



Optimisation of digital catch monitoring and reporting in European Fisheries

D6.3: First Sustainability plan and IPR management strategy

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List of abbreviations

AI	Artificial Intelligence	SME	Small and Medium-sized Enterprise
D&C	Dissemination and Communication	TOWS	Threats, Opportunities, Weaknesses, Strengths
DEC	Dissemination, Exploitation and Communication	WPs	Work Packages
EM	Electronic Monitoring		
IP	Intellectual Property		
IPR	Intellectual Property Rights		
KERs	Key Exploitable Results		
KPI	Key Performance Indicator		
MALs	Multi-Actor Co-creation Labs		
NDA s	Non-disclosure agreements		
NPO	Nonprofit Organisation		
R&I	Research & Innovation		

Executive Summary

Deliverable 6.3: First Sustainability Plan and IPR Management Strategy lays the foundation for the efficient exploitation and protection of the project's outcomes, particularly in terms of use/reuse of the services and tools developed within the OptiFish project. This deliverable defines the initial framework concerning the necessary rules and recommendations, while also outlining the post-project sustainability plan aimed at enhancing the viability and growth potential of the project's results.

The deliverable also establishes a roadmap for ensuring the long-term sustainability of the project results. The strategy detailed in this deliverable addresses the sustainability and intellectual property rights (IPR) management of the results, methodologies and tools generated from the project's research as well as the implementation of the pilot studies. A comprehensive IPR management strategy—including foreground identification, result ownership, access rights—will guarantee the protection and the use/reuse of all intangible assets both during and beyond the project's duration.

It is highly important to emphasise that the Sustainability plan and IPR management strategy are dynamic plans, changing as the OptiFish world evolves. As its tasks and activities progress, the expected deliverables will be in a constant process of further refinement and elaboration. During the project lifecycle, partners that are responsible for the development and testing of the Key Exploitable Results (KERs) will provide further input and details on their operation and use. Thus D6.3 First Sustainability plan and IPR management strategy will be updated throughout the project's lifespan (M30 & M42, D6.8 & D6.9) and the final version of the strategy will be completed by M42 having integrated the OptiFish outcomes.

The OptiFish Project:

OptiFish is a highly innovative project combining fishing procedures with cutting edge technologies. The project will lay a solid foundation on species recognition in different fisheries equipped with distinctly different catch handling facilities and in different European sea basins. Among the project's goals is the provision of technological solutions that simultaneously improve the sustainability of fisher's operations, enhance control processes, and strengthen society's trust in their products. Working towards that, OptiFish develops, tests, and validates a set of innovative technologies and tools supported by artificial intelligence (AI). These AI tools assist in the management of the fishing sector, improve onboard monitoring of catch volumes and fish health, while at the same time enabling fishers to expand the sustainability of their operations, and more effectively meet control requirements. Additionally, scientists will be provided with data on catch volumes, catch compositions and the fishing environment in general. OptiFish's ambition is to utilise the full potential of the advanced technologies for the reduction of discards, unreported landings, and unreported fishing activities, ultimately establishing a fisheries control and enforcement system fit for the digital age. Additionally with the enhancement of the technologies, it is also crucial to address these AI tools to stakeholders, aiming to meet their needs and gain their acceptance.

Chapters & Contents of this deliverable:

The Deliverable 6.3-First Sustainability plan and IPR management strategy of the OptiFish project is structured as follows:

Chapter 1 provides a comprehensive overview of the project, detailing its objectives, key deliverables, and the methodologies employed. It outlines the scope of the project, specifying the focus areas, and describes the structure of the present deliverable, explaining how it is organized. This chapter serves as an introduction, setting the stage for the subsequent chapters by summarising the essential elements of the project and providing a clear understanding of its purpose, approach, and intended outcomes.

Chapter 2 provides an overall methodology for ensuring the sustainability of OptiFish results. It delves into the key dependencies and outlines the Key Performance Indicators (KPIs) that must be achieved to ensure project success. Additionally, this chapter provides a Gantt Chart that visually represents the timeline and sequence of the project's actions, offering a clear view of the project's progress. Moreover, **Chapter 2** establishes the connections between Deliverable 6.3 and other related deliverables within Work Package 6 (WP6). By leveraging the Gantt Chart, it illustrates how various tasks, activities, deliverables, and project phases are interrelated. The chapter thus serves as a crucial guide for understanding how OptiFish's sustainability strategies will be implemented, monitored, and aligned with the broader objectives of OptiFish.

Chapter 3 presents the sustainability plan with the specific set of activities that will be implemented to ensure the long-term exploitation of selected commercial and non-commercial project results beyond the project's conclusion. This chapter focuses on strategies to maintain the impact and relevance of these results, ensuring they continue to benefit stakeholders and contribute to the project's objectives over time. Additionally, **Chapter 3** explores the methodology for effectively incorporating feedback into policy measures and standardisation processes. This involves identifying key stakeholders, establishing communication channels, and ensuring that the project's findings influence and align with relevant policy frameworks and standards. Furthermore, this chapter addresses the OptiFish approach to open science, emphasising transparency, accessibility, and the dissemination of knowledge.

Chapter 4 introduces the OptiFish IPR Strategy which is designed to protect and manage both the tangible and intangible outcomes of the project. This strategy is critical to ensuring that all innovations, data, and knowledge generated during the project are appropriately safeguarded and that the rights of all contributing partners are recognised and upheld. Additionally, **Chapter 4** elaborates on the methodology the consortium will use to identify and manage partners' IPRs as the project evolves and as the KERs are further defined.

Chapter 5 presents the conclusions of the deliverable.

1. Introduction

1.1 Project Scope

OptiFish is a highly innovative project combining fishing procedures with cutting edge technologies. The project will lay a solid foundation on species recognition in different fisheries equipped with distinctly different catch handling facilities and in different European sea basins. Among the project's goals is the provision of technological solutions that simultaneously improve the sustainability of fisher's operations, enhance control processes, and strengthen society's trust in their products. Working towards that, OptiFish will develop, test, and validate a set of innovative technologies and tools supported by artificial intelligence (AI). These AI tools will assist in the management of the fishing sector, improve onboard monitoring of catch volumes and fish health, while at the same time enabling fishers to expand the sustainability of their operations, and more effectively meet control requirements. Additionally, scientists will be provided with data on catch volumes, catch compositions and the fishing environment in general. OptiFish's ambition is to utilise the full potential of the advanced technologies such as electronic and genetic monitoring for automated species recognition based on AI and computer vision for the reduction of discards, unreported landings, and unreported fishing activities, ultimately establishing a fisheries control and enforcement system fit for the digital age. Additionally with the enhancement of the technologies, it is also crucial to address these AI tools to stakeholders, aiming to meet their needs and gain their acceptance.

To achieve this, the OptiFish consortium brings together experts from a wide range of disciplines, including engineering, cybernetics, information technology, fisheries technology, political science, marine science, fisheries management, social science and product design. More specifically, the OptiFish consortium consists of 19 partners from 8 countries across Europe, that work closely together, both within and across work packages. The collaboration between universities, research institutes, industry SMEs, producer's organisations, government bodies and non-profit organisation (NPOs) reinforces the multi-actor approach and brings together extensive knowledge of fisheries, AI, data management, policy, business modelling and ecosystem building.

OptiFish partners are fully committed to the project and will work collectively to go beyond the state-of-the-art in relation to 1) Automatic species recognition and artificial intelligence, 2) Assessment of fish health and quality, 3) System architecture and Data Management Frameworks, and 4) Strategies for effective implementation.

