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# **D6.2 CALL DISSEMINATION KIT**

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ABSTRACT	This deliverable contains a description of the project's open call dissemination kit.				
KEYWORDS	Dissemination, Communication, Materials				

# **Document Revision History**

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The start and end dates of the first DAPSI open call indicated in the dissemination materials in this document are provisional, since, to date, they are not yet definitively defined by the consortium and advisory board. The open call period may suffer changes that will have an impact on the communication materials.

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	Project co-funded by the European Commission in the H2020 Programme						
	Nature of the deliverable:	R					
	Dissemination Le	vel					
PU	Public, fully open, e.g. web		✓				
CL	Classified, information as referred to in Commission Decision 20	01/844/EC					
со	Confidential to DAPSI project and Commission Services						

<sup>\*</sup> R: Document, report (excluding the periodic and final reports)

DEM: Demonstrator, pilot, prototype, plan designs

DEC: Websites, patents filing, press & media actions, videos, etc.

OTHER: Software, technical diagram, etc.















# **EXECUTIVE SUMMARY**

This deliverable, named "Call Dissemination Kit" (D6.2), presents a number of dissemination materials, developed in accordance with the plan described in the Content Marketing and Growth Hacking Playbook (D6.1), produced to communicate and promote greater awareness of the DAPSI's open calls to stakeholders, and thereby, communicate the main project idea, vision and ambition in order to create impact around NGI DAPSI.

In this document the most suitable dissemination materials are listed and detailed in two categories:

# Graphic material

Roll-up, poster, leaflet, postcard, business card, presentation, promotional merchandise, video.

# Digital material

Website, F6S platform, social media content, e-mail, press release.

The described dissemination materials are going to be dynamic, flexible, regularly updated according to the project evolution and needs, and accessible to the members of the consortium via the project's shared folder named "WP6 - Dissemination, exploitation and Community Building".













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# **ABBREVIATIONS**

NGI **Next Generation Internet** 

DAPSI Data Portability and Services Incubator

GIF **Graphics Interchange Format** 

URL Uniform Resource Locator

**GDPR** General Data Protection Regulation

4YFN 4 Years From Now

**CEST** Central European Summer Time













#### 1 **INTRODUCTION**

The purpose of this document is to present the project's open call communication materials designed during project's lifetime.

#### 1.1 **RELATION TO OTHER PROJECT WORK**

The D6.2 Call Dissemination Kit is related to the following work package's deliverables:

- D2.1 Survey on research challenges
- D3.1 Call documentation
- D6.1 Content Marketing and Growth Hacking Playbook

#### 1.2 STRUCTURE OF THE DOCUMENT

The document is structured as follows:

- In Section 2, we present the general dissemination objectives and target groups.
- In Section 3, we present the graphic material that can be used for the communication of the open call.
- In Section 4, we present the digital material such as the website, press releases and social media.













#### **GENERAL CALL DISSEMINATION OBJECTIVES** 2

#### 2.1 **OBJECTIVES**

It is easily understandable that the primary goal of DAPSI's Call Dissemination Kit is to equip the consortium partners with impactful dissemination material, in order to recruit the best and sufficient applicants for the open calls.

This kit will also allow to achieve the following secondary objectives:

- Promote the project, its mission and objectives;
- Attract stakeholders to the project concept;
- Promote understanding of the offer that DAPSI is bringing;
- Promote innovations in the Data Portability field and contribute to a more human-centric internet;
- Promote active participation of stakeholders in the development of DAPSI solutions and in knowledge-sharing;
- Establish and maintain a favourable reputation of the project.

#### 2.2 **TARGET GROUPS**

In accordance with the D6.1 Content Marketing and Growth Hacking Playbook and the D3.1 Call documentation, the project partners should use the dissemination materials to reach the primary target groups:

- Researchers and developers employed in third-level education institutes, research infrastructures, non-profit organisations and charitable (scientific) foundations and research centres, among others.
- Internet technologists, entrepreneurs and innovators or other Data Portability specialists.

