



NEXOGENESIS

STREAMLINING WATER RELATED POLICIES

D6.9 Internal and external exploitation workshop (second report)

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Abstract

This deliverable (D6.9) reports on the second internal exploitation workshop organised as part of the NEXOGENESIS project, held on September 18th, 2024, in Bucharest, Romania. The workshop brought together consortium partners to advance discussions on the exploitation of the NEPAT (Nexus Assessment Tool) and the UVPP (User-Validated Policy Package), as well as on the further engagement and exploitation of stakeholders from the case studies. The workshop included a presentation of external exploitation outcomes, role-playing exercises to gather feedback on key tools, and brainstorming sessions on cross-case study stakeholder groups' exploitation. Key outcomes of the workshop included insights on the Key Exploitable Results (KERs) for the refinement of their business models, first steps for the cross-case study stakeholder groups' exploitation, and define the support needed in terms of dissemination.

Keywords

Exploitation; project results; strategy; planning; KERs; role play; stakeholder

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Abbreviations	Meaning
CS	Case study
DX.X	Deliverable DX.X
EC	European Commission
EU	European Union
e-CoP	E-Community of Practice
KERs	Key Exploitable Results
NEPAT	Nexus Assessment Tool
UVPP	User-Validated Policy Package
WEFE	Water Energy Food Ecosystem
WP	Work Package

Table 1: Table of abbreviations



Summary

This deliverable (D6.9) describes the organisation, methodology and outcomes of the second internal exploitation workshop, which took place during the Consortium meeting on Wednesday, September 28, in Bucharest, Romania. The workshop brought together all consortium partners to advance discussions on the exploitation of the NEPAT and the UVPP, as well as to discuss the exploitation of the communities and networks established in the case studies.

The workshop began with a presentation of the outcomes from the external exploitation workshop, followed by a role play exercise. In this exercise, the responsible partner for the NEPAT and the UVPP pitched these tools, while other participants assumed roles as public authority representatives (e.g. city mayors or regional officials). This allowed for a dynamic exploration of these tools' value and potential real-world applications. After a coffee break, discussions shifted to the exploitation of the cross-case study stakeholder groups, focusing on their future role in disseminating and upscaling project outcomes. Plans for creating or joining e-Communities of Practices & Competencies groups were also discussed.

The workshop led to valuable outcomes regarding the exploitation of the Key Exploitable Results (KERs) and stakeholder groups. These outcomes can be summarised as follows:

1. **NEPAT exploitation:** participants identified potential applications for the NEPAT beyond the WEF Nexus framework, such as other policy areas, but also noted critical challenges. These include the need for robust financial models, mechanisms for long-term support, and effective national or EU-level incentives to encourage adoption. Monetisation strategies and data collection frameworks were also highlighted as areas requiring further development.
2. **UVPP Exploitation:** Discussions revealed strong commercial potential for the UVPP, especially if offered in conjunction with the NEPAT. However, the need to clearly distinguish the UVPP from the Guidebook – a methodology and tool supporting the replication of the co-creation processes developed in NEXOGENESIS – was emphasised. Clear definitions of these outputs are necessary to ensure they reach their full impact.
3. **Cross-case study stakeholder groups:** The workshop underscored the need for continued collaboration with local stakeholders beyond the project's lifespan, particularly through local-level initiatives (managed under WP1). Sharing experiences across case studies was identified as essential for dissemination, uptake and upscaling of project results. Two immediate actions were agreed upon: first, inviting other case study leaders to the final round of stakeholder workshops to share findings and best practices; and second, inviting case study stakeholders to the project's final event to foster networking and share lessons learned. Looking ahead, collaboration with sister projects will be pursued to compare methodologies, enhance collective learning, and present unified policy recommendations to decision-makers at higher levels.
4. **Support through dissemination – factsheets:** the workshop highlighted the value of creating concise, evidence-based factsheets to raise awareness of the project's outcomes, transfer knowledge to new regions and stakeholders, and support policy influence. These factsheets will focus on the NEPAT, the UVPP, the Guidebook, and the case studies, providing practical summaries of their potential impact and relevance to policy and practice.



By addressing these outcomes, the workshop reached a further step in the exploitation of the NEXOGENESIS results and tools, ensuring their long-term relevance and impact beyond the project's duration.