OptiFish Pilot Studies

The pilot studies performed in the context of OptiFish will serve as platforms for image acquisition and field testing. Their primary objective is to secure a sufficient amount of high-quality image data in various fishing conditions. These images will facilitate model development for species recognition from a diversity of fishing methods and sorting arrangements on board fishing vessels.

The technologies developed within the context of OptiFish include: (i) Rapid DNA-based species recognition; (ii) Rapid DNA-based fish health assessment; (iii) Electronic monitoring; (EM) Cameras; (iv) Robotics; (v) Hyperspectral / Multispectral Cameras; and (vi) Integrated Monitoring

/ Reporting System. These technologies will be integrated with existing catch and surveillance systems and tested across a range of different fisheries and sea basins on board fishing vessels with distinctly different catch handling facilities. The fisheries selected for testing these technologies have been carefully chosen to ensure a diversity of fishing methods and sorting arrangements on board. This selection emphasises the various issues that need to be addressed, as each fishery and its corresponding vessel layout presents a unique set of challenges. Consequently, the division of the pilot studies is based on the sorting facilities available on board the vessels.

The sorting facilities and the technologies applied within the five (5) pilot studies were described during the proposal phase of the project. Specifically, the pilots are categorised based on the catch handling and sorting facilities of the fisheries as follows:

- **Pumping:** Vessels where catches remain unsorted as pumped into tanks, e.g. North Sea industrial fisheries. The applied technologies of this Pilot include EM cameras and Rapid DNA.
- **Sorting band:** Vessels where catches are sorted on conveyor belts, e.g. North Sea large-scale demersal fisheries. The applied technologies include EM cameras, an integrated monitoring/reporting system, Hyperspectral cameras and Rapid DNA.
- **Sorting table:** Vessels where catches are sorted on tables, e.g. Baltic mid-scale demersal fisheries. In these sorting table facilities, the applied technologies include EM cameras, Rapid DNA and Robotics, Integrated monitoring/reporting system.
- **Sorting deck:** Vessels where catches are sorted on the deck, e.g. Mediterranean demersal fisheries. The applied technologies include EM cameras and Rapid DNA.
- **Direct sorting:** Vessels where catches are sorted while retrieving the gear, e.g. Bay of Biscay artisanal fisheries. The applied technologies include EM cameras, Rapid DNA, and an integrated monitoring/reporting system.

Furthermore, pilot studies have been identified to cover a broad geographical area, ensuring that automatic species recognition can be developed for commercial, non-commercial and protected, endangered and threatened species throughout Europe.

Results of the Pilot studies will be assessed, and more than 10 business models are going to be developed, addressing the needs of fishers and technology providers.

1.2 Deliverable's Scope and Structure

The deliverable “First Sustainability plan and IPR management strategy” of the OptiFish project (D6.3) aims to:

1. Provide OptiFish's general outlook regarding the trends on the Advanced Technologies applied in the fishing sector concerning both monitoring and sorting procedures;
2. Validate the current knowledge and the IPRs of the OptiFish project;
3. Establish the methodology, i.e. the internal procedures for IPR management, for efficient handling of the IPRs related matters, particularly near the project implementation period,

which is a key organisation to sustain the project's results with the help of the network, beyond the lifetime of the project;

4. Elaborate on the non-commercial KERs as defined in the Grand Agreement as well as KERs that are not described in the Grand Agreement but emerge from the preliminary and predicted activities of the project.

The Strategy will be systematically updated and validated through iterative 'sprints', with adjusted timelines regulated to follow the timelines of the project's Pilots and will be updated to monitor the strategy's implementation (M8, M30, M42).

2. Overall Methodology

2.1 Methodological Approach

The main purpose of the present deliverable is to assure the efficient exploitation of the project’s outputs. Aiming to facilitate their most extensive use and the maximisation of the project impacts, a robust sustainability plan and IPR management strategy must be planned and elaborated.

Figure 1 presents the overall Sustainability plan of the OptiFish project, while each segment of it, is elaborated in a detailed and comprehensive manner in separate sections of this deliverable.

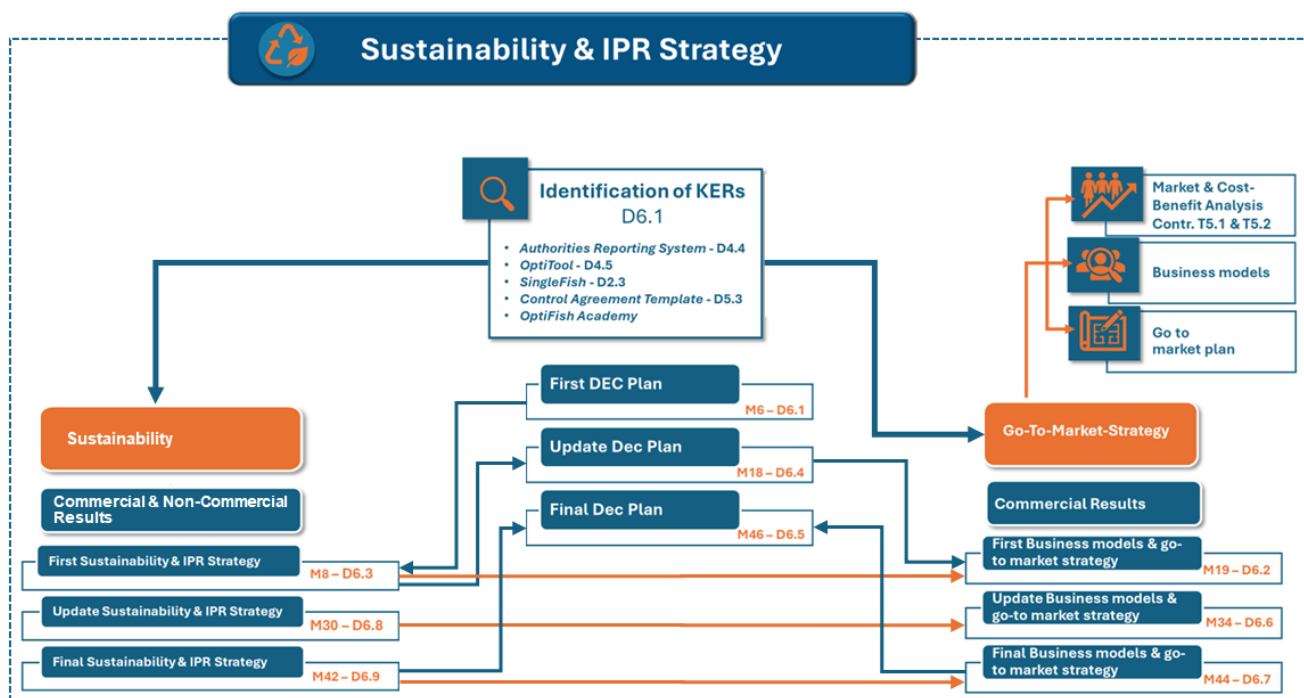


Figure 1. OptiFish overall sustainability approach.

The main goal of the OptiFish sustainability plan is to develop an effective way to exploit all commercial and non-commercial project results during and beyond the life of the project. To that end, the OptiFish sustainability approach will focus on the following objectives:

- Objective 1: Establish the basis for the planning of exploitation activities related to WP6 deliverables. This will require first to investigate links and dependencies between project’s Work Packages (WPs) and tasks, as well as to capture exploitation related KPIs that should be achieved by the end of the project.
- Objective 2: Plan the main actions to be undertaken by the project’s consortium in order to ensure the sustainability of the project and its findings after the end of the project.
- Objective 3: Outline IPR management strategies guiding both the joint and individual exploitation capabilities of the project partners.

- Objective 4: Identify and systematically validate KERs that are foreseen in the project (commercial and non-commercial) through iterative sprints - with timelines synchronised with the project's pilot activities.
- Objective 5: Explore the policy and regulatory landscape in the context of the project, as well as encourage active participation in standardisation processes for relevant topics and items developed by OptiFish.

