Development of a multi-criteria decision-making framework, leveraging multi-actor participatory processes to guide the selection of suitable agroecological practices for different farming system
Creators of KER	CIRAD will create the framework with contribution from all partners and mainly IITA, ETHz, UHOH, NIBIO, RIK, UCB, IRAD, ISABU, RAB
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Agricultural researchers and extension officers <p>The multi-criteria decision-making framework will facilitate the selection of suitable agroecological practices for different farming systems speeding up the agroecological transitions.</p>
Intended exploitation route	This multi-criteria decision-making framework will be exploited through a public route by means of the respective deliverable, project's events as well as scientific publications. The multi-criteria decision-making framework could be further used by the consortium in agricultural projects and national extension services .

Table 9: Actions needed for the exploitation of the Multi-criteria decision-making framework

	What?	By whom?	When?
IPR	Creative Commons License	CIRAD	Upon the approval of the relevant deliverable
Validation and fine-tuning	Scaling up and replication of agroecology	IITA, ETHz, UHOH, NIBIO, RIK, UCB, IRAD, ISABU, RAB	During the project
Communication and dissemination	Promotion and dissemination of the framework through project channels (website, social media, newsletter etc.), presentation to various events, workshops, social media, etc.	All partners	During the project

6.2 Holistic agroecology assessment framework

Table 10: Exploitation Plan for the Holistic agroecology assessment framework

KER Description	Adaptation of FAO TAPE to holistically assess agroecological practices by monitoring, measuring and evaluating the socio-economic as well as the environmental performance of agroecological practices
Creators of KER	UCB will make the adaptation of TAPE with contribution mainly from IITA, ETHz, UHOH, NIBIO, RIK, CIRAD, IRAD, ISABU, RAB, AATF, NATUR
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Agricultural researchers and extension officers • Policy makers • Regional and national authorities • Relevant EU and African Initiatives <p>The adaptation of TAPE developed in CANALLS project will facilitate the monitoring, measuring and evaluating the socioeconomic and environmental performance of agroecological practices in Africa in order to design optimal agroecological practice combinations. The exploitation of the adaptation of TAPE developed in CANALLS will expand applicability across all scales, from farm to food systems, for assessing different types of agroecological innovations (business models, support tools etc.) besides agroecological practices at field level. Its' use will bring about long-term results for more sustainable, resilient, and equitable agricultural systems in the humid tropics with the potential also to be further developed.</p>
Intended exploitation route	The holistic agroecology assessment framework with the adaptation of FAO's TAPE will be available through the respective deliverable to all interested stakeholders via the CANALLS website. Alongside, to facilitate

the findability of the report we will make it available on other highly acknowledged platforms such as Zenodo, the Horizon Results Platform and Cordis while it will be presented in relevant scientific publications.

Table 11: Actions needed for the exploitation of the Holistic agroecology assessment framework

	What?	By whom?	When?
IPR	CC BY-NC-SA	UCB	Upon the approval of the relevant deliverable
Validation and fine-tuning	Organisation of focus groups with farmers, value chain actors and other stakeholders	IITA, ETHz, UHOH, NIBIO, RIK, CIRAD, IRAD, ISABU, RAB, AATF, NATUR	During the project
Communication and dissemination	Promotion and dissemination of the framework through project channels (website, social media, newsletter etc.), presentation to various events, workshops, social media, etc.	All partners	From M24

6.3 CANALLS Decision Support Tools

Table 12: Exploitation Plan for the CANALLS Decision Support Tools

KER Description	CANALLS decision support tools (DST) are practical tools (digital and in print) to facilitate the operationalisation of the project's decision-making and assessment framework
Creators of KER	The Decision Support Tool will be developed by UHOH with the support of all partners
Intended users and expected benefits from exploiting the KER	The intended users will be mostly the advisory services. The tool will enable farm advisors to facilitate and speed up the procedures to fostering the agroecological transitions. The decision support tools will provide advisors with actionable knowledge to better support farmers with the transition process.
Intended exploitation route	The DSTs will be available on the project's webpage while registration will be necessary according to the GDPR guidelines. In parallel, the tools could set the basis for future research activities by UHOH or other consortium partners interested in exploiting the tool in their research activities. Moreover, the DSTs will be disseminated and scaled up in existing agricultural networks in Africa.