Introduction

As part of the T6.4 Exploitation and sustainability, G.A.C. Group has planned to organise several co-creation exploitation workshops. These include two internal co-creation exploitation workshops, inviting consortium partners to discuss the exploitation of the main exploitable results and one external exploitation workshop which invites practitioners from the WEFE nexus sectors, external to the project and not involved in the project case study activities (Tier 2 stakeholders) to discuss the exploitation of the main exploitable results in order to identify the potential clients, users and their needs. Following the plan elaborated in the D6.5 Strategy for the dissemination and exploitation of project results, the co-creation exploitation workshops were organised as following:

- a first internal co-creation exploitation workshop was organised on 26th September 2022 in Riga, Latvia during the Consortium meeting
- the external co-creation exploitation workshop was organised on the 27th September 2023 in Split, Croatia
- the second internal co-creation exploitation workshop was organised on 18th September 2024 in Bucharest, Romania.

The D6.8 Internal and external exploitation workshop (first report) summarised the organisation and outcomes of the first internal co-creation exploitation workshop and the external co-creation exploitation workshop. This report, D6.9, is summarising the organisation and outcomes of the second internal co-creation exploitation workshop. This document includes the following sections:

1. Workshop planning and structure
2. Workshop agenda overview
3. Course of the workshop and summary of minutes
4. Main workshop's outcomes
5. Next steps

1. Workshop planning and structure

In preparation for the workshop, the G.A.C. team conducted a comprehensive brainstorming session to ensure a cohesive and structured approach. The goal of this session was to define a clear “red line” for the workshop – establishing a logical flow that would guide participants through the various topics in an effective and engaging manner. This was informed by insights from previous project meetings and the ongoing discussions with project partners.

During this planning phase, G.A.C. identified a key aspect that had not yet been central to the exploitation discussions: the network of stakeholders created within the framework of the five case studies. This network, which spans multiple sectors and regions, represents a valuable outcome of the project and for the exploitation of the NEPAT and UVPP, yet had not received sufficient attention in prior exploitation discussions. Recognizing its importance, G.A.C.



decided to dedicate half of the workshop to discussions centred around these stakeholders. The aim was to explore ways to maximise the potential of this network for future exploitation and collaboration.

The workshop was thus divided into two main sections. The first part focused on the exploitation of the two key exploitable results: the NEPAT and the UVPP. To make this session interactive and dynamic, G.A.C. decided to organise a role-playing exercise that would simulate the real-world application of these tools. The role play involved the pitching of both the NEPAT and the UVPP results, giving participants the opportunity to engage with the content from a practical perspective. Participants would be invited to take the role of public authorities (e.g. city mayors, regional representatives, etc.).

In preparation for this activity, G.A.C. requested that the partners responsible for the NEPAT and UVPP prepare detailed pitches, along with supporting slides based on the guidelines provided by G.A.C. These presentations were designed to clearly communicate the value and potential of the NEPAT and UVPP, ensuring that participants could fully grasp their relevance and potential applications.

By structuring the workshop in this way, G.A.C. aimed to not only showcase key exploitable results but also foster a deeper understanding of how these results along with the stakeholder networks could be leveraged for future impact and sustainability.

2. Workshop agenda overview

The workshop has been carefully structured based on the preparatory work and to facilitate a productive and engaging discussion around key exploitable results and foster exploitation of the stakeholders' groups. Below is a detailed breakdown of the agenda:

13:30 – 13:40 | Welcome words and objectives of the workshop

The workshop started with a brief introduction, welcoming participants and outlining the objectives of the session. This opening set the stage for the workshop, emphasizing the importance of both the project results and the stakeholders' groups.

13:40 – 14:05 | Presentation of the external exploitation workshop's outcomes

Following the welcome, there was a presentation summarising the outcomes from the external exploitation workshop. This provided valuable insights and set the context for the subsequent discussions, linking previous work to the current workshop's goals.

14:05 – 14:45 | Role play & pitching of the UVPP and NEPAT

This interactive session featured a role-playing exercise focused on the exploitation of the two key exploitable results: the UVPP and NEPAT. Partners responsible for these outcomes presented their pitches, simulating real-world applications to highlight their value and potential applications for 5 minutes each followed by 15 minutes questions by the participants who took the role of public representatives. This engaging format encouraged active participation and a deeper understanding of the tools.