The following subchapters present the pathways to achieving all previously stated objectives of the project's exploitation strategy, which altogether demonstrate the holistic approach to achieving project's sustainability.

2.2 Links and dependencies

The interconnectedness of the project's WPs is crucial for its successful implementation. By dividing complex challenges into distinct WPs, the project enables partners to focus on a specific aspect while contributing to the overarching objectives.

Working towards a successful sustainability plan, this report outlines the connectivity and reliance within WPs and the subsequent deliverables and timing linked to them. As presented in Figure 2, the following can be highlighted:

- **WP2** is essential for the exploitation and sustainability activities of the OptiFish project. Within WP2, the development of the catch reporting and catch monitoring technologies applied in the project's Pilot studies (WP3), as well as direct input for market analysis (WP6) based on industry needs, will be examined. Additionally, the needed validation and information regarding the acquired KERs (commercial/non-commercial) of OptiFish are provided.
- **WP3** is responsible for the Pilot studies of OptiFish, where technologies of WP2 are integrated. WP3 secures in-depth knowledge about all the crucial aspects of applying the OptiFish technologies in real-life conditions. The data collected will serve as input to the fisheries monitoring and control system developed in WP4, while feedback will be given to WP6 regarding their cost-benefit analysis.
- **WP4** develops digital components (libraries, modules and programmatic interfaces) for integrating WP3-produced and external data, and managing, processing and distributing them, in alignment with the requirement specifications from WP2 and in close dialog with key stakeholders (WP5). WP4 will aid WP6 in understanding and validating the KERs (non-commercial) regarding the Authorities Reporting System and the Decision Support Tool.
- **WP5** will provide KERs (commercial/non-commercial) for the OptiFish project regarding the Control Agreement Template and the OptiFish Academy. WP5's ambition is to engage stakeholders to co-produce knowledge and best practice scenarios for industry uptake and effective implementation in the fishing sector. The WP will give insight into cost-benefit analysis, business models and pathways for the feasible integration of technologies targeting control/member states/policy.

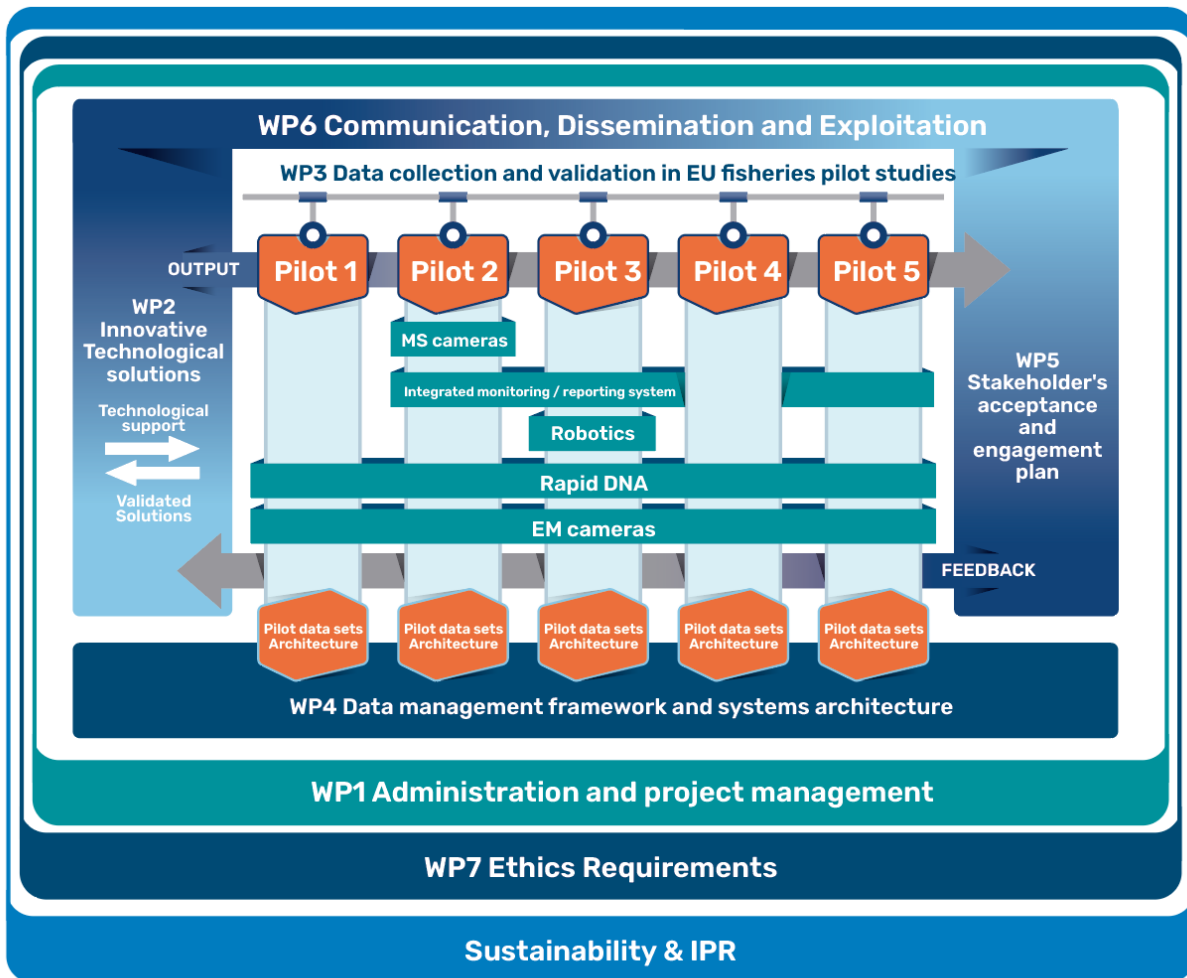


Figure 2. Links & dependencies illustration of OptiFish project regarding sustainability & IPR.

Within WP6 itself, the linkage between tasks and deliverables to the overall Sustainability and IPR Strategy of OptiFish is easily understandable. D6.1 First Dissemination, Communication and Exploitation Plan includes a section dedicated to summarising activities related to exploitation and sustainability, which is essential for raising public awareness of the project, keeping in mind the sensitive aspect of the developed solutions and the nature of D&C (Dissemination & Communication) reporting.

The interrelation of deliverables is paramount for achieving optimal efficiency and success, fostering collaboration and exchange of knowledge among project partners. All the Consortium partners work together seamlessly and in a logical sequence, where each output builds upon the preceding one is adopted, a structured approach is achieved, and redundancy and rework are minimised. By publishing D&C outputs on the project’s website and disseminating them widely, knowledge and the status of the OptiFish results is brought closer to the public. This interoperable structure of D&C activities keeps documents related to exploitation and sustainability in constant engagement with relevant stakeholders and therefore paving the way to achieving synergies with other relevant projects, events, forums, etc. In terms of outputs to the WPs from this activity within

WP6 it is evident that the research and knowledge created here, concretely in this and consequent deliverables, will allow for better integration and structuring of partners’ strategies. Through structured communication and knowledge sharing among partners, the ultimate goal of successful post-project sustainability of the project’s goals can be attained.

2.3 Deliverables Planning

Aspiring to timely prepare and submit exploitation-related deliverables within WP6, it is mandatory to define the scope of the work and track progress at each stage of the project. This includes establishing an indicative timeline of the exploitation and sustainability activities. RFF is responsible for the execution of the activities with the support of all the other project beneficiaries within T6.4, which started at the beginning of the project in M1 and will conclude at the end of the project in M48.

Overview of WP6 deliverables is presented in Table 1 below.