Table 13: Actions needed for the exploitation of the CANALLS Decision Support Tools

	What?	By whom?	When?
IPR	Copyright	UHOH	Upon the approval of the relevant deliverable
Validation and fine-tuning	Fine-tuning based on feedback from ALLs	UHOH	During the project and by M36
Communication and dissemination	Promotion and dissemination of the tools through the project channels (website, social media, newsletter etc.), presentation to various events, workshops, social media, etc.	All partners	After M24, when the first version of DST will be available

6.4 Agroecology Living Labs (ALLs)

Table 14: Exploitation Plan for the Agroecology Living Labs (ALLs)

KER Description	Development of Agroecology Living Labs (ALLs), to foster cooperation and transdisciplinary research amongst local actors (stakeholders) to co-create the conditions and means to drive agroecological transitions
Creators of KER	The Agroecology Living Labs (ALLs) will be developed by NIBIO with the support of all partners
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Academia and researchers • Policy makers • Farmers and other value chain actors • Farm and business advisors <p>The main users of this KER will be the consortium partners and the members and key stakeholders of the ALLs (farmers, agri-food and bio-based industry, extension services, governments, academia, civil society). Consortium partners will expand their network and access to the local agricultural ecosystems, gaining the opportunity to support more organizations operating in the agricultural sector. The members of the ALLs will have the opportunity to benefit from the CANALLS services, tools and activities, exchanging good practices, nurturing novel ideas and solutions and making connections at local, national, and international level. The deep engagement of the local communities and the transdisciplinarity that will be achieved through ALLs, will offer a great potential to better</p>

	address the local challenges related to agroecosystems, rural socio-economic development and sustainable quality of life.
Intended exploitation route	ALLs Leaders will establish an active community that will be a point of reference for agroecological transitions. They could be used to further apply agroecological transition approaches, to periodically record needs and also to apply research. ALLs will be networking with other Living Labs in the countries, region and beyond. The Central and Eastern Africa Network of Agroecology Living Labs (CANoLL) will connect the agroecology living labs and facilitate their operation and cooperation in the longer term.

Table 15: Actions needed for the exploitation of the Agroecology Living Labs (ALLs)

	What?	By whom?	When?
IPR	N/A		
Communication and dissemination	The ALLs work and results will be disseminated through the project's dissemination channels, as well as replication guide and practice abstracts.	All partners	During the project

6.5 Optimal combinations of agroecological practices

Table 16: Exploitation Plan for the Optimal combinations of agroecological practices

KER Description	Optimal combinations of agroecological practices, well-tested and tailored to a great variety of farming systems prevalent across the humid tropics of Central and Eastern Africa.
Creators of KER	The optimal combinations of agroecological practices will be developed by CIRAD with the main support of IITA, ETHz, UHOH, NIBIO, Q-PLAN, RIK, UCB, APDIK, IRAD, SCOOP, ISABU, RAB, COPED, MFARM, NATUR.
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Farmers and other value chain actors • Farm and business advisors <p>The main users of the optimal combinations of agroecological practices are expected to be the farmers. The practices are well customised to local needs and contexts, integrating social, economic and environmental perspectives. The identification of optimal combinations of agroecological practices will increase the climate change mitigation and adaptation of different farming systems in different agroecological zones while ensuring the financial viability of businesses.</p>

Intended exploitation route

The consortium members will directly exploit the optimal combinations of agroecological practices to facilitate the agroecological transitions. Moreover, the optimal combinations will be promoted in regions of the humid tropics in Africa beyond project sites.

Table 17: Actions needed for the exploitation of the Optimal combinations of agroecological practices

	What?	By whom?	When?
IPR	Creative Commons License	CIRAD	By the approval of the relevant deliverable
Validation and fine-tuning	Fine-tuning based on feedback from ALLs	CIRAD	By M30
Communication and dissemination	Promotion and dissemination of the tools through the project channels (website, social media, newsletter etc.), presentation to various events, workshops, social media, etc.	All partners	During the project

6.6 Audio-visual and educational material to supports farmers and value chain actors

Table 18: Exploitation Plan for the Audio-visual and educational material to supports farmers and value chain actors

KER Description	Audio-visual and educational material to supports farmers and value chain actors participating in the ALLs to effectively build their capacity and implement the agroecological practices.
Creators of KER	The Audio-visual and educational material to supports farmers and value chain actors will be developed by IITA with the main support of CIRAD, ETHz, UHOH, NIBIO, RIK, UCB, APDIK, IRAD, SCOOP, ISABU, RAB, COPED.
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Farmers and other value chain actors • Farm and business advisors <p>The exploitation of the audio-visual and educational material will result in the strengthening of the capacity building of the local farmers and value chain actors in order to facilitate the implementation of the approaches for the agroecological transition.</p>
Intended exploitation route	The audio-visual and educational material to support farmers and value chain actors will be publicly available in local languages to all interested

stakeholders through their use in workshops, field schools and other events.