14:45 – 15:00 | Reminder of KPIs and objectives of the task

To ensure that all participants are aligned, there was a brief session reminding the exploitation KPIs and the specific objectives of the task at hand. This reminder helped to focus discussions and clarify expectations for the outcomes of the workshop and the task.

15:00 – 15:20 | Coffee break

15:20 – 15:50 | Focus on the organisation of collaboration between stakeholders-practitioners

The second half of the workshop shifted the focus on the stakeholders and started with a presentation of Dr Svetlana Klessova, G.A.C. on her research work conducted in the framework of the NEXOGENESIS, ARSINOE and NexusNet Cost Action on the “Focus on organisation of collaboration between stakeholders-practitioners.

15:50 – 16:20 | Brainstorming on the e-Community of Practices & Competencies Groups

Participants engaged in a brainstorming session focused on the development or joining of an e-Community of Practices and Competencies group. The first part was a discussion on gathering ideas on how to sustain the cross-case study networks and the second part was dedicated to presenting what already exists on the subject of the WEFE nexus.

16:20 – 16:30 | Next steps

The workshop concluded with a brief overview of the next steps, outlining the actions required to move forward with the discussed items and ensuring that participants are aligned.

This agenda has been designed to balance presentations, interactive sessions, and discussions, ensuring a dynamic and outcome-oriented workshop.

3. Participants to the workshop

This internal workshop gathered all the present consortium partners as follows:

- Janez Susnik (IHE), project coordinator
- Henry Daza (IHE), project coordinator
- Stefania Munaretto (KWR), UVPP developer & WP1 leader
- Silvia Cocuccioni (EURAC), Case study #4 leader
- Antonio Trabucco (CMCC), WP2 leader
- Sabina Khan (UFZ), Guidebook developer
- Nuria Nieves Vinals (EUT), NEPAT developer & WP4 leader
- Chaymaa Dkouk El Ferroun (EUT), NEPAT developer & WP4 leader
- Lluï Echeverria Rovira (EUT), NEPAT developer & WP4 leader
- Vincent Linderhof (WR), involved in WP2 and WP4
- Maria Papadopoulou (NTUA), Case study #1 leader
- Chrysaida Papadopoulou (NTUA), Case study #1 leader
- Roberto Ronson (CAF), WP2 leader
- Isabelle La Jeunesse (UNT), UVPP developer
- Simon Ryfisch (UU), WP5 leader
- Malgorzata Blicharska (UU), WP5 leader
- Nikos Mellios (UTH), WP3 leader



- Ingrida Bremere (BEF), Case study #2 leader
- Daniella Kristensen (JAWS), Case study #5 leader
- Svetlana Klessova (GAC), Workshop organiser
- Nina Olivier (GAC), WP6 leader
- Lisa Pourcher (GAC), Workshop organiser
- Ciprian Nanu (BDG), Case study #3 leader
- Florentina Nanu (BDG), Case study #3 leader
- Madalina Deaconu (BDG), Case study #3 leader
- Ana Nanu (BDG), Case study #3 leader
- Tamara Avellan (AVA), responsible for stakeholder engagement
- Emiliya Doncheva-Tzivanopoulou (NESTOS), Case study #1 leader
- Durk Krol (WE), Responsible for policy briefs and their dissemination
- Vassilios Tsihrintzis (NTUA), Case study #1 leader
- Stefano Terzi (EURAC), Case study #4 leader
- Claudia Teutschtein (UU), WP5 leader
- Blaine Haupt (JAWS), Case study #5 leader



4. Course of the workshop and summary of minutes

4.1. First session: External exploitation workshop's outcomes

The first session on the presentation of the external exploitation co-creation workshop's outcomes provided a retrospective on the insights gained from previous external exploitation workshop. Key statements and points of improvements were shared, focusing on how to advance the NEPAT and UVPP as described in the following paragraphs.

For the NEPAT, it was highlighted that it is adaptable beyond its current WEFE Nexus framework, with potential applications in other policy areas. However, the discussions acknowledged that significant efforts would need to be made to transform the NEPAT into a marketable product. Notably, the following items were highlighted:

- Monetisation: there is a need to define clear financial models to justify the return on investment (RoI) for stakeholders
- Maintenance services: the ongoing IT services, content updates and operational costs should be evaluated
- National incentives: national-level incentives to create a top-down enforcement of the tool's use, potentially through legal frameworks that would make the NEPAT a tool for decision-making in policy contexts would be of great support for the NEPAT's uptake
- Data collection: the tool requires a vast amount of data for its application to new areas. This raises the question of who would handle the collection and how it would be funded.