Secondary groups will also be targeted in order to reach the primary target groups, such as: accelerators and other innovation support entities; corporates and industry; authorities, and investors.

#### 2.3 **SUBDOMAINS**

In each DAPSI open call the project team have the opportunity to define the subdomains and challenges, within the data portability field, to be addressed.

For the first DAPSI open call, and as a result of the D2.1 Survey on research challenges, the three selected subdomains are:

- Data Transparency for a more transparent personal data storage and a more fine-grained data transfer when exercising personal data access right;
- Data Compatibility & Interoperability to facilitate switches between service providers;
- Security & Privacy of consumers when their personal data are transferred from one provider to another.















#### 3 **GRAPHIC MATERIAL**

#### **ROLL-UP** 3.1

To establish the visibility of DAPSI at major logistics conferences and in person meetings, DAPSI roll-up designs have been developed. They will be produced in English. They follow the original visual identity of DAPSI in order to facilitate the recognition of the roll-up as one of the parts of the DAPSI visual elements family, both online and offline.



FIGURE 1: DAPSI ROLL-UPS















#### 3.2 POSTER (A3)

Posters can be used anywhere, inside or outdoors. They offer high visibility anywhere people gather or pass by. In addition, a A3 format exponentially increases the number of locations where they can be printed. Therefore, a DAPSI poster design have been developed to be used in a wide variety of situations, from small meetings, to workshops or bigger events.



FIGURE 2: DAPSI POSTER

#### 3.3 **LEAFLET**











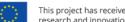


As a portable dissemination material, a leaflet enables the person who takes it to deeply analyse the information it contains (text, graphical and visual elements) making the poster a preferred material to use when there is an opportunity to distribute it personally.



FIGURE 3: DAPSI LEAFLET















#### 3.4 **POSTCARD**

Postcards are a communication option of smaller size compared to the previous ones and have the potential to be turned into a digital and dynamic visual component saving it as a Graphic Interchange Format (.GIF).



FIGURE 4: DAPSI POSTCARD (FRONT)

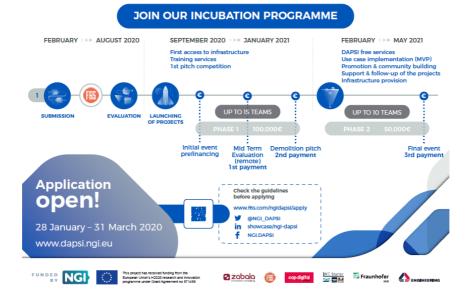


FIGURE 5: DAPSI POSTCARD (BACK)













#### 3.5 **BUSINESS CARD**

Business card are an affordable solution that can be used in situations where a follow-up contact is potentially needed.



FIGURE 6: DAPSI BUSINESS CARD

#### 3.6 **PRESENTATION**

The DAPSI open call presentation is a Microsoft PowerPoint template presentation comprising of few slides introducing the project, the challenges, the eligible applicants, timeline, funding opportunities, DAPSI technical and business support and contacts.

TABLE 1: DAPSI PRESENTATION SCREENSHOTS















#### 3.7 PROMOTIONAL MERCHANDISE

To be distributed as handouts at events, a set of promotional merchandise products, with the NGI DAPSI logo, were designed to attract the attention of the attendees and create meeting and presentation opportunities.

#### 3.7.1 T-shirt



FIGURE 7: DAPSI T-SHIRT

#### Hoodie 3.7.2



FIGURE 8: DAPSI HOODIE













#### 3.7.3 Bag



FIGURE 9: DAPSI BAG

#### 3.7.4 Notebook



FIGURE 10: DAPSI NOTEBOOK













#### 3.7.5 **ID Badge**



FIGURE 11: DAPSI ID BADGE

#### 3.8 **VIDEO**

Nowadays, video represents one of the most effective media for dissemination. It is an effective tool to communicate, that is to reach a broad audience. An attractive and dynamic video about the DAPSI open call is under production. It will be hosted in DAPSI YouTube channel<sup>1</sup>, to easily be shared on social media networks and other platforms.