Table 19: Actions needed for the exploitation of the Audio-visual and educational material to supports farmers and value chain actors

	What?	By whom?	When?
IPR	Copyright	IITA	
Communication and dissemination	Promotion and dissemination of the Audio-visual and educational material through project's events	IITA and all partners	After M18

6.7 Sustainable business models for farmers

Table 20: Exploitation Plan for the Sustainable business models for farmers

KER Description	Sustainable business models for farmers to take up and drive fair value from agroecological strategies targeting appealing consumer segments in local, regional or international markets
Creators of KER	The Sustainable business models for farmers will be developed by Q-PLAN with the main support of RIK, APDIK, IITA, RAB, AATF, AFAAS, NATUR
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> Farm and business advisors <p>The main users of sustainable business models are expected to be the farmers. The Sustainable business models will enhance demand for agroecological food products and facilitate access to markets for farmers and successfully implement the agroecological transitions.</p>
Intended exploitation route	The consortium members will directly exploit the sustainable business models for farmers to facilitate the agroecological transitions.

Table 21: Actions needed for the exploitation of the Sustainable business models for farmers

	What?	By whom?	When?
IPR	Copyright	Q-PLAN	Before the end of the project

6.8 Support services for enhancing demand for agroecological food products along with marketing tools

Table 22: Exploitation Plan for the Support services for enhancing demand for agroecological food products along with marketing tools

KER Description	Approaches for enhancing demand for agroecological food products along with marketing tools for facilitating access to markets delivered in the form of support services.
Creators of KER	The support services will be developed by AATF with the main support of IITA, RIK, APDIK, RAB, AFAAS, NATUR
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Farmers and other value chain actors • Farm and business advisors <p>The use of the support services mainly by the farmers and other value chain actors will result in the acquisition of improved technical knowledge to enhance demand for agroecological food products and enhance access to local, regional and international markets.</p>
Intended exploitation route	The support services for enhancing demand for agroecological food products along with marketing tools will be publicly available through the relevant deliverable. To ensure that this information reaches the local farmers and value chain actors, partners will further disseminate this result through the local events and communication channels. In parallel, the support services could be used in future activities by the consortium partners interested in exploiting them or by other initiatives dealing with agroecological food products.

Table 23: Actions needed for the exploitation of the Support services for enhancing demand for agroecological food products along with marketing tools

	What?	By whom?	When?
IPR	Creative Commons License	AATF	By the end of the project
Communication and dissemination	Promotion and dissemination of the tool through the project channels (website, social media, newsletter etc.), presentation to various events, workshops, social media, etc.	All partners	From M30

6.9 Practical Replication Guide to set up ALLs

Table 24: Exploitation Plan for the Practical Replication Guide to set up ALLs

KER Description	Practical Replication Guide compiling guidelines for replication and lessons learnt from testing and evaluating various agroecological practices in the Agroecology Living Labs
Creators of KER	The Policy recommendations will be developed by AFAAS with the support of all partners
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Farmers and other value chain actors • Farm and business advisors • Policy makers & advisors <p>The main potential users will be stakeholders who, through the practical Replication Guide, will receive practical support based on know-how and the results of the project, to help set-up, run and steer multi-actor ALLs for other regions of the humid tropics tailored for different farming systems. The Practical Replication Guide will increase the capacity of the local stakeholders and facilitate the expansion of the agroecological transitions and also facilitate the transferability of CANALLS results in other humid tropical areas in rural Africa.</p>
Intended exploitation route	The Practical Replication Guide will be publicly available through the respective deliverable to all interested stakeholders via the CANALLS website. Alongside, to facilitate the findability of the report we will make it available on other highly acknowledged platforms such as Zenodo, the Horizon Results Platform and Cordis.