These challenges were framed as central to ensuring NEPAT's scalability and adoption across different regions.

The UVPP, on the other hand, was recognised as having strong potential for commercialisation. The idea of selling the NEPAT and the UVPP as a single product package was proposed, emphasising the synergy between the two tools. Additionally, it was suggested that the project partners could provide post-project services, such as:

- Local consultancy support for data collection and stakeholder engagement.
- Capacity building through training and coaching on the use of modelling tools.

This presentation served as external advice to establish pathways for exploitation and commercial viability, positioning NEPAT and UVPP as marketable products.

4.2. Second session: Pitching of the NEPAT and UVPP and role-play

This presentation was followed by an interactive session which allowed participants to engage with the two KERs through role-playing exercises and targeted pitches. Both KERs were presented in 5 minutes sharp and following the steps of a start-ups pitch: problem statement, the solution and its benefits, the cost and timing. The other participants were invited to take the position of a public authority representative of their local region or city and to ask questions and be critical.

After the pitch of the UVPP, several partners interacted by asking questions and highlighting different aspects. Below are the key takeaways from these discussions:

- Question 1 "How many time will it take to have results": it was emphasised that in a participatory design process, initial results can be observed as early as the first workshop. The fact of bringing all stakeholders to the table itself is a significant milestone. However, some participants noted that convening stakeholders is a routine of their work. In response, it was clarified that the NEPAT, alongside the participatory framework of the UVPP, provides a structured and comprehensive approach to policy design that goes beyond routine meetings.



- Question 2 “What will be the result for the Nice city area” (partner chose to represent the mayor of Nice): it was then highlighted that achieving all desired results would require compromises. While artificial intelligence can assist in identifying these, the final outcomes are shaped by balancing stakeholder input and policy objectives.
- Question 3 “What shape will it take and who will use it ?”: The expected form of the UVPP was described as a suite of policies that can be implemented and that have been validated by key stakeholders. The UVPP will also include:
 - o A blueprint for action, presented as roadmaps for policy implementation.
 - o Stakeholder agreements, which reflect the relationships and trust built during the process.
 - o A guidebook to support future applications of the participatory co-creation process in different contexts.
- Question 4 “Why would I use this UVPP and the WEFE nexus setting vs the one that I already have and that is already working?”: the response was that this tool is designed for stakeholders who seek change and improvement. They provide a structured mechanism for collaborative decision-making that ensures policies are not only created but also owned by those who implement and are affected by them.

Two further comments were made by the participants as following:

- It was highlighted that the aim is not just to provide solutions but to involve stakeholders in selecting the most adapted components of the solutions proposed by NEXOGENESIS, ensuring that they are relevant and actionable in the local context.
- One participant posed the following question “Do you currently have WEFE Nexus issues or will you in the near future?” as the first step of any study and potential application and implement of the UVPP and NEPAT. It was also clarified that the tools are not limited to addressing WEFE Nexus issues, suggestion broader applicability.

After this role-play session on the UVPP, several discussions took place on the UVPP and the included guidebook. It was identified that the UVPP requires refinement, particularly in relation to the guidebook. The UVPP, while serving as a comprehensive governance framework validated by stakeholders, currently includes the guidebook on the co-creation methodology implemented in the NEXOGENESIS case studies. It was proposed that:

- The UVPP and the Guidebook be treated as distinct outputs: while the UVPP is specific to the case studies and acts as a practical governance tool validated within those contexts, the guidebook serves a broader purpose. The guidebook provides a replicable process that can be applied in different regions and sectors beyond the NEXOGENESIS case studies. By separating the two, their respective roles will become clearer:
 - o The UVPP focuses on the NEXOGENESIS case studies offering concrete policy packages and roadmaps developed through stakeholder engagement.
 - o The guidebook is a tool for replicating the entire co-creation process, helping users apply similar methodologies and frameworks in their own contexts, beyond the case study areas.
- The UVPP as a product of the guidebook process: it was clarified that the UVPP should be seen as a practical example of what can be achieved through the application of the guidebook. The UVPP includes key outputs such as stakeholder agreements,



governance models, and suggestion of tools (e.g. NEPAT) developed within the project. These outputs showcase how the co-creation process, as outlined in the guidebook, can generate actionable results tailored to specific contexts.