1 https://www.youtube.com/channel/UCvxdSyCHwrnPjT33ZT8UItA

















#### 4 **DIGITAL MATERIAL**

#### **WEBSITE** 4.1

Under the main DASPI website (dapsi.ngi.eu) a specific page is under construction to promote the open call that will be accessible through the following URL:

https://www.dapsi.ngi.eu/apply

The webpage includes textual information regarding the open call, access do the open call set of documents, and also graphic and visual content.

#### 4.2 **F6S PLATFORM**

Under the F6S DAPSI accelerator set of pages a specific page was created to promote the open call and host the application form that all applicants will have to use. The F6S apply page will be accessible only for the period of the open call at the following URL:

https://www.f6s.com/ngidapsi/apply

#### 4.3 **SOCIAL MEDIA**

The first DAPSI open call will run for a period of two months in which 10 posts will be shared on DAPSI's social network accounts (Twitter, Facebook and LinkedIn).

**TABLE 2: SOCIAL MEDIA POSTS** 

#	Topic	Twitter	Facebook	LinkedIn
		DAPSI OPEN CALL IS OFFICIALLY LAUNCHED S	SO DAPSI OPEN CALL IS OFFICIALLY LAUNCHED SO	DAPSI OPEN CALL IS OFFICIALLY LAUNCHED
	Open call	③ up to €150k equity-free funding	③ up to €150k equity-free funding	③ up to €150k equity-free funding ※ technical and ☐ business support ☐ access to ☐ Infrastructure
1	launch	Internet innovators, you can now start your @NGI_DAPSI journey!	Internet innovators, you can now start your @NGI.DAPSI journey!	Internet innovators, you can now start your @NGI Data Portability and Services Incubator journey!
		i Open Call Info: http://www.dapsi.ngi.eu/apply  **Apply via http://f6s.com/ngidapsi/about	i Open Call Info: http://www.dapsi.ngi.eu/apply **Apply via http://f6s.com/ngidapsi/about	i Open Call Info: http://www.dapsi.ngi.eu/apply  Apply via http://f6s.com/ngidapsi/about













		<ul> <li>Internet innovators, are you ready for the #dataportability challenges?</li> <li>→ Data Transparency</li> <li>→ Data Compatibility &amp; Interoperability</li> <li>→ Security &amp; Privacy</li> </ul>	<ul> <li>Internet innovators, are you ready for the #dataportability challenges?</li> <li>→ Data Transparency</li> <li>→ Data Compatibility &amp; Interoperability</li> <li>→ Security &amp; Privacy</li> </ul>	<ul> <li>Internet innovators, are you ready for the #dataportability challenges?</li> <li>→ Data Transparency</li> <li>→ Data Compatibility &amp; Interoperability</li> <li>→ Security &amp; Privacy</li> </ul>			
2	Calling internet innovators	Apply to @NGI_DAPSI now! And let your @ vision see the light of day	Apply to @NGI.DAPSI now! And let your @vision see the light of day	Apply to @NGI Data Portability and Services Incubator now!  And let your @vision see the light of day			
		i Open Call Info: http://www.dapsi.ngi.eu/apply	i Open Call Info: http://www.dapsi.ngi.eu/apply	i Open Call Info: http://www.dapsi.ngi.eu/apply			
		**Apply via http://f6s.com/ngidapsi/about	**Apply via http://f6s.com/ngidapsi/about	*Apply via http://f6s.com/ngidapsi/about			
		#gdpr #cybersecurity #dataprotection #datasharing	#gdpr #cybersecurity #dataprotection #datasharing	#gdpr #cybersecurity #dataprotection #datasharing			
		Are you applying to @NGI_DAPSI (up to €150k + training + top infrastructure)?	Are you applying to @NGI.DAPSI (up to €150k + training + top infrastructure)?	Are you applying to @NGI Data Portability and Services Incubator (up to €150k + training + top infrastructure)?			
3	First Webinar	Join our LIVE webinar  have all your burning questions answered and get inside tips  on the application process.	Join our LIVE webinar  have all your burning questions answered and get inside tips  on the application process.	Join our LIVE webinar have all your burning questions answered and get inside tips on the application process.			
		**Save your spot via: http://f6s.com/ngidapsi/about	**Save your spot via: http://f6s.com/ngidapsi/about	*Save your spot via: http://f6s.com/ngidapsi/about			
		#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing			
		Calling all #internet innovators!	© Calling all #internet innovators!	Calling all #internet innovators!			
4	Calling internet innovators	We are open and waiting to receive your applications before 31 March	We are open and waiting to receive your applications before 31 March	We are open and waiting to receive your applications before 31 March			
		i Open Call Info: http://www.dapsi.ngi.eu/apply	i Open Call Info: http://www.dapsi.ngi.eu/apply	i Open Call Info: http://www.dapsi.ngi.eu/apply			
		*Apply via http://f6s.com/ngidapsi/about	*Apply via http://f6s.com/ngidapsi/about	*Apply via http://f6s.com/ngidapsi/about			