Table 25: Actions needed for the exploitation of the Practical Replication Guide to set up ALLs

	What?	By whom?	When?
IPR	Creative Commons License	AFAAS	By the end of the project
Validation and fine-tuning	Organisation of multi-actor community-driven feedback loops, including an online workshop to present and collect feedback on the Guide	AFAAS	M42
Communication and dissemination	The KER will be exploited according to its exploitation route through the project channels and the partners' networks	AFAAS and the CANALLS partners	Towards the end of the project

6.10 Policy recommendations

Table 26: Exploitation Plan for the Policy recommendations

KER Description	Policy recommendations with evidence-based advice on how policies could shift to better support and speed up the transition to sustainable food systems, leveraging agroecology
Creators of KER	The Policy recommendations will be developed by AATF with the support of all partners
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Policy makers • Regional and national authorities • Relevant EU and African Initiatives <p>The main potential users will be policy makers at national and African levels, as well as other interested actors, who, through the policy briefs, will receive practical support on how to design new regional, national and African policies, or improve existing ones, to support sustainable food systems transitions via agroecological practices.</p>
Intended exploitation route	<p>The policy recommendations will be publicly available through the respective deliverable to all interested stakeholders via the CANALLS website. Alongside, to facilitate the findability of the report we will make it available on other highly acknowledged platforms such as Zenodo, the Horizon Results Platform and Cordis. The exploitation will happen through a public route, ensuring maximum uptake by policymakers and regional authorities.</p> <p>In parallel, we will implement policy dialogue events to engage stakeholders from the AU-EU partnership, senior policy officers in the EU, research institutions etc in order to discuss and disseminate the policy recommendations.</p>

Table 27: Actions needed for the exploitation of the Policy recommendations

	What?	By whom?	When?
IPR	Copyright for the respective deliverable – no actions needed	AATF	End of the project
Communication and dissemination	The KER will be exploited according to its exploitation route through the project channels and the partners' networks	AATF and the CANALLS partners	Towards the end of the project

6.11 Practice abstracts

Table 28: Exploitation Plan for the Practice abstracts

KER Description	Development of 30 Practice Abstracts for good agroecological practices that can help enhance awareness and build capacity for the adoption of agroecological practices.
Creators of KER	The Practice Abstracts will be developed by AFAAS with the support of all partners.
Intended users and expected benefits from exploiting the KER	<ul style="list-style-type: none"> • Farmers and other value chain actors • Farm and business advisors <p>The exploitation of the Practice Abstracts will enhance awareness and build capacity for the adoption of agroecological practices. Also, the dissemination of the Practice Abstracts will empower farmers to better understand how they can adopt agroecological strategies</p>
Intended exploitation route	The practice abstracts will be exploited through a public route, in order to ensure maximum dissemination among interested stakeholders.

Table 29: Actions needed for the exploitation of the Practice abstracts

	What?	By whom?	When?
IPR	Creative Commons License	AFAAS	By the end of the project
Communication and dissemination	The KER will be exploited according to its exploitation route through the project channels and the partners' networks	AFAAS and the CANALLS partners	Towards the end of the project

6.12 Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)

Table 30: Exploitation Plan for the Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)

KER Description	Central and Eastern Africa Network of Agroecology Living Labs (CANoLL), connecting our agroecology living labs and facilitating their operation and cooperation in the longer term.
Creators of KER	The CANoLL will be developed by IITA with the support of all partners.
Intended users and expected benefits	The main users of this KER will be the consortium partners and the members and key stakeholders of the ALLs (farmers, agri-food and bio-

from exploiting the KER	based industry, extension services, governments, academia, civil society). CANoLL will facilitate the knowledge exchange amongst its members, while also supporting stakeholders across Africa to exploit the guides and tools developed within CANALLS. The networking and exchange of knowledge among its members will offer a great potential to better address the local challenges related to agroecosystems, rural socio-economic development and sustainable quality of life in Africa.
Intended exploitation route	CANoLL will network and cooperate with other living lab networks to facilitate scaling, dissemination and exchange of good practices. At the end of the project, the leaders of CANALLS ALLs will sign a Memorandum of Understanding to formalise the network and increase commitment for its sustainability.

Table 31: Actions needed for the exploitation of the Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)

	What?	By whom?	When?
IPR	N/A		
Communication and dissemination	CANoLLs activities will be disseminated through the project's dissemination channels and events	All partners	From M18

6.13 CANALLS brand and community

Table 32: Exploitation Plan for the CANALLS brand and community

KER Description	The CANALLS brand and community created and enhanced throughout the duration of the project, facilitating the dissemination and exploitation of the project's assets after its completion.
Creators of KER	The main creator of this KER is Q-PLAN with the support of all partners.
Intended users and expected benefits from exploiting the KER	The consortium members will utilize the CANALLS community and brand in order to facilitate the exploitation of the CANALLS solutions.
Intended exploitation route	The CANALLS brand and community represents only the CANALLS project. The quality and credibility gained from the effective implementation of the project and its impact can facilitate the engagement of its partners into other EU-funded projects and the expansion of their network and client base.