- How to incorporating work from other work packages: it is still unclear to what extent the outcomes from other WPs (such as the SDM framework, the NEPAT, etc.) will be integrated into the guidebook. These components provide essential decision-making tools that could enhance the guidebook's utility and value but further discussions are needed to determine how these elements will be included.
- Practical applications in the guidebook: to ensure the guidebook's utility and value, it was agreed that practical applications and real-world examples must be incorporated. This will help users understand how to apply the co-creation process in their own settings, with a focus on adapting to different policy environments, stakeholder groups and regional challenges. This inclusion of these applications will make the guidebook not only a theoretical framework but also a hands-on resource for practitioners.

In summary, the discussion emphasised the need to separate the UVPP from the guidebook to avoid overlap, while ensuring both tools remain interconnected. The UVPP will showcase the results of applying the guidebook's processes, and the guidebook will provide a replicable methodology enriched with practical examples and potential integrations from other project WPs.

After the pitch of the NEPAT, several important questions and concerns were raised by participants, particularly regarding the tool's usability, integration capabilities, and associated costs:

- One participant inquired whether investing in the NEPAT tool would allow for broader use by others beyond the initial "buyers". The response confirmed that the tool could be commercialised post-project, offering the opportunity to sell it and generate further value for users who might benefit from its policy-making capabilities.
- A key concern was whether the NEPAT could easily be connected with other digital tools or platforms that stakeholders may already be using. It was confirmed that the NEPAT is designed for easy integration with various digital systems, enhancing its interoperability and adaptability across different sectors and regions.
- Participants also raised questions about the specific information needed to effectively use the NEPAT, as well as the associated costs. Although the session did not provide detailed cost estimates, the discussion highlighted that understanding the cost structure and resource needs would be essential for stakeholders to fully assess the tool's value and feasibility for long-term use.
- There was again a significant focus on the question of costs, with participants seeking more clarity on the financial requirements for implementing and maintaining the tool. While the exact figures were not provided, the need for a clear cost breakdown was identified as a crucial factor for stakeholders considering investment in the NEPAT.



4.3. Session Three: Brainstorming on business models

This session, led by Dr. Svetlana Klessova, has been decided to be kept short and to present shortly the different elements that should be kept in mind and that will be handled during one to one meetings with responsible partners for the UVPP and the NEPAT. The session started with a reminder about the exploitation related KPIs so all the consortium partners are aligned towards these goals. It was followed by the presentation of three key questions that should be asked for every KER of the project:

- How can these tools generate revenue post-project ? What will it cost to use and maintain them ?
- What would the solutions require to increase their TRL and become marketable ?
- What additional services or partnerships are needed to ensure long-term viability ?

The presentation reminded the key aspects that need attention (based on the outcomes of the discussions in the second session and of the external exploitation workshop) around the potential revenue streams, such as licensing models, consultancy services and partnerships with local governments or international agencies. It was noted that a robust support system would need to be in place to ensure the tools remain relevant and up-to-date after the project concludes. These insights are critical for ensuring that the NEPAT and UVPP transition smoothly from project outcomes to commercial products on the market. Nevertheless, it was highlighted that it was too early for the creation of a start-up. Therefore, the idea would be to get funding through another European funded project, an Innovation Action, to advance the development of the solutions and to become ready to be a sellable product. In the meanwhile, to prepare the ground and to start first dissemination through pitch videos of the solutions.

4.4. Session four: Focus on stakeholder collaboration

This session and the following session focused on the collaboration between stakeholders and practitioners, particularly in light of the five case studies implemented. The project's network of stakeholders was seen as one of the most valuable assets, yet not discussed in terms of exploitation. To introduce this discussion, Dr Svetlana Klessova presented the primary findings of her research work on the collaboration between stakeholders and practitioners based on the work conducted in three European funded initiatives (NEXOGENESIS, ARSINOE and NexusNet Cost Action). The presentation was structured around the findings of this qualitative multi-case study conducted across four nexus cases from different regions (North Europe, South Europe, Mediterranean, South Africa) emphasising the dynamics of collaborating among stakeholders. It focused on how and why stakeholders collaborate within these nexus networks. The study is based on interviews, involving both project partners (15%) and organisations not funded by the projects (85%) and analysed over 300 nexus cases in Europe to assess how collaboration is organised to ensure public funding has a long-lasting impact. Main findings will not be presented in the present document as there is ongoing work and it will be the subject of a scientific publication.