		#gdpr #dataportability	#gdpr #dataportability	#gdpr #dataportability		
		#cybersecurity #dataprotection #datasharing	#cybersecurity #dataprotection #datasharing	#cybersecurity #dataprotection #datasharing		
		Only few weeks left to apply to @NGI_DAPSI!	Only few weeks left to apply to @NGI.DAPSI!	Only few weeks left to apply to @NGI Data Portability and Services Incubator!		
5	First Webinar	Boost your application now - join our LIVE webinar (a) to ask us all your burning application questions (a)	Boost your application now - join our LIVE webinar  to ask us all your burning application questions	Boost your application now - join our LIVE webinar  to ask us all your burning application questions		
		** Save your spot via: http://f6s.com/ngidapsi/about	**Save your spot via: http://f6s.com/ngidapsi/about	*Save your spot via: http://f6s.com/ngidapsi/about		
		#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing		
		Are you going to @4YFN_MWC Barcelona?!	Are you going to @FourYearsFromNow Barcelona?!	Are you going to @4YFN - 4 Years from Now Barcelona?!		
6	Invitation to meet at 4YFN	Meet us at the @NGI4eu booth and check out our workshop on 25 <sup>th</sup> Feb, at 1pm in Hall 1.  We will be there for you!	Meet us at the @NGI4EU booth and check out our workshop on   25 <sup>th</sup> Feb, at 1pm in Hall 1.	Meet us at the @NGI - The Next Generation Internet booth and check out our workshop on 25th Feb, at 1pm in Hall 1.		
		#gdpr #dataportability	We will be there for you!	We will be there for you!		
		#cybersecurity #dataprotection #datasharing #4yfn	#gdpr #dataportability #cybersecurity #dataprotection #datasharing #4yfn	#gdpr #dataportability #cybersecurity #dataprotection #datasharing #4yfn		
7	4YFN participatio	We are at @4YFN_MWC, shaping the future of internet! Don't miss the opportunity to meet us!	We are at @FourYearsFromNow, shaping the future of internet! Don't miss the opportunity to meet us!	We are at @4YFN - 4 Years from Now, shaping the future of internet! Don't miss the opportunity to meet us!		
	n	#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing		
	Second Webinar			Only few days left to apply to @NGI.DAPSI!	Only few days left to apply to @NGI Data Portability and Services Incubator!	
8		Boost your application now - join our LIVE webinar  to ask us all your burning application questions	Boost your application now - join our LIVE webinar  to ask us all your burning application questions	Boost your application now - join our LIVE webinar 🔞 to ask us all your burning application questions 🖒		
		** Save your spot via: http://f6s.com/ngidapsi/about	** Save your spot via: http://f6s.com/ngidapsi/about	** Save your spot via: http://f6s.com/ngidapsi/about		