Table 1. Overview of WP6 Deliverables.

Del. No.	Deliverable Name	Lead	Due Month
D6.1	Initial Dissemination, Communication and Exploitation (DEC) Plan	RFF	6
D6.2	First Business models and go-to market strategy	RFF	19
D6.3	First Sustainability plan and IPR management strategy	RFF	8
D6.4	Update Dissemination, Communication and Exploitation (DEC) Plan	RFF	18
D6.5	Final Dissemination, Communication and Exploitation (DEC) Plan	RFF	46
D6.6	Updated Business models and go-to market strategy	RFF	34
D6.7	Final Business models and go-to market strategy	RFF	44
D6.8	Second Sustainability plan and IPR management strategy	RFF	30
D6.9	Final Sustainability plan and IPR management strategy	RFF	42
D6.10 ³	Develop policy brief for policy makers	RFF	48

Deliverables D6.1, D6.4 and D6.5 present the main references for communication activities, with guidelines for partners to disseminate and exploit results. They also include an action plan on the planned liaisons with complementary initiatives. Deliverables D6.2, D6.6 and D6.7 will focus on analysing the market opportunities and capitalising the exploitable results of the project. Finally, deliverables D6.3, D6.8 and D6.9 present the main reports about planned and implemented exploitation activities ensuring sustainability of OptiFish results.

The indicative activities that are intended to take place during the three reporting periods are presented below.

During the first period (M1-M18), the project focuses on the following activities that will be documented in the D6.1 in M6, D6.3 in M8 and D6.4 in M18:

³ D6.10 should be assigned to NDF (WP5), as it pertains to Task 5.3, “Policy and Legislative Framework Reform for Closing IUU Loopholes”. The procedure is currently under amendment.

- During the first months of the project implementation, a preliminary list of project's KERs is highlighted along with all the exploitation related KPIs to be achieved during the project timeframe, as described in the Grant Agreement, as well as the means of KPIs' verification (D6.1). Taking this as a starting point, between M3 and M8, an overall exploitation and sustainability approach that is presented in this deliverable is developed (D6.3).
- The Exploitation and IP Catalogue template will be prepared and elaborated during and right after the first IP Workshop addressed to the project partners, where the overall Exploitation and Sustainability approach will be presented to the consortium. During the same Workshop, instructions on how to fill in the Catalogue will be provided.
- After all project partners provide their inputs to the Catalogue, project's KERs will be validated and updated.
- After validation, project partners will have the opportunity to update the Exploitation and IP Catalogue by finetuning descriptions of commercial project results and possibly adding new non-commercial KERs that may arise in the meantime.
- D6.4 will also include the updated version of the Exploitation and IP Catalogue, which will serve as a tool for regular monitoring of the project's exploitable results.

During the second period (M19-M36), the project focuses on the following activities that will be documented in the D6.2 in M18, D6.8 in M30 and D6.6 in M34:

- During this period, the market analysis methodology will be established in D6.2, following the brief market analysis methodology.
- Furthermore, mapping of the funding opportunities will start, with the goal of supporting project beneficiaries in securing funding that can ensure financial sustainability of their business solutions. All the findings will be presented to the consortium.
- An initial analysis will be performed regarding the possible exploitation routes for non-commercial results identified in the Exploitation and IP Catalogue.
- The **First Workshop** regarding the **IPRs** will be performed where project partners will discuss the following issues:
 - Intellectual Property Rights
 - IP Protection measures
 - OptiFish KERs and IPR considerations
 - Exploration of the best fit Business models
 - Potential organisational forms of joint assets' commercialisation and potential legal issues
- In order to ensure that the joint exploitation plan(s) is sustainable over time, a financial analysis will be conducted, providing extensive market forecasts, customer profiling and assessments of the competitive landscapes.

During the third period (M37-M48), the project focuses on the following activities that will be documented in the D6.9 in M42, D6.7 in M44 and D6.5 in M46:

- The final deliverable D6.9 of WP6 will be focused on the individual exploitation plans. Individual meetings with KER owners will take place in order to generate individual Lean Business Models for their individual project results they would like to exploit.
- The **Second Workshop** will be organised bringing project partners together to generate Lean Canvas for the joint asset(s) and consider possible marketing entry strategies and risks that may arise.
- Individual IP sessions will be performed, educating project partners about possible IP protection measures they could take in order to protect their commercial and non-commercial results.
- Based on findings from individual meetings, a Threats, Opportunities, Weaknesses, Strengths (TOWS) matrix per organisation, KER owner, will be prepared.
- Furthermore, in line with the individual Lean Business Models approach, appropriate marketing strategies that could be applied by each organisation, KER owner, will be suggested.
- After the final update of the Exploitation and IP Catalogue, already defined exploitation routes for commercial and non-commercial results will be finetuned, and if needed, come up with new exploitation pathways for finally added results.
- Before incorporating them in D6.7, all individual business plans will be sent to project partners for validation and improved based on their additional comments.

2.4 Relevant KPIs to be achieved

The exploitation activities of OptiFish will be evaluated and monitored regularly by the consortium. A set of KPIs has already been established and is related to the future use of the project's results. These KPIs provide a clear focus for improving operations and strategies, aid in making decisions, and highlight the most important aspects. In short, the KPIs assist in organising activities to reach target groups and identify the market for commercialising the project's results. The KPIs related to exploitation are presented below in Table 2:

Table 2. Exploitation KPIs

Exploitation KPIs and target values (immediately after the project)	
Performance indicator	Target Value
No. of fishers engaged with the OptiFish Academy	>500
OptiFish Academy	>10 videos, >10 webinars, >4 live events
OptiTool	>60 fishers utilising the decision support tool
Authorities' Reporting system	>5 authorities accessing the reporting system
MALs	>125 stakeholders participating in the MALs

OptiFish Academy will be launched by RFF and will be a multichannel capacity building program, including videos, webinars, live events for fishers providing information on technological specifics, data management, and economic projections. OptiTool will be generated by EV ILVO providing

real-time geo-spatial information, fuel consumption and cost overview, quota consumption summary and integrating existing support tools (e.g. VISTools) and EM datastreams. The Authorities' Reporting system will be an automated catch reporting system that integrates various data sources while maintaining compatibility with existing systems created by EFICE. SO will be responsible for conducting the Multi-Actor Co-creation Labs (MALs).

2.5 Gantt Chart

Figure 3 is an indicative visual representation of a timeline of the Sustainability activities to be pursued within T6.4 “Post-project sustainability plan and IPR management” from the beginning of the project until its end.

