Project Title	**Boosting Smart Specialization and Encouraging Spin-offs in IT across Danube Region**
Call	**Danube Region Programme**
Project number	**DRP0200277**
Coordinator	**ZEDA**
Project duration	**30 months 0 days**
Project website	***https://interreg-danube.eu/projects/spinit***
Specific objective	**Setting up, implementing, and validating pilot measures in IT sector and smart technologies in DR**
Activity	**Next-gen Pilot Projects for Smart Specialization and IT**

Spin**IT**

D.2.2.2: Selection of Pilot Projects

Deliverable D.2.2.2 Selection of Pilot Projects			
Due date of deliverable:	30.06.2025	Actual submission date:	19.03.2025
Organization:	**Zenica Development Agency ZEDA**	Author:	Mirza Sikirić
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1 Approach and Methodology

The methodology for pilot project selection and implementation within the SpinIT initiative is designed to ensure alignment with the project's overarching objectives, focusing on skills development, digital innovation, and smart specialization. While the Local Action Plans (LAPs) provided valuable insights into regional priorities, it became evident that some proposed pilot actions required further refinement to meet the strategic goals of the project.

To address this, a set of standardized requirements has been established, ensuring that all pilot projects align with the regional S3 strategies, EU Strategy for the Danube Region (EUSDR), and SpinIT's focus areas. Rather than directly linking LAPs to pilot actions, each partner is encouraged to adapt and refine their pilot projects to meet these criteria. This approach is particularly necessary where pilot actions were not clearly defined or where engagement levels varied among territorial partners.

By implementing this structured methodology, we aim to maximize the impact, scalability, and transferability of pilot projects across the Danube Region, ensuring that they contribute meaningfully to digital transformation and innovation in the participating territories.

The selection of pilot projects for SpinIT is not just about meeting predefined criteria; it is about finding initiatives that inspire, innovate, and align with the project's broader goals of fostering smart specialization and bridging territorial disparities. Building on the knowledge from the **D.1.2.2 Best Practice Report**, this deliverable provides partners with a roadmap to identify projects that address local challenges while capitalizing on transnational synergies. The process involves asking key questions, drawing lessons from successful examples, and building a coherent strategy tailored to each region.

2 Framing the Selection: Where to Start?

When beginning the selection process, partners should consider: ***What are the pressing challenges in your region?*** Local Action Plans (LAPs) serve as the foundation, highlighting specific needs and opportunities. For instance, does your region lack digital infrastructure in agriculture? Or are SMEs in your area struggling with adopting Industry 4.0 technologies? By grounding the selection process in the realities of each region, partners ensure relevance and impact.

From there, partners should evaluate how the **defined Requirements** (D.2.2.1) shape their focus. For example, if the requirements emphasize the integration of AI in small businesses, how can this translate into actionable pilot ideas? What industries could benefit the most from such interventions? This step ensures alignment with SpinIT's objectives while maintaining flexibility to adapt to local contexts.

3 Drawing Inspiration from Best Practices

A powerful way to develop pilot ideas is to learn from projects that have already proven successful. For example, **PRAGMATIC**, a precision agriculture initiative, provides a compelling case study. This project integrated IoT, big data, and satellite imaging to help farmers optimize resource use and improve yields. Beyond its technical achievements, PRAGMATIC demonstrated the importance of creating accessible, user-friendly tools that directly address end-users' pain points. As a partner, ask yourself: *Could a similar approach work in our local industry?* If agriculture isn't relevant, what about other sectors where data-driven decision-making could drive efficiency, such as manufacturing or logistics?

Similarly, **LandSense** highlights the value of engaging communities in innovation. Its CropSupport app not only provided farmers with real-time crop monitoring tools but also involved them in contributing data to broader scientific research. This dual benefit of empowering users and advancing knowledge is a model for projects that seek to combine local impact with broader relevance. Partners should ask: *How can we engage end-users as active participants in our pilot projects?* What tools or platforms can facilitate this engagement?

4 Thinking Big: Where Could Innovation Lead?

When reviewing potential pilot ideas, it's essential to think beyond immediate goals. The **AI4SI initiative in Slovenia**, for example, shows how fostering collaboration between academia, policymakers, and businesses can create long-term change. By transferring AI research into practical applications, the project strengthened national competitiveness and paved the way for a cohesive AI strategy. This raises an important question: *Is there a technology or methodology that your region has yet to fully embrace?* Could your pilot project serve as the starting point for broader adoption?