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		#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing			
		Join us today for our LIVE webinar!	Join us today for our LIVE webinar!	Join us today for our LIVE webinar!			
9	Second Webinar	*http://f6s.com/ngidapsi/abo ut	*http://f6s.com/ngidapsi/abo ut	*http://f6s.com/ngidapsi/abo ut			
		#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing			
		Last call for #internet #innovators!	Cast call for #internet #innovators!				
1 0	Last call	Apply to @NGI_DAPSI open call to get a chance of being selected among the 15 teams who will receive up to €150k equity-free #funding & access a range of support services.	Apply to @NGI.DAPSI open call to get a chance of being selected among the 15 teams who will receive up to €150k equity-free #funding & access a range of support services.	Apply to @NGI Data Portability and Services Incubator open call to get a chance of being selected among the 15 teams who will receive up to €150k equity-free #funding & access a range of support services.			
		Deadline 31/03/2020	Deadline 31/03/2020	Deadline 31/03/2020			
		#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing	#gdpr #dataportability #cybersecurity #dataprotection #datasharing			

In other to increase the visibility of each post, retain the viewers' attention, and reinforce the different messages, a set of post illustrations were developed.

**TABLE 3: SOCIAL MEDIA POST ILLUSTRATIONS** 









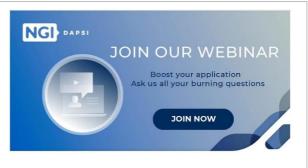
























#### 4.4 E-MAIL

#### 4.4.1 E-mail template to potential applicants

The following e-mail template was created to directly invite potential applicants.

Subject line: You are invited to join DAPSI - Get up to €150K, technical & business support, coaching and access to top infrastructure

Hello,

My name is [NAME] from [ORGANIZATION]. I am contacting to invite you to join the vibrant Data Portability and Services Incubator (DAPSI) programme!

We found out about your profile on [RESOURCE/WEBSITE] and think you'd be a great fit.

What's in it for you?

- Up to €150K equity-free funding
- Free access to top infrastructure
- Free training in business and data related topics
- Free coaching
- The opportunity to participate in a vibrant ecosystem and shape the internet of the future.

## Applications are open on F6S until 31 March - noon CEST!

Check the guidelines before applying, stay tuned by following us on social media or signing up to our newsletter, and participate in our next webinars 'DAPSI Info Sessions'.

Don't miss the opportunity and start now your application: <a href="www.f6s.com/ngidapsi/apply">www.f6s.com/ngidapsi/apply</a>

We hope to see you there!

Best regards,

[NAME]















# 4.4.2 E-mail template to intermediaries

The following e-mail template was created to involve intermediaries such as accelerators and other innovation support entities, corporates and industry, authorities, and investors, in the open call dissemination activities.

Subject line: [NAME OF INTERMEDIARY]: You are invited to Data Portability and Services Incubator! Up to €150K for internet innovators in your network

Hello,

My name is [NAME] from [ORGANIZATION]. I am contacting you because I think the Data Portability and Services Incubator (DAPSI) is very interesting for the internet innovators in your community.

The Data Portability and Services Incubator is a vibrant 9-month incubation programme, supported by the European Commission, with a €5.6 Million fund for teams developing technology solutions in the Data Portability field:

We are looking for 50 bright teams from all over Europe

The programme runs from September 2020 - May 2021

Participants get?

- Up to €150K equity-free funding
- Free access to top infrastructure
- Free training in business and data related topics
- Free coaching
- The opportunity to participate in a vibrant ecosystem and shape the internet of the future.

Potential applicants can find out all about it on the **DAPSI website**.