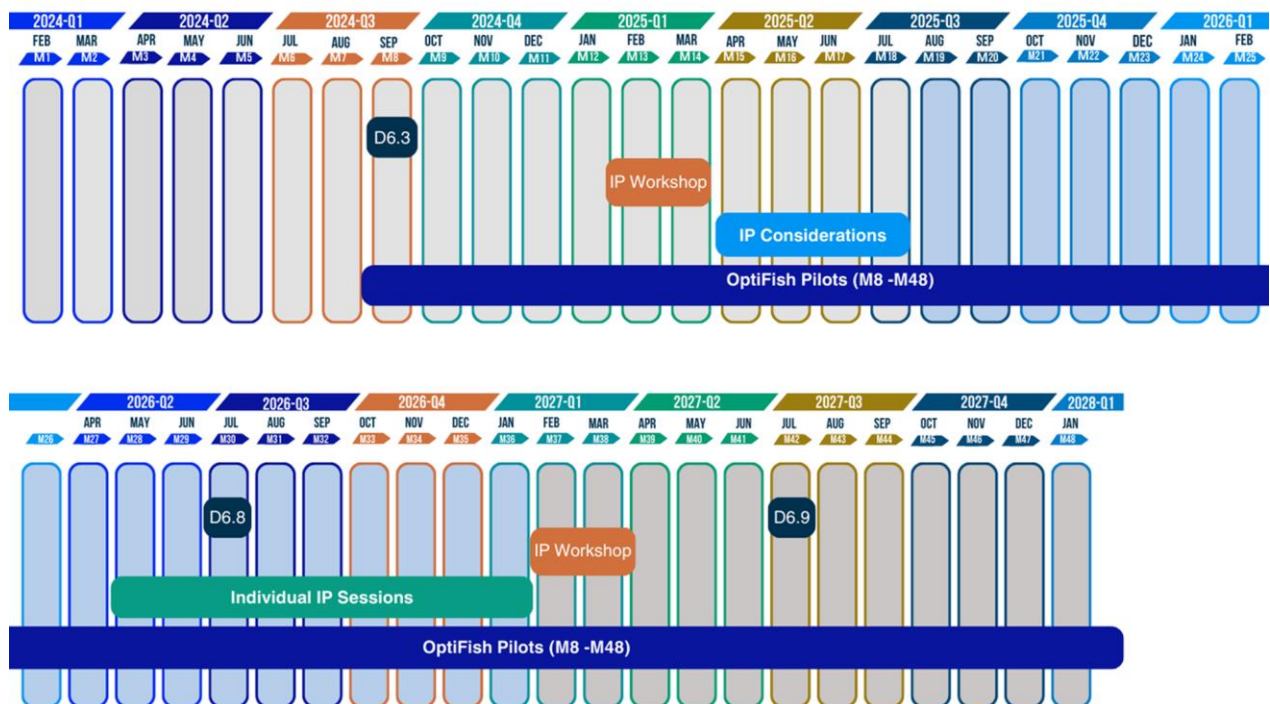


Figure 3. Sustainability activities timeline.

WP6 deliverables concerning the project’s sustainability are indicated with the orange boxes, while the colours of the actions are chosen without a particular reasoning. Parts of the background highlighted in different colours are associated with the three (3) distinct reporting periods.

Please note that the work that refers to D&C activities is not included in this timeline, as the purpose of this Gantt chart is to capture strictly all actions towards the sustainability of the project.

3. Sustainability Plan

The sustainability of a project relies on its Dissemination & Exploitation activities, ensuring that project outcomes are widely ‘disseminated’ beyond the partners’ audience, as well as effectively ‘exploited’, guaranteeing the utility of the results after the project ends. Through the development of a sustainability plan, the impact of the project is highlighted and the exploitation of OptiFish’s results by partners and stakeholders is assured after the project is no longer funded by Horizon Europe. This plan encompasses both commercially viable outputs, such as marketable products, which will be further elaborated in D6.2 “First Business models and go-to market strategy”, and non-commercial results, such as research findings, which will be analysed in the present deliverable. By outlining a comprehensive strategy for post-project exploitation, the sustainability plan serves to maximise the project’s long-term impact on the scientific community, industry sectors, societal well-being, and governmental policies.

Project results are considered any tangible or intangible outputs generated during the project, such as data, knowledge and information, regardless of their form or nature, and whether they can be protected or not. All **the types of IPRs** that will be developed in the scope of the project will be captured in the present deliverable (Chapter 4).

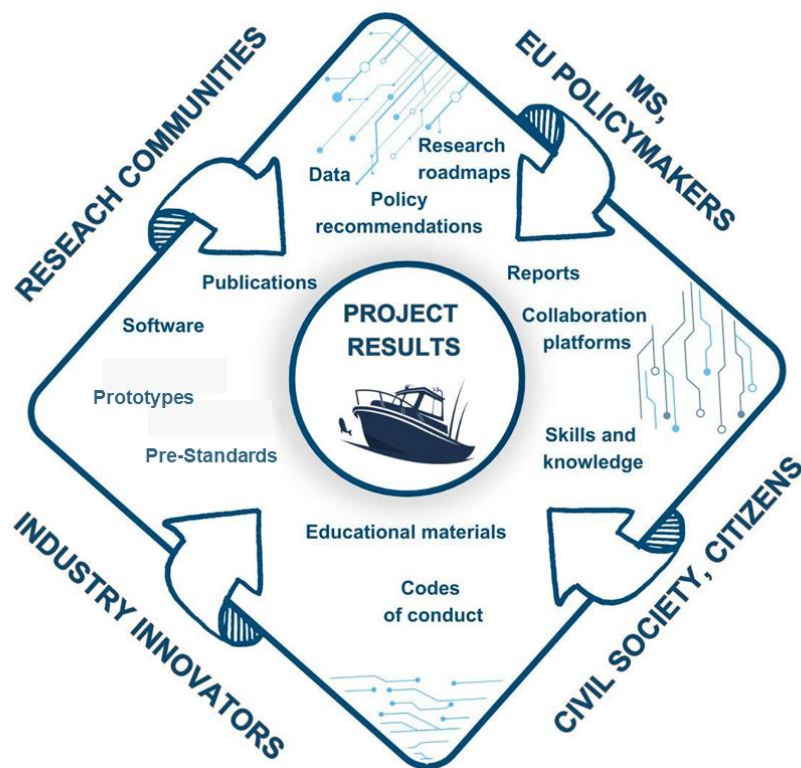


Figure 4. Overview of possible project results and four main groups of stakeholders Source: http://ec.europa.eu/research/participants/portal/desktop/en/support/reference_terms.html adapted by RFF

The main groups of key stakeholders are:

1. Research communities

The research community needs to be provided with publications, posters, official presentations, good practice guides or case studies, training programs, research methodologies and any other applicable data. This will not only help further research in the applicable field, but it will also help contribute to making new, insightful and more widespread results in academia. Such contributions often have a positive impact on current and future projects in the field.

2. Industry innovators

Industry innovators including fishing companies, fish processing and technology industries, can greatly benefit from exploitation, including patents, prototypes, and joint venture agreements, as well as new products, services, procedures, standards and codes of conduct. These in turn can help generate economic growth and improvements in production processes and competitiveness.

3. Policymakers, on a country or EU level

Communicating to policy makers, control agencies and organisations promoting sustainable fishing is an important aspect of Horizon Europe projects, but it does not have to be a complex action. It can include reports, policy papers, and informal written recommendations. Using the expertise of the project partners together in combination with the project results can be used to offer welcome guidance for new policies through the various communication means.

4. Society, citizens

Civil society, fishers and consumers, benefit from exploitation in the form of new products, services, and technologies in the market, which often leads to an increase in quality of life and overall standard of living. In many instances it can also help improve urban and rural services, as well as some more specific improvements, such as reduced energy consumption.

Sustainability Plan should help the consortium (or part of it) move from the research outcomes to a post-project phase where no EU funding is necessary, and where consortium partners have found a way to ensure the continuity of the project efforts and deriving outcomes beyond the project lifecycle.

Possible exploitation opportunities that can be sustainable include:

- Use project results in further research activities;
- develop, create, or market a product or process;
- create and provide a service;
- use results in standardisation activities.

A Concrete Sustainability Plan will be developed per project result and per partner, building upon the specific interest and expertise that each partner brings to the consortium.

The following steps need to be taken into consideration in order to pursue an efficient sustainability:

- Identification of all project's results and Consortium's agreement on which of the project outcomes should be sustained over time.
- For each result, the ownership will be attributed to explain which partners are responsible for the result generation and which ones are responsible for its application and use. Here, IPR issues will be considered.
- Indication of key beneficiaries on all possible uses per project result (i.e., stakeholders who can benefit from the result and its applications).
- Creation of possible strategies to reach these beneficiaries.
- Identification of the resources (cash, talent, technology, space, training) that are required for the consortium to sustain the strategies and outcomes over time.
- Exploration of funding opportunities that can be obtained by project partners after the end of the project. Consortium should determine Business and/or Funding Strategies, describing how needed resources will be provided or developed in order to further support sustainability activities after the project ends.
- Obstacles to the uptake will also be considered as well as mitigation measures.