Projects like **Ladies in AI**, an example from Croatia, which focused on equipping women with AI and entrepreneurial skills, also demonstrate the potential for addressing social inequalities through innovation. Partners might consider: *Are there underrepresented groups in your region that could benefit from targeted skills development?* How can technology act as an enabler for social inclusion and economic growth?

5 Building a Strategy for Selection

The selection process is about balancing inspiration with practicality. Partners should approach this by asking:

1. *Does the pilot idea align with the strategic goals of SpinIT and S3 priorities?*
2. *Is it feasible within the resources and timelines available?*
3. *Does it offer clear and measurable outcomes, such as improved digital adoption or increased competitiveness?*

Partners should also think about scalability and adaptability. For instance, the **Danube Energy+ initiative**, which targeted young innovators to pioneer energy efficiency solutions, created a replicable model for engaging youth in sustainability. Could your pilot idea be scaled to other regions or industries? What structures would need to be in place for this to happen?

Finally, promotion and visibility are crucial. Ask: *How can the results of your pilot project be shared effectively?* Developing a communication plan that includes workshops, reports, and digital outreach ensures that the project's impact extends beyond its immediate participants.

5. 1 Encouraging Collaborative Creativity

Partners are encouraged to think collaboratively, sharing insights and brainstorming ideas that combine regional expertise with transnational perspectives. For example, combining lessons from **PRAGMATIC** and **LandSense** (both from Serbia) could result in a pilot project that applies IoT not just in agriculture but in water resource management, an equally critical area for many regions in the Danube.

Similarly, cross-sectoral collaboration, as seen in projects like **DanubePeerChains** (from Bosnia and Herzegovina), can inspire partners to look for synergies between industries. Could ICT solutions for manufacturing also address challenges in healthcare or education? Asking these types of questions encourages out-of-the-box thinking and maximizes the potential for innovation.

5. 2 Guiding Questions for Partners

To make the selection process more engaging, here's a set of guiding questions:

- *What specific regional challenges does your pilot project address?*
- *What tools or methodologies will you use, and are they accessible to all stakeholders?*

- *What outcomes do you expect, and how will you measure success?*
- *How can your project be adapted for other regions or scaled for broader impact?*

By combining structured analysis with inspiration from proven initiatives, partners can select pilot projects that not only meet the requirements of D.2.2.2 but also embody the transformative spirit of the SpinIT project.

5. 3 Requirements of the selection based on the D.2.2.1

Pilot projects within the SpinIT initiative must focus on **skills development** in **ICT, AI, AR/VR, Industry 4.0, Edtech, and cross-sectoral collaboration**, ensuring alignment with **regional Smart Specialization Strategies (S3)** and the **EU-Strategy for the Danube Region (EUSDR)**. They must deliver measurable benefits, such as increased IT sector employment, and contribute to the long-term objectives of SpinIT.

All pilot projects must be **feasible, well-defined, and completed by June 2025**. They must engage **10 participants (including 3 SMEs)**, develop a **transferable curriculum/methodology**, and be **properly documented and promoted**. Pure application or platform development is not eligible—projects must emphasize education, innovation, and new methodologies.

Projects should integrate **emerging technologies** (AI, IoT, blockchain, big data) and **innovative approaches** (gamification, virtual hackathons) to enhance engagement and effectiveness. Additionally, they must ensure **scalability and transferability**, allowing successful initiatives to be replicated across different regions and sectors.

Practical part - Selection of Pilot projects

A) Based on the Local Action Plans (via D.2.1.4.)

SpinIT_LAP template_FINAL.docx

B) Based on the Best Practice reports

D.1.2.2. Best practice report_FINAL.pdf

C) Based on the Defined Requirements (via D.2.2.1)

D2.2.1 Definition of requirements for pilot projects in smart specialization and IT sector

Annex 1: Drafting the Pilot Project

Pilot Project Template

1. Project Title

Provide a concise and descriptive title for your pilot project.

SpinIT CyberSafe

Enhancing Cybersecurity Awareness and Skills for SMEs, Public Institutions, NGOs, and Academia

2. General Information

Region/Location: Indicate where the pilot project will be implemented.

Zenica, Bosnia and Herzegovina

Lead Organization: Name the partner or institution leading the project.

ZEDA Agency

Key Stakeholders: List relevant participants, such as SMEs, academia, public bodies, and NGOs.