Table 33: Actions needed for the exploitation of the CANALLS brand and community

	What?	By whom?	When?
IPR	Copyright	Q-PLAN	Towards the end of the project
Communication and dissemination	The CANALLS brand and community will be disseminated and communicated through all the relative activities and material (e.g., leaflets, website, logos etc.)	All partners	During the project

7. EXPLOITATION PLAN PER PARTNER

This section summarizes, in tabular format, the KERs of the CANALLS project that each partner is currently most interesting in exploiting, as well as how they intend to proceed to this end.

Table 34: Individual Exploitation Plans for partners

Individual Exploitation Plans of CANALLS Partners	
CANALLS Partner: CIRAD	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • Multi-criteria decision-making framework • Optimal combinations of agroecological practices
<p>Exploitation Plan: CIRAD is the French agricultural research and cooperation organisation focusing on the sustainable development of tropic and Mediterranean regions. CIRAD is interested in further exploiting the multi-criteria decision-making framework and the optimal combinations of agroecological practices. The knowledge generated to guide the selection of suitable agroecological practices will be used as the basis for CIRAD to provide advice and support to other research institutions and farmer associations that are interested in agroecological practices. Furthermore, the support CIRAD can offer, will be also enhanced from the knowledge generated from the well-tested agroecological practices to identify optimal practices for different farming systems. Additionally, CIRAD will utilise the above KERs to enrich inhouse existing knowledge and expertise, boost future collaborations in Africa and beyond and gain recognition within the scientific community.</p>	
CANALLS Partner: IITA	<p>Key exploitable results of major interest:</p> <ul style="list-style-type: none"> • Multi-criteria decision-making framework • Agroecology Living Labs (ALLs) • The Central and Eastern African Network of Agroecology Living Labs (CANoLL) is designed and operationalized
<p>Exploitation Plan: IITA is a non-profit organization that aims to enhance crop quality and productivity and ultimately reducing hunger, malnutrition and poverty. The organisation will utilise the tools and knowledge generated from the decision-making framework to support and provide targeted advice other organizations, farmers associations and farming networks that are applying similar agroecological practices. Additionally, IITA will use the ALLs and CANoLL to expand their network of future partners and collaborators in agricultural research locally and beyond at a pan-African level. The KERs utilised by IITA will enrich the organization’s knowledge and boost the potential for future collaborations and participation in research projects.</p>	
CANALLS Partner: UHOH	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • Multi-criteria decision-making framework • Holistic agroecology assessment framework • CANALLS decision support tools (DST), • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices

	<ul style="list-style-type: none"> • Practical Replication Guide Agroecology, Practice Abstracts and Policy recommendations • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)
<p>Exploitation Plan: The University of Hohenheim, with its long history in research and education within the arid and semi-arid tropics, has great interest to exploit the listed KERs within its educational and research activities. The knowledge gathered by the UHOH on frameworks, tools, guides, and practices will be exploited to significantly enhance the quality of education within our university, especially regarding the topic of agroecology in Africa, that is provided for our students. In the long run, this up-to-date content regarding agroecology will boost the research and innovations coming from our university. Secondly, our involvement in the project and the knowledge obtained, especially regarding ALLs, innovative practices and the scaling of innovations, will be exploited by enhancing the expertise and therefore the compatibility for further research projects regarding the area of agroecology and beyond. In this regard, the international network of partners, the CANoLL, African partners on the ground as well as multiple already installed ALLs will also be exploited by the University of Hohenheim to engage in future projects.</p>	
<p>CANALLS Partner: NIBIO</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • Multi-criteria decision-making framework • Agroecology Living Labs (ALLs) • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)
<p>Exploitation Plan: NIBIO is the Norwegian institute of bioeconomy research and works towards food security and safety and sustainable resource management. NIBIO will utilise the tools and knowledge generated from the multi-criteria decision-making framework to provide targeted advice to other actors and organisations that are transitioning from conventional practices to agroecological practices. NIBIO aims to also utilise the actor networks developed in the ALLs and the CANoLL network for potential future collaborators in agricultural research in the EU and Africa. The KERs exploited by NIBIO ultimately will enrich the organisation’s knowledge, know-how and possibilities for participation in future research projects. Furthermore, the generated knowledge will be integrated with ongoing projects/programs related to agroecology in the case countries of DRC, Cameroon, Rwanda and Burundi.</p>	
<p>CANALLS Partner: :Q-PLAN</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • Sustainable business models for farmers • Support services • Practical Replication Guide • Central and Eastern Africa Network of Agroecology Living Labs • CANALLS brand and community • Agroecology Living Labs (ALLs)