3.1 Joint and Individual Sustainability Plans

A number of commercial and non-commercial (scientific and educational, societal, political) exploitable results are foreseen in OptiFish. As previously explained, KERs are captured in D6.1 "Initial Dissemination, Communication and Exploitation (DEC) Plan".

In this deliverable, OptiFish will address and elaborate on the exploitation of both commercial and non-commercial project results. This primarily includes, but is not limited to, the scientific and educational use of non-commercial results by the academic partners, as well as the technological solutions developed during the project for commercial purposes, ensuring their long-term sustainability. More specifically, publications (papers, books), presentations and different data can be produced in the context of OptiFish, with an aim to support further research activities. Also, specific reports, policy papers and recommendations designed within the project can be used for revision or creation of new directives or regulations (on EU and/or Member States level).

Non-commercial results can have **scientific, educational, societal and political exploitation**:

- **Scientific advances/re-use:** Scientific outputs such as models, methods, prototypes, and any available data generated throughout the course of the project can be utilised by the scientific community for future research.
- **Policy-making:** Project results may provide policy-makers and regulators with evidence-based information that can be useful in the process of forming new policies or changing existing ones.
- **Training and education:** Some of the results can be used to develop education and training programs for students, professionals and/or the general public.
- **Contribution to new standards** related to fishing practices/technologies, etc.

The scientific breakthroughs of OptiFish will be exploited

- (i) under other existing research activities
- (ii) under new research projects (in collaboration with third parties or not)
- (iii) for educational/training purposes (specifically for the case of universities who need to increase higher education attraction and release high quality professionals)

Rules or restrictions regarding the scientific exploitation may be imposed by the private partners of the project so as to protect their economic interests. However, such restrictions (e.g., time scale) will be applied only to the knowledge co-produced by commercial enterprises and research organisations.

- **Joint sustainability plan**

A sustainability plan for the main joint exploitable assets including OptiTool and OptiFish Academy will be co-created by project partners. It is highly important that the plan should include IPR considerations, and the assessment of risks related to sustainability of the common KERs.

- **Individual sustainability plans**

In parallel with developing a joint sustainability plan that will be used by the whole consortium (and possibly more joint sustainability plans for KERs that will be developed by two or more project partners), we will work on individual sustainability plans for each organisation that is a KER owner.

OptiFish is of significant strategic importance for all consortium partners. The private company technology providers of the consortium will use OptiFish technological solutions to enhance/advance their product portfolio (i.e., upgrade their regular product/service portfolio and/or to develop new innovative products and services). Clearly, some of the project results will be derived from the work of OptiFish's research partners, thus the IPR will remain with them, to be utilised either in the frame of their scientific activities or by licensing the technologies to private enterprises. By following these procedures, the sustainability of the project's KERs is ensured.

Preliminary structure of the individual sustainability plans is presented below:

1. Overview of the organisation, KER owner
2. Description of the KERs and definition of the value propositions
3. Organisation's operations plan in the context of the organisation's KER (s). This section should include organisation's key activities that need to be executed for the delivery of its KER (product/service), key resources that need to be utilised during the process, key partnerships that assist organisation with its endeavours and other potential stakeholders.
4. IPR considerations. Findings stemming from the IPR management strategy activities, described under Objective 3 in this document, related to the identification of IP generated within the project and possible IPR that can be acquired by project partners will be incorporated in this section of the individual sustainability plan.

3.2 Feedback to policy measures and standardisation

It is highly important to emphasise that OptiFish is committed to standardisation as a strategic pillar of growth, and recommendations resulting from the project in different forms (i.e., reports,

webinars, etc.) will always be backed by sound data through pilot activities. In this light, under the guidance of RFF (WP6 - Dissemination, Exploitation, Communication Leader) and in close collaboration with NDF (Task 5.3 Leader) and other involved partners, the following efforts will be pursued:

- 1 Explore the organisational and regulatory landscape of Robotics and AI systems in fisheries.
- 2 Monitor and actively participate in standardisation networks, working groups and bodies where our results can have significant impact on relevant regulations, policy measures and standardisation efforts (e.g., Technical Committee for Standardisation).
- 3 Provide adequate input and participate in standardisation processes for relevant topics and items developed by OptiFish.
- 4 Develop recommendations and guidelines for a smooth transition to sustainable smart fishing procedures.

To boost the use of robotics and AI technologies regarding the catch-monitoring systems in fisheries to support smart fishing solutions, OptiFish will provide lawmakers the necessary documentation demonstrating trustworthiness, in order to allow its adoption in EU and globally. More specifically, an estimated number of two (2) blue papers, more than five (5) training manuals and one (1) manuscript on global and multi-level governance of technological innovations will be created. OptiFish consortium members will liaise also with other related AI, Data, and Robotics DIHs, projects, and initiatives, for maximum interoperability, agility, and ease of use of its results and disseminate them beyond the borders of its consortium.

3.3 Open Science

It is essential to emphasise that OptiFish is devoted to Open Science practices. Open Science is an approach based on open cooperative work and systematic sharing of knowledge and tools as early and widely as possible in the process. It has the potential to increase the quality and efficiency of research and accelerate the advancement of knowledge and innovation by sharing results, making them more reusable and improving their reproducibility. It entails the involvement of all relevant knowledge actors.

Open Science practices include early and open sharing of research (for example through preregistration, registered reports, pre-prints, or crowd-sourcing); research output management; measures to ensure reproducibility of research outputs; providing open access to research outputs (such as publications, data, software, models, algorithms, and workflows); participation in open peer-review; and involving all relevant knowledge actors including citizens, civil society and end users in the co-creation of R&I agendas and contents (such as citizen science).

3.3.1 OptiFish Approach

In the context of exploitation and IP activities, OptiFish will focus on the relationship between open science and KERs. Open Science practices related to data and research outputs will be tackled in the Data Management Plan.

As a general rule, open access to other research outputs such as software, models, algorithms, workflows, protocols, simulations, electronic notebooks and others is not required but strongly recommended. Access to 'physical' results like cell lines, biospecimens, compounds, materials, etc. is also strongly encouraged. Against this background, we will follow the principle "as open as possible, as closed as necessary".

All KERs, which will be identified and recorded according to our methodological approach, will be assessed in order to identify whether they can be open to the Project's external stakeholders, taking under consideration:

- Their exact nature (e.g., commercial, non-commercial)
- Their type (e.g., software. Models, algorithms etc.)
- The stage of their development
- Any potential IP issues that could limit the sharing of specific results.

Based on the above, specific approaches for certain results will be examined and proposed, in consultations with the partners involved in the development of these results, having in mind the specific exploitation pathways proposed, as well as the relevant IP considerations (e.g. trade secrets, pending patents etc.).

4. Intellectual Property Rights Strategy

IPRs are the ownership rights for creations of the mind, such as inventions, names, images, or designs and can enable owners to obtain financial benefit from their ideas. Striking the right balance between creator and public interests can foster creativity and innovation. OptiFish will examine the protection of any results that could potentially be commercially or industrially exploited, and if possible, reasonable, and justified, protect them.