Partners: NGO ZeForge, local IT companies, technical experts, Chamber of commerce ZDK

Beneficiaries: SMEs, technical staff in organizations, employees of public administration, NGOs and academic institutions.

The event will be publicly open for anyone interested to join. We will directly invite wide range of stakeholders to the event, from SMEs, academia, public bodies and NGOs.
The list of those that participated will be enclosed to the report.

3. Impact of the Local Discovery Group workshops

Present the progress that you made in your local workshops and the steps that led to your decision for the following pilot decision. Explain what needs to be covered and how you envision the impact. You can mention if the stakeholders from the workshops are willing to support you during the implementation process.

The Local Discovery Group (LDG) workshops played an important role in selecting cybersecurity as a pilot project by bringing together stakeholders to discuss local needs, evaluate ideas, and set priorities. During the first workshop on November 27, 2024, participants identified cybersecurity as a key issue, especially for SMEs and public institutions. Many raised concerns about digital security risks and the lack of training opportunities, highlighting the need for education and awareness.

In the second workshop on December 9, 2024, cybersecurity was chosen as a priority because it is relevant, practical, and widely supported. Government representatives stressed its importance for public safety, while business sector participants pointed out the need for SMEs to improve their cybersecurity skills. This led to the development of "SpinIT Cybersafe" in the third workshop on December 17, 2024. The project aims to train 100 participants, hold cybersecurity workshops for SMEs, run public awareness campaigns, and create an online learning platform.

By the final workshop on January 22, 2025, cybersecurity had been fully included in the Local Action Plan (LAP), and a system was proposed to track its progress. The project is expected to help businesses, public institutions, and individuals improve their digital security. Key stakeholders, including the Zenica Development Agency (ZEDA), the University of Zenica, IT firms, and NGOs, have committed to supporting the project through funding, training, and resources.

The LDG workshops provided a structured process to select the pilot project, ensuring that it meets local needs and has strong stakeholder backing. Through training and awareness, SpinIT Cybersafe aims to improve cybersecurity knowledge and practices in the community.

4. Project Details

Objective:

What is the main goal of the project? Clearly state the problem it addresses and the expected outcomes.
(Example: “To implement IoT-based precision agriculture tools to improve crop yields and reduce environmental impact in rural areas.”)

The main goal of the **SpinIT Cybersafe** project is to improve cybersecurity awareness and skills among businesses, public institutions, and individuals in the local community. It addresses the growing risk of cyber threats, particularly for SMEs and public organizations that often lack the knowledge and resources to protect their digital systems. Many businesses and institutions face challenges such as weak cybersecurity practices, limited access to training, and a lack of awareness about digital risks.
The project aims to reduce these risks by providing structured training programs, hands-on workshops, and public awareness campaigns. It will equip at least 100 participants with

essential cybersecurity skills and organize specialized workshops for SMEs. These efforts will help businesses safeguard their data, support public institutions in strengthening their digital security, and educate individuals on safe online practices.

Relevance to RIS3 (Smart Specialization Strategies):
Explain how the project aligns with your region's RIS3 priorities.
(Example: "This project supports the digitalization of agriculture, a key priority in our regional RIS3 strategy.")

Bosnia and Herzegovina has not yet formally adopted a **Smart Specialization Strategy (RIS3)**. Although the process began in 2018, progress has been delayed due to administrative and political complexities, as well as the impact of the COVID-19 pandemic. However, the **Federation of Bosnia and Herzegovina (FBiH)** has made significant progress by integrating **smart specialization principles** into its **Development Strategy of the Federation of BiH 2021–2027**, developed with technical support from the **Government of the Czech Republic**. This strategy prioritizes **digitalization, innovation, and economic competitiveness**, which align with the key principles of smart specialization.

At the local level, **Zenica and the Zenica-Doboj Canton** have also developed their own **development strategies**, based on the federal framework but adapted to local needs. The **Strategy for SME Development in Zenica 2021–2027** highlights the importance of strengthening **digital infrastructure and security for small businesses**, reinforcing the relevance of **SpinIT Cybersafe** . Similarly, the **Analysis of Territorial Challenges, Needs, and Potentials of the Danube Region** recognizes **cybersecurity as a key factor** in supporting ICT innovation and Industry 4.0 readiness.

The following section outlines how **SpinIT Cybersafe** aligns with key strategic priorities at the **federal, cantonal, and regional levels**.