4.5. Session five: Brainstorming on the e-Community of Practices

In this session, participants discussed the exploitation of the cross-case study stakeholder groups beyond the project and the potential establishment of an e-Community of Practices (e-CoP) to keep the stakeholder network active beyond the project's lifetime. The session started with discussions around two main questions:

- What would be needed to keep the stakeholder groups (cross-case studies) living beyond the end of the project? (In terms of structure, as for example CoPs, Working groups, competency groups, etc.)
- What type of activities (e.g. workshops, events, etc.) would be of interest to them to keep them active?

It has been highlighted by participants that in WP1, stakeholder engagement and sustainability have already been integrated in the discussions since Year 2 of the project, with a focus on ensuring long-term impact beyond the project's conclusion. Each case study has already identified at least two pathways to ensure continued engagement, progress and exploitation. Nevertheless, this addresses the case study stakeholders on a local level. It was remembered that here the focus should be on the cross-case study stakeholder groups' exploitation. The first step discussed was that as the last set of stakeholder workshops approaches, there is an opportunity to organise a session on sharing the insights and experiences from other case studies, inviting other case study leaders to join online and to give a short presentation. This cross-learning could enrich the workshop and pave the path towards cross-case study collaboration. This workshop could also be the occasion to ask the stakeholders what areas of interest they have for cross-case study interactions and to support exploitation efforts according to their interest and needs. Another discussed idea would be to invite stakeholders from different case studies to the final event, giving them some space to present and discuss with stakeholders from other case studies, sharing their experience and insights. This should also allow for the first step towards cross-case study stakeholders' collaboration. In addition, this collaboration could go beyond just the NEXOGENESIS project and links with sister projects could be made. For example, REXUS includes a Greek case study, and its approaches could be compared with those implemented in NEXOGENESIS Case Study #1. This would allow for a thorough discussion of common challenges, lessons learned, and strategies employed in both projects. Such a comparison would provide an opportunity for stakeholders from both case studies to meet, exchange insights, and collaborate on elevating their collective findings. By aggregating the voices and recommendations from the WEF Nexus projects, the case studies could present a unified message. This could lead to greater impact, such as several mayors presenting a coordinated message to key decision-making bodies like municipality unions.

After the brainstorming, Lisa Pourcher presented already existing structures that NEXOGENESIS stakeholders could integrate:

- Global WEF Nexus Global Community on LinkedIn: it is a group bringing together WEF nexus practitioners from around the globe and includes more than 1330 WEF nexus practitioners and researchers. The main activities in this group are sharing of academic and practical advances and trying to operationalise these advances. It also serves as



a platform to advertise jobs, webinars, seminars, project outcomes, and other relevant information.

- The Climate Change and Sustainability e-CoP: it is a collaborative platform based on best internationalisation practices driving solutions for climate adaptation and sustainability by exchanging knowledge and best practices chaired by UTH, hosted by ENRICH Global and based on stakeholders and work from different European funded projects (mainly ARSINOE, NATALIE, TransformAr, IMPETUS, ENFORCE, NexusNet Cost Actions)

Discussions followed on the proposed solutions and derived towards the needs in terms of dissemination as this is linked to exploitation. Notably, one of the dissemination means to support exploitation are visual factsheets. These factsheets will serve as concise, accessible documents that highlight the key features, benefits and applications of the NEXOGENESIS KERs, the UVPP and the NEPAT, as well as the implementation, experience, lessons learned of the different case studies. The factsheets can play an important role in promoting the project's results to a wide audience, including policymakers, stakeholders, potential users, early adopters and the general public.

In addition, it has been discussed that to ensure the project's long-term impact and alignment with broader policy initiatives, it is necessary to engage at the EU level. The discussion centred around the need for strategic involvement in key EU processes specifically:

- Involvement in Expert Groups: it was recognised that participation in EU expert groups would be important to disseminate the factsheets and the policy recommendations. To achieve this, the project partners need to work towards being formally recognised and approved as a stakeholder within these expert groups.
- Contributing to policy discussions: one of the actions proposed was to contribute to reference or opinion papers, such as those led by the NEXOGENESIS partner, Water Europe, which are instrumental in shaping policy recommendations within EU institutions. By actively contributing to such papers, the project can align its tools, findings and recommendations with ongoing EU policy discussions on nexus governance and sustainability.
- Ask our Project Officer for suggestions to stream quick messages or updates to the relevant policy circles and expert groups. This could support the project and ensure that the NEXOGENESIS messages are communicated effectively and in a timely manner, fostering engagement and positioning the project as a contributor to EU-level discussions on WEFE Nexus governance.