4.1 Types of IPR

There are seven types of IPR and each type provides legal protection for different forms of intellectual creations and innovations. The standard forms of IPR protection include:

- **Patent:** an exclusive right granted for an invention. It allows the owner to decide how and whether the invention can be used by others.
- **Trademark:** a sign that distinguishes goods and services of one enterprise from those of another.
- **Industrial design:** includes the aesthetic aspect of an object. 2D features can include patterns, lines, and colours, whereas 3D features extend to shape and surface.
- **Copyright:** legal term to describe the rights over literary and artistic work, but can also extend to databases, advertisement, maps, and technical drawings.
- **Trade secret:** commercially valuable confidential information which may be sold or licensed. This can include technical or nontechnical data, formulas, patterns, methods, lists of customers.
- **Confidentiality:** information that is not publicly known and warrants protection.
- **Geographical indication:** indicate the specific geographical location of origin or a product and its characteristics that are uniquely attributed to that area.

The choice of the most suitable form will be based upon the specifications of the activity and its results.

OptiFish will produce significant research results and technological innovations. Hence, a strategy that will handle all IP rights matters will be developed, creating an encouraging environment for further exploitation of the generated discoveries and knowledge. As such, OptiFish handles IPR Management through a 3-phase approach including the IPR at proposal phase, during project's implementation and post-project IPR strategy.

- **IPR at Proposal Phase:** a) During the proposal phase, the consortium preliminary identified the project's results that can be subject to IP/ownership. Among the outputs were included the OptiTool and the Authorities Reporting System. During the same phase, preliminary searches were conducted to ensure that no identical or similar characteristics to an IPR were used. Various open resources were applied, including Google Patents, Patent Lens and the tools provided by EUIPO (Espacenet, eSearch plus), EUIPN

(TMview) and WIPO (Global Brand Database). The search revealed that there are no trademarks on the project's acronym, its logo and the full title of the project.

- **During the project:** OptiFish emphasises the protection of IPRs derived from the project implementation, ensuring that any IPR generated shall rest with the industry that created it and can further exploit it commercially. Under this framework, a set of both protective and supportive measures (such as the obligation to sign Non-Disclosure Agreements (NDAs)) will be undertaken by the consortium to create confidence in all participants. Knowledge Management and democratisation of scientific knowledge:
 - a) IPR at Grant preparation phase: the Horizon IP Scan service will be used by the project's SMEs to assess intangible assets, and aim to identify any possible IP issues;
 - b) IPR during implementation: newly generated knowledge and IPR will be recorded, recognised, and assessed through appropriate tools, and ownership of all identified IP will be clarified;
 - c) democratisation of scientific knowledge, the project's published results, such as scientific publications and training material will be available without charging IPR. All peer-reviewed and technical publications will be available on the OptiFish website and in a centralised repository (Open Research Europe) as mandated by the HE "Open science policy" and the OptiTool, Authorities Reporting System and OptiFish Academy will be as Open as possible.
- **Post-project IPR strategy:** Systematic management of IP risks and the contractual environment is one of the building blocks of post-project sustainability. To this end, RFF will offer services for the whole IPR lifecycle to project partners including 2 IPR workshops to address pathways for the protection of their results.

4.2 IPR Background

The Grant Agreement outlines a structured approach to managing IPRs from the proposal stage, emphasising the importance of identifying and safeguarding background knowledge. Background IPR is crucial for ensuring that all pre-existing data, know-how, or information held by the beneficiaries is adequately protected and accessible as needed for implementing the action. This approach ensures that the foundational elements contributing to the project's success are recognised, managed, and leveraged appropriately.

4.3 IPR Foreground

The project's strategy includes identifying, recording, and assessing newly generated knowledge and IPR during its implementation. The focus on foreground IPR is to ensure that any new IP developed due to the project's activities is adequately recognised, owned, and protected. This includes innovations, technological developments, and discoveries throughout the project's lifecycle.

4.3.1 Identification of New IPRs – Project Procedure

The OptiFish project adopts a comprehensive strategy for managing IPRs from the proposal stage to the post-project phase, ensuring that significant technological innovations and discoveries are appropriately managed. The Consortium Agreement outlines the usage rules for

foreground/background knowledge and handling sensitive and confidential information. This approach begins with the preliminary identification of results that could be subject to IP ownership, including tools and systems like the OptiTool Authorities Reporting System. Prior art analysis uses various open resources to ensure the project does not infringe on existing IPRs. During the project, the Horizon IP Scan service aids SMEs in assessing intangible assets and identifying potential IP issues. Newly generated knowledge and IPR are rigorously recorded, recognised, and evaluated to clarify ownership.

Table 3 presents the preliminary identification of results that may be subject to IP/ownership across the five Key Exploitable Results (KERs) identified by the partners during the Proposal Phase. The consortium has already identified the outputs that can be subjected to IP/ownership for (i) OptiTool and (ii) the Authorities Reporting System. However, the IP/ownership status for SingleFish, the Control Agreement Template, and the OptiFish Academy will be determined during the implementation phase.

Table 3. OptiFish KERs & linked IPRs

KERs		Linked IPRs to the KERs
1	Authorities Reporting System	IPR during proposal phase
2	OptiTool	IPR during proposal phase
3	SingleFish	IPR during implementation phase
4	Control Agreement Template	IPR during implementation phase
5	OptiFish Academy	IPR during implementation phase

As the project progresses additional IPRs might be identified by the partners. To this end, a certain procedure and set of steps regarding the identification of new IPRs has been designed and presented in Figure 5 below:



Figure 5. Newly identified IPRs procedure.

The identification of new IPRs is closely related to the identification process of KERs, extensively described in the DEC plan of D6.1 (M6). In that way, when a new KER is identified, the partner follows the same procedure by informing the Coordinator and the WP6 leader (RFF) on the relative IPR that is linked to a specific KER.

Following, the partners are asked to validate the new IPR. Comments and suggestions of the partners are recorded while possible objections are discussed and addressed. Finally, after the new IPR is validated, it is included in the project’s IPR list.

4.4 IPR Strategy after the project

A post-project IPR strategy has been designed to manage IP risks and the contractual environment to support project sustainability. Services regarding the entire IPR lifecycle will be offered during OptiFish's duration to project partners, including workshops, to explore protection pathways for their results. This strategic approach, emphasising systematic IPR management by IP owners as a cornerstone of post-project sustainability, ensures the continued relevance and impact of the project's outputs beyond its completion.

4.5 Partner obligations and Access Rights

OptiFish will follow all IPR management requirements described in the Grant Agreement. Partners are obligated to provide each other and other participants with access to necessary background IPR, subject to any specific rules in Annex 5 of the Grant Agreement, ensuring the smooth implementation of the project and the exploitation of results.

With the term '**Background**' any **data, know-how or information** are encompassed, whatever its form or nature (tangible or intangible), including any IPR that is:

- held by the beneficiaries before they acceded to the Agreement
- needed to implement the action or exploit the results.

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

According to the Consortium Agreement and specifically Article 9, the Parties have identified and agreed on the Background for the Project and have also, where relevant, informed each other that Access to specific Background is subject to legal restrictions or limits.

This mutual access underpins the project's collaborative spirit, allowing for the sharing of essential pre-existing knowledge and resources. Moreover, the necessity of obtaining proper licenses and authorisations when background IPR involves third-party rights has already been underscored, ensuring compliance with the agreement's terms.

4.6 Results and ownership

'**Results**' means any tangible or intangible effect of the action, such as data, know-how or information, whatever its form or nature, whether it can be protected, as well as any rights attached to it, including IPR.

Joint ownership is governed by Grant Agreement Article 16.2 and its Annex 5, Section Ownership of results, with the following additions:

Unless otherwise agreed:

- each of the joint owners shall be entitled to use their jointly owned Results for non-commercial research and teaching activities including but not limited to research contracts in national and European funded projects with third parties provided it does not lead to any commercial or monetary benefit to third parties involved in such cooperative research



project on a royalty-free basis, and without requiring the prior consent of the other joint owner(s).