Alignment with the Development Strategy of the City of Zenica 2021–2027

Strategic Goal 1: Strengthening the Competitiveness of SMEs and Digital Transformation

→ The project directly supports the **digital transformation of SMEs** by providing **cybersecurity training and awareness programs**, ensuring businesses can operate securely in an increasingly digital economy.

Strategic Goal 2: Strengthening Human Capital and Workforce Skills

→ **SpinIT Cybersafe** addresses the **growing need for cybersecurity professionals** by enhancing **digital skills, cybersecurity awareness, and practical IT security training** for employees, business owners, and students.

Alignment with the Development Strategy of the Federation of Bosnia and Herzegovina 2021–2027

Priority 1.1: Enhancing the Digitalization of the Economy

- **Measure 1.1.2: Accelerate the digital transformation of SMEs**
  → The project provides **practical cybersecurity training and strategic support** for SMEs to adopt **secure digital tools and automation technologies**.
- **Measure 1.1.3: Improve digital skills, especially in line with labor market needs**
  → Training programs within **SpinIT Cybersafe** aim to **close the cybersecurity skills gap**, ensuring businesses and public institutions have **qualified personnel** to manage cybersecurity risks.

Priority 1.2: Support for Technology Transfer and Development

- **Measure 1.2.1: Support research and innovation activities**
  → The project contributes to **cybersecurity innovation** by introducing **hands-on training, threat simulations, and real-world cybersecurity case studies**.
- **Measure 1.2.2: Foster collaboration between industry and research institutions**
  → By involving **SMEs, universities, and cybersecurity experts**, **SpinIT Cybersafe** fosters **cross-sector knowledge exchange** and strengthens industry-academic cooperation.

Priority 1.3: Support for Business Environment Development

- **Measure 1.3.2: Support the growth of businesses**
  → The project strengthens **digital resilience** among SMEs, allowing them to **innovate and expand securely** without the risk of cyber threats disrupting their operations.

Alignment with the EU Strategy for the Danube Region (EUSDR)

PA7: Knowledge Society – Education, Research, and Innovation

→ The project strengthens **regional knowledge ecosystems** by encouraging collaboration between **universities, SMEs, and cybersecurity organizations**.

This project is supported by the Interreg Danube Region Programme project co-funded by the European Union.

→ It enhances **cybersecurity education** by providing **hands-on training and real-world cybersecurity applications**.

PA8: Competitiveness of Enterprises

→ **SpinIT Cybersafe** equips SMEs with **modern cybersecurity tools and best practices**, ensuring they can **operate securely and competitively in the digital economy**.

→ It supports the **secure adoption of digital technologies**, reducing risks associated with cyberattacks and data breaches.

PA9: People and Skills

→ The project **directly addresses regional skills gaps** by offering **specialized cybersecurity training** for SMEs, public institutions, and individuals.

→ By developing tailored training programs, **SpinIT Cybersafe** improves **cybersecurity literacy**, increasing **employability** in both the IT and business sectors.

5. Technical Information

Digital and Innovation Tools Used:

Which tools, methodologies, or platforms will be leveraged?

Example: "A digital matchmaking platform will be developed to connect start-ups with corporate partners and investors, using AI-driven recommendations."

The SpinIT Cybersafe project will leverage a range of **digital and innovation tools** to enhance cybersecurity training and awareness. An **interactive online platform** will be used to deliver training materials, ensuring accessibility for SMEs, public institutions, NGOs, and individuals. **Simulated phishing attacks** will help participants recognize and respond to common cyber threats, while **gamified learning environments** will increase engagement and retention of cybersecurity concepts.

For professionals, the project will incorporate **real-life security incident examples, vulnerability assessment tools, and AI-driven threat detection systems** to provide hands-on experience with identifying and mitigating cyber risks. **Real-time feedback mechanisms** will be integrated into all training activities to reinforce learning and ensure participants can immediately apply their knowledge in practical scenarios.

Methodology:

How will the project be implemented? Provide a clear step-by-step process.

Example: “1. Identify promising start-ups and SMEs through an open call; 2. Develop a digital tool for automated B2B matchmaking; 3. Organize cross-sectoral innovation workshops with key stakeholders; 4. Measure the business development impact after 6 months.”