Exploitation Plan: Q-PLAN is particularly interested in exploiting the Sustainable business models as well as its brand and community, as the sectors cross-cutting the CANALLS project (sustainable development, bioeconomy, agroecology) are sectors of strategic interest for Q-PLAN. Q-PLAN's involvement in the exploitation of the CANALLS results will enhance its expertise and portfolio in these sectors to better support the business and innovation endeavours of its clients. Along these lines, the tacit and explicit knowledge obtained through Q-PLAN's involvement in the project will be exploited for improving its services to the existing clientele and investigating new clients and collaborations in the agricultural sector. Furthermore, the community to be developed through the project and especially the ALLs and the CANoLL will enrich Q-PLAN's international network of researchers, innovation enablers, advisors, broadening the pool of potential clients and collaborators. Last but not least, Q PLAN will enhance its expertise and knowledge in the field of agroecology leading to boosting the quality of its services and facilitating the involvement in such EU projects.

CANALLS Partner: **RIK**

Key Exploitable Results of major interest:

- CANALLS Decision Support Tools
- Sustainable business models for farmers
- Practical Replication Guide to set up ALLs
- Agroecology Living Labs (ALLs)
- Optimal combinations of agroecological practices
- Support services for enhancing demand for agroecological food products along with marketing tools
- Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)

Exploitation Plan: Rikolto is a NGO that provides advise to farmers and business related to agriculture in Africa, South America and South-East Asia. The organisation is interested in a variety of KERs produced during the implementation of CANALLS with the aim to use them in order to provide support to farmers in adopting agroecological practices. This plan will enhance and reinforce the reputation of Rikolto and the inhouse knowledge to boost future collaborations and participation in research projects. Moreover, Rikolto will utilise the connections with actors involved in the ALLs and the wide network of CANoLL to expand their activities in other African and international territories.

CANALLS Partner: **UCB**

Key Exploitable Results of major interest:

- Multi-criteria decision-making framework
- Agroecology Living Labs (ALLs)
- The Central and Eastern African Network of Agroecology Living Labs (CANoLL) is designed and operationalized

Exploitation Plan: The catholic University of Bukavu has academic experience in agricultural and social research and aims to utilise the tools and knowledge generated from the decision-making framework to participate in projects that support and provide targeted advice to farmers associations and farming networks applying agroecological practices. Additionally, UBC will use the ALLs and CANoLL to expand their network of future partners and collaborators in agricultural research in the African region. The KERs utilised by UBC will enrich the university's knowledge, use in educational activities and future participation in research projects.

<p>CANALLS Partner: APDIK</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • CANALLS Decision Support Tools • Sustainable business models for farmers • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices • Practice abstracts • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)
<p>Exploitation Plan: APDIK as a farmers association consisting of 32 coops has extensive experience in social transformation and expertise on sustainable and ecological farming. APDIK aims to uptake all the KERs that will help them immediately apply agroecological practices and co-create new and improve existing farming systems. Additionally via exploiting the actor networks of the ALLs and CANoLL , it will provide APDIK the avenue needed to be involved in more research projects and receive necessary support for the involved cooperations.</p>	
<p>CANALLS Partner: IRAD</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • Multi-criteria decision-making framework • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL) • Support services for enhancing demand for agroecological food products along with marketing tools
<p>Exploitation Plan: IRAD is the lead institute of agricultural research in CR with expertise in supporting the production and marketing of agricultural products. The organisation is particularly interested in leveraging on multi actor participatory processes in selecting suitable agroecological practices in the framework of the ALLs and the decision-making framework to support farmers organisations in applying agroecological practices. Additionally, accessing the actor networks via the ALLs and CANoLL, it will foster future collaborations among IRAD and other research institutes and organisations. IRAD is also particularly interested in the marketing tools developed in order to allow market access for producers. The KERs utilised by IRAD will enrich the organisation’s knowledge and boost the potential for future collaborations and participation in research projects.</p>	
<p>CANALLS Partner: SCOOP</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • CANALLS Decision Support Tools • Sustainable business models for farmers • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices • Practice abstracts • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL) • CANALLS brand and community