- each of the joint owners shall be entitled to otherwise Exploit the jointly owned Results and to grant non-exclusive licenses to third parties (without any right to sub-license) if the other joint owners are given: (a) at least 45 calendar days advance notice; and (b) fair and reasonable compensation.

Granting authority

The granting authority does not claim ownership of the results generated under the action. This clear delineation of ownership encourages innovation by ensuring beneficiaries retain control over their intellectual contributions. Results broadly include tangible and intangible outcomes, protecting a wide range of intellectual outputs developed during the project.

The **granting authority** has the right to use non-sensitive information relating to the action and materials and documents received from the beneficiaries (notably summaries for publication, deliverables, as well as any other material, such as pictures or audio-visual material, in paper or electronic form) for policy, information, communication, dissemination and publicity purposes — during the action or afterwards.

The right to use the beneficiaries' materials, documents and information is granted in the form of a royalty-free, non-exclusive, and irrevocable license, which includes the following rights:

- a) use for its own purposes (in particular, making them available to persons working for the granting authority or any other EU service (including institutions, bodies, offices, agencies, etc.) or EU Member State institution or body; copying or reproducing them in whole or in part, in unlimited numbers; and communication through press information services)
- b) distribution to the public (in particular, publication as hard copies and in electronic or digital format, publication on the internet, as a downloadable or non-downloadable file, broadcasting by any channel, public display, or presentation, communicating through press information services, or inclusion in widely accessible databases or indexes)
- c) editing or redrafting (including shortening, summarising, inserting other elements (e.g., meta-data, legends, other graphic, visual, audio or text elements), extracting parts (e.g., audio or video files), dividing into parts, use in a compilation)
- d) translation
- e) storage in paper, electronic or other form
- f) archiving, in line with applicable document-management rules
- g) the right to authorise third parties to act on its behalf or sub-license to third parties the modes of use set out in Points (b), (c), (d) and (f), if needed for the information, communication and publicity activity of the granting authority.

If materials or documents are subject to moral rights or third-party rights (including IPR or rights of natural persons on their image and voice), the beneficiaries must ensure that they comply with their obligations under this Agreement (in particular, by obtaining the necessary licenses and authorisations from the rights holders concerned).

4.7 Transfer of results and Access Rights to Results

A structured framework for transferring results and access rights has already been suggested. This likely involves procedures to ensure that project outcomes can be shared and utilised effectively while respecting the IPR of the contributors.

- According to the Consortium Agreement, ownership of a party's own results may be transferred, including its share of jointly owned Results, following the procedures outlined in the Grant Agreement. In the case of ownership transfer to the third party, the third party must be identified in Attachment (3) of the Consortium Agreement and the other Parties must waive their rights to prior notice and to object to such a transfer to listed third parties according to the Grant Agreement. The transferring Party must inform the other Parties at the time of transfer and will ensure the rights of other Parties are not affected by such a transfer. Any addition to Attachment (3) after signing the Consortium Agreement requires a decision of the General Assembly.
- Access Rights to Results shall be granted on Fair and Reasonable conditions and upon written bilateral agreement if needed for exploitation of a Party's own Results. A request for Access Rights may be made up to twelve months after the end of the Project or after the termination of the requesting Party's participation in the Project. For the avoidance of doubt any grant of Access Rights not covered by the Grant Agreement or the Consortium Agreement shall be at the absolute discretion of the owning Party and subject to such terms and conditions as may be agreed between the owning and receiving Parties.

4.8 Dissemination of Results

The project is committed to openly disseminating its results, such as scientific publications and training materials, without charging IPR fees. This approach aligns with open science policies, facilitating the sharing of knowledge and innovations from the project. It underscores the project's commitment to democratising scientific knowledge and enhancing its accessibility and impact.

During the Project and for a period of 1 year after the end of the Project, the dissemination of partner's own results such as publications and presentations, shall be governed by the Grant Agreement. Prior notice of any planned publication shall be given to the other Parties at least 45 calendar days before the publication. Any objection to the planned publication shall be made in accordance with the Grant Agreement by written notice to the Coordinator and to the Party or Parties proposing the dissemination within 30 calendar days after receipt of the notice. If no objection is made within the time limit stated above, the publication is permitted.

An objection is justified if the intended publication:

- a) would prevent patenting or other protection of the objecting Party's Results or Background with registrable IPR
- b) includes Background, unpublished solely owned Results or Confidential Information of the objecting Party. The objection must include a precise request for necessary modifications.

In addition, the unpublished results or background of any partner will not be used for dissemination purposes without obtaining the owning Party's prior written approval. Access rights for software adhere to the same rules as described above. Access rights do not include source or object code

ported to a certain hardware platform or software documentation beyond what is available from the party granting the access rights.

4.9 Consequences of Non-Compliance

If a beneficiary breaches any of the obligations of the Grant Agreement (Section 2), the grant may be reduced and other measures may be taken, highlighting the importance of adhering to the agreed IPR framework. This ensures that all project participants respect the established IPR guidelines, supporting the project's integrity and success.

4.10 Non-Disclosure of information

The project emphasises confidentiality, requiring authorisation for accessing participant information and data derived from it. NDAs and informed consent are tools used to protect sensitive and confidential information, safeguarding the interests of all parties involved.

As “Confidential Information” are considered all information in whatever form or mode of communication, which is disclosed by a Party (the “Disclosing Party”) to any other Party (the “Recipient”) in connection with the Project during its implementation and which has been explicitly marked as “confidential” at the time of disclosure, or when disclosed orally and has been confirmed and designated in writing within 15 calendar days from oral disclosure at the latest as confidential information by the Disclosing Party,

The Recipients hereby undertake in addition and without prejudice to any commitment on non-disclosure under the Grant Agreement, for a period of 5 years after the end of the Project:

- a) not to use Confidential Information otherwise than for the purpose for which it was disclosed;
- b) not to disclose Confidential Information without the prior written consent by the Disclosing Party;
- c) to ensure that internal distribution of Confidential Information by a Recipient shall take place on a strict need-to-know basis;
- d) to return to the Disclosing Party, or destroy, on request all Confidential Information that has been disclosed to the Recipients including all copies thereof and to delete all information stored in a machine-readable form to the extent practically possible. The Recipients may keep a copy to the extent it is required to keep, archive, or store such Confidential Information because of compliance with applicable laws and regulations or for the proof of on-going obligations provided that the Recipient complies with the confidentiality obligations herein contained with respect to such copy.

The Recipient shall apply the same degree of care regarding the Confidential Information disclosed within the scope of the Project as with its own confidential and/or proprietary information, but in no case less than reasonable care.

5 Conclusions

This First Sustainability plan and IPR management strategy (D6.3) has provided an overview of the sustainability and IPR management phases during the whole project lifetime. The intention of the document is to outline the initial IPR management plan which will be implemented during the first period of the OptiFish project, as well as the tools that will be utilised to reach the targeted KPIs and the sustainability plan of the project during and beyond its lifetime.

More specifically, the document paves the way for the protection in terms of commercial and non-commercial use/reuse of the services and tools developed/created within OptiFish, by defining an initial framework of rules and recommendations. It also provides a comprehensive IPR framework covering both the implementation and post-project stages by identifying and analysing the most relevant IPR issues in the context of Data and AI and other key methodologies and practices in OptiFish.

The Second Sustainability plan and IPR management strategy (D6.8) will provide further input and details from partners that are responsible for the development and testing of the KERs, thus the D6.3 will be updated throughout the project's proceedings (M30). The Final Sustainability plan and IPR management strategy (D6.9) will be completed by the end of M42, having integrated all OptiFish outcomes.

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