The **SpinIT Cybersafe** project will be implemented using a structured methodology that combines **theoretical knowledge with practical exercises** to ensure engagement and skill retention. The step-by-step process includes:

1. **Assess Training Needs** – Identify key cybersecurity challenges faced by SMEs, public institutions, NGOs, and individuals to tailor the training content.
2. **Develop Training Materials** – Create interactive modules that combine theoretical concepts with **real-life scenarios, role-based simulations, and hands-on exercises**.
3. **Deliver Training for Non-Technical Staff** – Conduct **interactive sessions, simulations, and awareness-building activities** to help participants recognize cyber threats and adopt best practices.
4. **Provide Advanced Training for Professionals** – Offer **threat modeling, incident response simulations, and vulnerability assessment exercises** for IT professionals and cybersecurity specialists.
5. **Conduct Regular Assessments** – Implement knowledge checks and **practical evaluations** to measure participant progress and reinforce learning.
6. **Gather Feedback and Adapt Training** – Use participant feedback and **emerging threat intelligence** to continuously update and improve the training content.

Innovative Aspects:
What makes this project unique?
Example: “Unlike traditional incubators, this program integrates real-time industry challenges from large enterprises, ensuring that start-ups work on market-driven innovations.”

The **SpinIT Cybersafe** project stands out due to its **unique blend of real-world experience and tailored content delivery**. Unlike conventional cybersecurity training programs, this initiative is led by a **trainer with 30 years of information security expertise** and **6 years of experience managing a large corporate security department**, ensuring that participants receive insights directly from high-stakes environments.
A key **innovative aspect** of the project is its **dual-track approach**, which ensures that both **general staff and cybersecurity professionals** receive **targeted training**. General staff benefit from **interactive sessions, real case studies, and simulated attacks** to build cybersecurity awareness, while professionals engage in **advanced threat modeling, incident response simulations, and adaptive learning paths**. This **bridges the gap between theory**

and practice, equipping participants with **practical, hands-on skills** that can be applied in real-world scenarios.

6. Scope and Impact

Scope:

What specific industries, technologies, or sectors will be targeted?

Example: "This project focuses on enhancing collaboration between IT start-ups and traditional manufacturing SMEs to facilitate Industry 4.0 adoption."

*The **SpinIT Cybersafe** project focuses on strengthening cybersecurity in key sectors that are essential for the region's digital and economic resilience. The primary targets are **small and medium-sized enterprises (SMEs), public institutions, educational institutions, and non-governmental organizations (NGOs)**, as these groups often lack the necessary resources and expertise to effectively protect themselves from cyber threats.*

***SMEs** across industries such as manufacturing, finance, healthcare, and retail will receive cybersecurity training to safeguard their digital assets and ensure business continuity. **Public institutions**, including local government agencies, will be supported in strengthening their cybersecurity measures to protect citizen data and maintain trust in digital public services. **Educational institutions** will benefit from cybersecurity programs designed to equip students and professionals with skills that align with the region's workforce needs. **NGOs**, which play a vital role in social and community services, will be provided with cybersecurity guidance to protect sensitive information and ensure the integrity of their digital operations.*

Expected Results:

What tangible outcomes will this pilot project deliver?

Example: "At least 10 start-ups will be successfully matched with SMEs, leading to the development of 5 joint technology adoption projects within 12 months."

*The **SpinIT Cybersafe** project aims to deliver measurable improvements in cybersecurity awareness, skills, and practices across key sectors. By the end of the pilot, the project expects to achieve the following outcomes:*

- ***At least 100 participants** from SMEs, public institutions, educational institutions, and NGOs will complete cybersecurity training, gaining practical knowledge to protect their digital assets.*
- ***A series of cybersecurity workshops** tailored to SMEs and public institutions will be conducted, helping organizations implement better security measures and reduce cyber risks.*

- ***Public awareness campaigns*** *will reach at least 5,000 people, increasing understanding of online security best practices among businesses and citizens.*
- ***Stronger cybersecurity frameworks*** *will be introduced in local public institutions and NGOs, improving data protection and digital resilience.*
- ***Collaboration between businesses, academia, and government*** *will be enhanced, fostering ongoing knowledge-sharing and support for cybersecurity initiatives.*

Who Will Benefit?

Who are the direct and indirect beneficiaries?

Example: "Start-ups gain access to established SME networks, SMEs benefit from digital innovation, and policymakers receive data on ecosystem gaps to shape future support programs."

Direct beneficiaries include **SMEs, public institutions, educational institutions, and NGOs**, all of whom will receive training and support to strengthen their cybersecurity practices. SMEs will gain the knowledge needed to protect their digital operations and customer data, reducing the risk of cyberattacks. Public institutions will improve their ability to safeguard citizen data and ensure secure digital services. Educational institutions will benefit by equipping students and professionals with in-demand cybersecurity skills, enhancing their employability. NGOs, which often handle sensitive information, will receive guidance on securing their digital infrastructure.