At local level, one of the lessons learned from the case studies is that a push from the European Commission is an important driver of long-term sustainable and broader adoption of NEXOGENESIS KERs. EU support serves as an important incentive to encourage stakeholders, including local policymakers, industries and local governments to adopt innovative approaches and co-creation methods. However, it is important to recognise that the process of securing this EU-level support takes time. In the meantime, project partners will keep building momentum through stakeholder engagement, case studies and smaller-scale initiatives that demonstrate the KERs' value and screen the opportunities.



4.6. Session six: Next steps

The final session reviewed the next steps required to move the exploitation strategies forward:

- Updating the business models for both the NEPAT and the UVPP based on the feedback from the exploitation workshops during one-to-one meetings with responsible partners.
- Identifying the other main results and elaborating their exploitation pathways
- Defining the individual exploitation pathways
- Support in terms of dissemination: creation of factsheets on the KERs as well as on the Case studies and lessons learned



5. Main workshop's outcomes

This second internal exploitation workshop provided valuable insights into the exploitation of the KERs and the stakeholder groups, especially focusing on the NEPAT, the UVPP, the Guidebook and the cross-case study stakeholder groups. The outcomes can be summarised as follows:

- **The NEPAT's exploitation:** participants discussed the potential for the NEPAT to be exploited beyond the current WEF Nexus framework, with applications in other policy areas. Challenges around monetisation, data collection, and long-term support were

highlighted and remain to be addressed. It was emphasised that the NEPAT requires clear financial models and national-level or EU-level incentives to encourage adoption.

- **The UVPP's exploitation:** the UVPP has demonstrated strong commercial potential, with the possibility of selling it in combination with the NEPAT. Nevertheless, discussions identified the need to separate the UVPP from the Guidebook (a tool and methodology designed for the replicating of the co-creation process used in NEXOGENESIS). Both outputs must be clearly defined to ensure maximum impact.
- **Cross-case study stakeholder groups' exploitation:** for reminder, the work with the local stakeholders will continue beyond the project at the local level (and handled through WP1). The workshop emphasised the importance of cross-case study information sharing for dissemination as well as for the uptake and upscaling of the NEXOGENESIS KERs and impact maximisation. Participants agreed that this should be facilitated already now. Two primary actions will be conducted: invitation of other case study leaders to the last round of stakeholder workshops to share experiences and results as well as invitation of the case study stakeholders to the NEXOGENESIS final event and organisation of a session dedicated to knowledge and lessons learnt sharing and networking. Beyond the NEXOGENESIS project, collaboration with sister projects will be sought for example to compare case study approaches, enhance learning and foster a collective voice when advocating policy recommendations to higher decision-making bodies.
- **Support through dissemination – factsheets:** The workshop has allowed to highlight that the creation of factsheet would serve as tools to raise awareness, facilitate knowledge transfer to new regions, stakeholders and the European Commission as well as supporting policy influence in providing concise, evidence-based summaries that highlight the project's practical impact. Factsheets on the following elements will be made: the NEPAT, the UVPP, the guidebook and the case studies.

6. Next steps

As the NEXOGENESIS project moves forward, several next steps have been outlined to maximise the impact of the project outcomes and ensure the exploitation of the project's results:

- **Business model development:** one-to-one meetings will be organised with the partners responsible for the UVPP and the NEPAT to further elaborate and discuss their respective business models. This will also include refining their exploitation strategy, exploring revenue streams, assessing costs and addressing potential partnerships.
- **Preparation of the cross-case study stakeholder groups' sustainability:** in collaboration with WP1, the collaboration between case studies to bring together the different stakeholder groups will be supported (through notably, the sharing of other case studies' experiences in the last round of stakeholder workshops, invitation of the stakeholder groups in the final event, potential collaboration with sister projects, etc.)
- **Additional results:** discussions will be organised to potentially identify additional results to be exploited and explore their exploitation pathways.
- **Individual exploitation plans:** elaborate and collect the individual exploitation plans of project partners.



