D8.7 Exploitation plan – Summary

Commercial exploitation of research results is one of the key objectives promoted by the EC through the H2020 funding programme. To ensure that the BODEGA project goes beyond the mere production and dissemination of new knowledge, the consortium has decided to plan its exploitation strategy since the very beginning of the project. The present document illustrates the exploitation plans devised by each organisation involved in the BODEGA project as well as by the consortium as a whole.

The document highlights the interest of individual consortium members in benefiting from the research carried out during BODEGA for the following purposes:

- Informing and orienting future R&D activities;

- Enriching and tailoring advisory/training services according to the needs of end-users;

- Enhancing the effectiveness of decision-making and training as well as the quality of human factors conditions in border control activities;

- Improving cooperation and establishing new partnerships with relevant stakeholders in the border control domain;

- Enlarging their customer base by strengthening the organisation's subject-matter expertise and visibility;

- Selling licenses of the solutions and applications developed in the context of BODEGA.

For the commercial exploitation of the project results, individual consortium members will pursue a set of business opportunities associated with specific technological solutions proposed by BODEGA. For each solution, a business plan has been devised by the organisation responsible for leading the development of the solution. BODEGA consortium members have developed business plans around the following 8 solutions:

- Interoperability analysis of document readers;

- Algorithms and software to evaluate document readers;

- Evaluation for contactless fingerprint capture & matching;

- User interface for mobile devices for border control purposes;

- Decision Support System for Smart Borders security;

- HMI facial recognition system;

- Advisory services for early detection of high-risk travellers;

- The BodeGame.

The exploitation strategy that will be adopted at consortium level focuses on the PROPER Toolbox as the platform providing access to the main findings of BODEGA. Through the PROPER Toolbox, documents, learning materials and multimedia contents originating from BODEGA deliverables will be shared with interested stakeholders either as free or as 'premium' contents. The present document offers a detailed description of the consortium's business plan for the PROPER Toolbox, alongside technical requirements for the implementation of the platform. The management of relevant Intellectual Property Rights (IPR) issues concerning the contents of the PROPER Toolbox is also addressed within the deliverable.

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