	<ul style="list-style-type: none"> • Audio-visual and educational material to supports farmers and value chain actors
<p>Exploitation Plan: SCOOPMAN is a women farmers association that has as objective to improve agricultural practices while reducing its environmental footprint. The association aims to exploit the above listed KERs that will help apply agroecological practices and co-create new and improve existing farming systems. SCOOP aims to support farmers in applying agroecological practices utilising all the above mentioned KERs and the know-how these KERs bring. Additionally, exploiting the actor networks of the ALLs, CANoLL and the CANALLS community it will provide SCOOP the avenue needed to be involved in more research projects and receive support for the farmers involved.</p>	
<p>CANALLS Partner: ISABU</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices • Sustainable business models for farmers • Practical Replication Guide to set up ALLs • Support services for enhancing demand for agroecological food products along with marketing tools • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL) • CANALLS brand and community • Audio-visual and educational material to supports farmers and value chain actors
<p>Exploitation Plan: ISABU is the national agricultural research institute of BR and is particularly interested in further exploiting the optimal combinations of agroecological practices and the ALLs established for the to further facilitate their operation and cooperation in the long term in conjunction with CANoLL and the CANALLS project community. Additionally ISABU aims to exploit the replication guide to support other regions in setting up ALLs, the audio-visual and educational materials and also the marketing tools to help farmers associations and networks to transition to agroecology and also increase demand for agroecological products and also aim to further exploit the sustainable business models for farmers to take up and drive fair value from agroecological strategies targeting appealing consumer segments in local, regional or international markets. The KERs ISABU aims to further exploit will enrich the organisation’s knowledge on agroecology and boost the potential for future collaborations and participation in research projects.</p>	
<p>CANALLS Partner: RAB</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • Holistic agroecology assessment framework • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices • Audio-visual and educational material to supports farmers and value chain actors • Practical Replication Guide to set up ALLs

<p>Exploitation Plan: RAB is the national agricultural research institute in RW and is particularly interested in exploiting KERs that can support other organisations, farmers associations and networks in creating ALLs, finding the optimal combinations of agroecological practices and how to assess their performance as well as utilising the existing ALLs networks. Additionally, RAB aims to further exploit the materials that can support farmers and other value chain actors in agroecological transitions. The above KERs will expand the in-house knowledge in RAB and boost future collaborations and participation in other research projects.</p>	
<p>CANALLS Partner: COPED</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • CANALLS Decision Support Tools • Sustainable business models for farmers • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices • Practice abstracts • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)
<p>Exploitation Plan: COPED is a value chain actor specialising in composting organic waste and bio-based value chain development. COPED aims to further exploit the above mentioned KERs that will help them immediately apply agroecological practices and co-create new and improve existing farming systems in the ALL they are involved but also beyond this and to other regions and projects. Additionally exploiting the actor networks of the ALLs and CANoLL will provide COPED the avenue needed to be involved in more research projects and receive necessary support for the involved cooperations.</p>	
<p>CANALLS Partner: MFARM</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • CANALLS Decision Support Tools • Sustainable business models for farmers • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices • Practice abstracts • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)
<p>Exploitation Plan: MFARM is a value chain actor specialising in composting organic waste to black soldier flies larvae and bio-based value chain development. MFARM is interested in exploiting the KERs listed above in order to help them, and other actors involved, apply agroecological practices and co-create new and improve existing farming systems in the existing ALLs but also beyond them. MFARM aims to also further exploit the actor networks of the ALLs and CANoLL to provide the avenue needed to be involved in more research projects and receive necessary support for the involved cooperations.</p>	
<p>CANALLS Partner: AFAAS</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • Sustainable business models for farmers • Practice abstracts • Practical Replication Guide to set up ALLs