- **Creation of dissemination factsheets:** G.A.C. will support the development of factsheets to promote key results and case studies. These will summarise the practical applications of the NEPAT and UVPP, as well as lessons learned from case studies, targeting a diverse range of stakeholders, including policymakers and NGOs.

7. Deviations from the DoA

The organisation of exploitation workshops was initially planned to include one dedicated workshop per case study as outlined in the Description of Action (DoA): to be organised by the case study responsible with methodological guidelines provided by G.A.C. However, after thorough discussions with project partners and case study leaders, during the time of the preparation of the exploitation strategy included in D6.5, it was collectively decided to deviate from this plan for the following reasons:

- **Avoiding stakeholder fatigue:** Case study stakeholders are already involved in multiple workshops, and an additional exploitation workshop risked enhancing stakeholder fatigue.
- **Minimising redundancy:** The NEPAT is discussed and tested with case study stakeholders, and the UVPP is co-created with their input, thereby addressing much of the intended scope of the exploitation workshops.
- **Efficient use of resources:** Organising separate exploitation workshops for each case study would have resulted in duplication of efforts without adding significant value.

This was integrated in the exploitation strategy (D6.5) during the first project period, and was followed throughout the project.

While **the implementation differs from the initial plan, all the intended work has been completed**, though through alternative approaches. Specifically, we have:

- **Are conducting a qualitative study:** This study examines collaboration among “nexus stakeholders” and the challenges related to implementation of policies to gather insights on the WEF nexus stakeholders, their motivations to implement changes and policies and to adopt innovative tools. The findings will be discussed with project partners and presented at the final event.
- **Included questions for the last CS workshops:** We have prepared targeted questions to be included and discussed during the final stakeholder workshops organised by each case study.
- **Planned a dedicated exploitation session during the final event:** A specific session on exploitation will be organised as part of the final event.

This adjusted and validated approach amongst consortium partners ensures that the objectives of the exploitation activities are met effectively while optimising stakeholder engagement and limiting stakeholder fatigue and duplication of work.

8. Additional information to the previous exploitation workshops

To complement the deliverable D6.8 Internal and external exploitation workshop (first report), an analysis of the participants to the external exploitation workshop held on the 27th of September 2023 in Split, Croatia has been conducted. As the deliverable is public, no information on the names of the participants will be disclosed.

- **Geographic representation:**

Geographically, the workshop featured broad representation from across Europe, with participants from 22 different countries. Participants included representatives from Austria, Belgium, Germany, Estonia, France, Croatia, Hungary, the Netherlands, Turkey and Poland with two individuals from each country. Other nations, such as Bosnia and Herzegovina, Bulgaria, Lebanon, North Macedonia, Malta and Norway, were represented by one participant each. Greece, Portugal and Romania were more largely represented with six, three and three representatives respectively. We gathered also four participants from Serbia.

- **Organisational backgrounds:**

Participants came from a variety of organisational backgrounds. Six individuals represented associations, one came from civil society and four were from consultancy companies. The private sector was represented by two individuals, while public authorities were represented by one participant. Notably, a significant portion of the attendees (28 participants) were affiliated to universities. While these university-based participants primarily hold academic roles, they are daily involved with and collaborate with practitioners in the water, energy, food and ecosystem sectors. Additionally, three participants from the Tier 1 stakeholders of Case study #3 attended the workshop.

- **Sector representation:**

The workshop brought together a diverse group of practitioners from the water, energy, food and ecosystem sectors. Among the participants, five represented the agriculture sector, two were from the energy sector, six from the environment sector and eighteen from the water sector. Additionally, two participants represented both the water and energy sectors, while one participant was from the water and food sectors. The remaining eight participants represented the innovation sector with applications to the WEF nexus through diverse implications in WEF nexus-related projects.

In conclusion, the external exploitation workshop held in Split, Croatia, on September 27th, 2023, gathered a diverse and multidisciplinary group of stakeholders, all WEF nexus practitioners or with strong links on a daily basis with WEF nexus practitioners. Participants represented 22 countries across Europe, came from different organisations (associations, civil society, consultancy firms, private companies, public authorities and universities) and represented the water, energy, environment, water and innovation sectors.