Indirect beneficiaries include **citizens, customers, and policymakers**. Citizens and customers will benefit from improved cybersecurity practices in businesses and public services, reducing the risk of data breaches and online fraud. Policymakers will gain valuable insights into regional cybersecurity challenges, helping shape future digital policies and support programs.

7. Timeline

Provide a breakdown of key milestones and their expected completion dates.
(Example:

March-April: Development Methodology/Curriculum and Stakeholder engagement
May: Training and pilot implementation to be finalized
June: Final evaluation and reporting.

8. Promotion Strategies

Communication Channels:

Indicate how the project will be promoted (e.g., social media, workshops, conferences, publications).
(Example: “Results will be shared via regional workshops and SpinIT social media channels.”)

The **SpinIT Cybersafe** project will use multiple communication channels to promote its activities, engage stakeholders, and share results.
Key outreach efforts will include **social media campaigns** on platforms such as LinkedIn, Facebook, and Twitter to raise awareness and share cybersecurity tips with a broad audience. **Workshops and training sessions** will serve as both learning opportunities and promotional events, reaching SMEs, public institutions, educational institutions, and NGOs directly. The project will also be featured in **regional conferences and networking events**, allowing for knowledge exchange and stakeholder engagement.
Additionally, **newsletters and publications** will be distributed through partner organizations and local government channels to inform businesses and policymakers about key insights and project progress. A **dedicated webpage or section on the SpinIT platform** will provide updates, resources, and recorded training sessions for ongoing access.

Engagement Activities:
Outline plans to involve stakeholders and raise awareness.
(Example: “Organize two hands-on training sessions for farmers and one public event to share outcomes.”)

To ensure effective participation, the project will **organize a series of cybersecurity workshops** tailored for SMEs, public institutions, educational institutions, and NGOs. These sessions will provide hands-on training on threat prevention, data protection, and secure digital practices. Additionally, **public awareness campaigns** will be launched through social media and local media channels, reaching a broader audience with key cybersecurity messages and best practices.

9. Scalability and Transferability

Potential for Expansion:
How can this project be scaled to other regions or industries?
(Example: “The IoT-based solution can be adapted for use in forestry or water resource management.”)

The **SpinIT Cybersafe** project has strong potential for expansion to other regions and industries by adapting its training programs and awareness initiatives to different digital environments. Since cybersecurity is a universal challenge, the project’s approach can be

replicated in other regions by partnering with local governments, business associations, and educational institutions to implement similar training and awareness campaigns.

The project can also be **expanded to additional industries**, including logistics, tourism, and energy, where cybersecurity risks are increasing due to digitalization. By tailoring training modules to industry-specific threats, **SpinIT Cybersafe** can address unique challenges faced by different sectors.

Furthermore, the project's **collaborative model**—bringing together SMEs, public institutions, NGOs, and academia—can be applied in other contexts, ensuring that cybersecurity knowledge is widely shared and continuously developed. Through partnerships with regional and international organizations, **SpinIT Cybersafe** can serve as a scalable model for enhancing cybersecurity awareness and resilience in diverse economic and social settings.

Replication Opportunities:

What elements of the project could be replicated elsewhere?

(Example: "The methodology for farmer training can be replicated in other Danube regions.")

Several key elements of the **SpinIT Cybersafe** project can be replicated in other regions and industries to improve cybersecurity awareness and resilience.

The **structured training program** for SMEs, public institutions, educational institutions, and NGOs can be adapted to different local contexts, ensuring that cybersecurity knowledge reaches key stakeholders in various sectors. The **workshop model**, which combines expert-led training with hands-on exercises, can be implemented in other regions to provide practical cybersecurity education tailored to specific industry needs.

The **public awareness campaign** strategy, using social media, newsletters, and community events, can be replicated to reach a broader audience and encourage safer digital practices. Additionally, the **collaborative approach** involving businesses, academia, and government ensures ongoing knowledge-sharing and can be applied to other digital transformation initiatives.

10. Budget (Optional)

Provide an estimated budget and indicate funding sources.

Instructions for Submission

Each Partner will prepare the presentation for the consortium to present the pilot idea, proposal, and implementation plan. This plan will be presented in the middle of March (via DOODLE voting results) and later it will be decided if all is planned well, eligible, and possible to do.

Sample of PPTX: Pilot Presentation Template