	<ul style="list-style-type: none"> • Policy recommendations • Agroecology Living Labs (ALLs) • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)
<p>Exploitation Plan: AFAAS is an advisory forum that provides its services to farmers and other value chain actors involved in agricultural activities and is particularly interested in exploiting the sustainable business models as extension and advisory tools for small and medium business enterprises. This will be spread among AFAAS network as keys model of sustainable business. AFAAS's involvement in the exploitation of the CANALLS results will enhance its expertise and portfolio especially with the policy recommendations and policy briefs. Also, the knowledge generated with AFAAS's involvement in the project will be exploited for improving its services delivering to more than 30 Active countries in Africa under its network. Furthermore, the community to be developed through the project and especially the ALLs and the CANoLL will enrich AFAAS's international network, innovation enablers, and advisor practitioners. AFAAS will disseminated among its network all the practitioner replication guide materials to sustain and capitalise the KERs of CANALLS.</p>	
<p>CANALLS Partner: NATUR</p>	<p>Key Exploitable Results of major interest:</p> <ul style="list-style-type: none"> • CANALLS Decision Support Tools • Sustainable business models for farmers • Agroecology Living Labs (ALLs) • Optimal combinations of agroecological practices • Practice abstracts • Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)
<p>Exploitation Plan: Naturland has more than 40 years of experience in the field of organic agricultural production and is interested in exploiting the above listed KERs in order to help farmers, and other actors involved, apply agroecological practices and co-create new and improve existing farming systems, with particular focus on agroforestry in the existing ALLs and beyond. Naturland aims to also further exploit the actor networks of the ALLs and CANoLL to provide the avenue needed to be involved in more research projects and promote organic and climate resilient products in regions and countries outside the CANALLS project.</p>	
<p>CANALLS Partner: ETHz</p>	<p>Key exploitable results of major interest:</p> <ul style="list-style-type: none"> • Multi-criteria decision-making framework • Agroecology Living Labs (ALLs) • The Central and Eastern African Network of Agroecology Living Labs (CANoLL) is designed and operationalized
<p>Exploitation Plan: ETHz is a public research university in Switzerland and with long experience in agroecosystem management and food systems. ETHz aims to utilise the tools and knowledge generated from the decision-making framework to support and provide targeted advice to other organisations, farmers associations and farming networks that are applying similar agroecological practices in other projects involved. Additionally, ETHz will use the ALLs and CANoLL to expand their network of future partners and collaborators in agricultural research locally and beyond at a pan-</p>	

African level. The KERs utilised by ETHz will enrich the university’s knowledge, used for educational purposes and boost the potential for future collaborations and participation in research projects.

CANALLS Partner: **AATF**

Key Exploitable Results of major interest:

- CANALLS Decision Support Tools
- Sustainable business models for farmers
- Practical Replication Guide to set up ALLs
- Agroecology Living Labs (ALLs)
- Optimal combinations of agroecological practices
- Support services for enhancing demand for agroecological food products along with marketing tools
- Central and Eastern Africa Network of Agroecology Living Labs (CANoLL)

Exploitation Plan: With the goal of transforming livelihoods through innovative agricultural technologies to improve incomes and improve food and nutrition security in Africa, the AATF’s strategy for 2023 -2027 focus on transforming livelihoods for small holder farmers through adoption of agricultural technologies. AATF is particularly interested in exploiting the agroecology environment as well as its brand and community, as the sectors cross cutting the CANALLS project (sustainable development, bioeconomy, agroecology) are sectors of strategic interest for AATF. AATF’s involvement in the exploitation of the CANALLS results will enhance the organisation’s expertise and portfolio in these sectors to better support the business and innovation endeavours of its clients. Along these lines, the tacit and explicit knowledge obtained through AATF involvement in the project will be exploited for improving its services to the existing business environment in the agricultural sector. AATF will enhance its expertise and knowledge in the field of agroecology leading to boosting the quality of the organisation’s services and facilitating the involvement in such EU projects.

8. CONCLUSIONS AND WAY FORWARD

This initial version of the CANALLS Exploitation and Sustainability Plan describes the strategy and methodology employed in this respect within the framework of CANALLS, while also providing an overview of its Background and project Results as well its Key Exploitable Results. A dedicated tool, namely the IPR Matrix, has been elaborated to facilitate the identification and management of CANALLS's Key Exploitable Results by project partners under the supervision of the Exploitation Manager (Q-PLAN) throughout the project.

Accordingly, the Exploitation and Sustainability Plan of CANALLS will be updated to reflect the final project results along with their protection, ownership, access rights with the support of all partners. The final version of the "Exploitation and Sustainability Plan" will be elaborated on M48 and provide a more accurate and final outline of the key exploitable results of the project, the main target groups of external stakeholders (e.g., prospective end-customers) and the potential benefits they stand to gain from CANALLS outcomes, the exploitation plans per Key Exploitable Result and per partner. Additionally, the final report will encompass the measures that have been taken to protect the partners IP as well as the respective IPR agreements, fostering the successful post-project exploitation and sustainability of the project's Key Exploitable Results.

The Exploitation Manager is responsible for keeping the Strategic Exploitation Plan updated. In collaboration with all partners, he/she will monitor project activities as they evolve to timely capture innovation opportunities that may go unnoticed. In parallel, he/she will identify any potential conflicts of interest and facilitate their resolution before the end of the project, with a view to jointly fostering the smooth post-project exploitation of the CANALLS results.