Applications are open on F6S until 31 March - noon CEST!

www.f6s.com/ngidapsi/apply

Please do share this opportunity	- I a	m sending	a social	media	post	that	you	can	use.
----------------------------------	-------	-----------	----------	-------	------	------	-----	-----	------

DAPSI OPEN CALL LAUNCHED

(§) up to €150k equity-free funding

**%** technical and **h** business support

access to Infrastructure

Internet innovators, you can now start your @NGI\_DAPSI journey!

i Open Call Info: <a href="http://www.dapsi.ngi.eu/apply">http://www.dapsi.ngi.eu/apply</a>

\* Apply via <a href="http://f6s.com/ngidapsi/about">http://f6s.com/ngidapsi/about</a>

















Thank you for your time,

[NAME]

#### 4.4.3 E-mail template to partner projects

The following e-mail template was created to disseminate DAPSI's open call through the communication channels of all the projects in which the partners are involved.

Subject line: Request from [NAME YOUR ORGANISATION]: Your help is needed in disseminating the DAPSI open calls

Dear [NAME],

As a partner of [NAME YOUR ORGANISATION/PROJECT], we wanted to ask for your help in disseminating the Open Call of one of our exciting projects, Data Portability and Services Incubator (supported by the European Commission).

Could you post a blog, tweet, or send out in your newsletter? We would really appreciate it!

## Newsletter text

Title: Are you ready for the Data Portability challenges?

Text: DAPSI is looking for internet innovators, to join their 9-month incubation programme. Get up to €150K, free technical & business support, access to top infrastructure, the opportunity to participate in a vibrant ecosystem and shape the future of internet.

Apply until 31 March: https://dapsi.ngi.eu











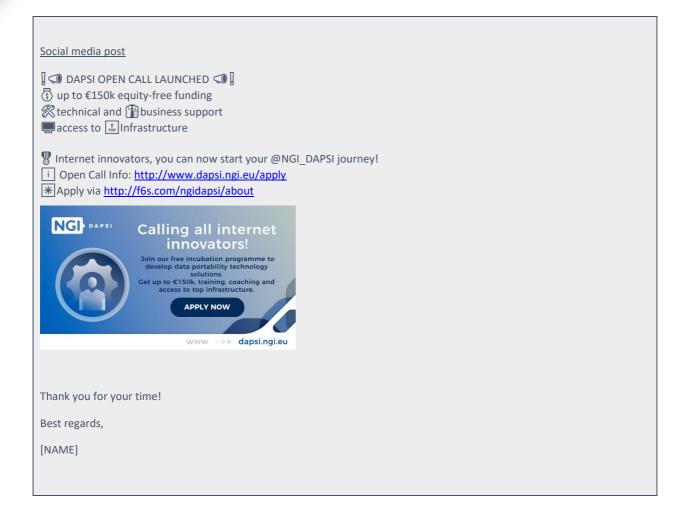






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# 4.4.4 E-mail to press and media contacts

In other to introduce the DAPSI's open call press release to the press and media entities, the following e-mail template was created.

Subject line: Story for [NAME OF PRESS ORGANISATION]: New €5.6 Million fund and incubation programme for data portability internet innovators

Hello,

My name is [NAME] from [ORGANIZATION]. I am contacting you because I think this story will be very interesting for the readers of your [NAME OF PUBLICATION].

The Data Portability and Services Incubator (DAPSI) is looking for internet innovators in Europe, including in [YOUR COUNTRY], with ideas to solve Data Portability challenges, for a vibrant 9-month incubation programme (September 2020 - May 2021), supported by the European Commission's Next Generation Internet initiative.









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# Selected participants get?

- Up to €150K equity-free funding
- Free access to top infrastructure
- Free training in business and data related topics
- Free coaching
- The opportunity to participate in a vibrant ecosystem and shape the internet of the future.

Applications are open on F6S until 31 March - noon CEST!

www.f6s.com/ngidapsi/apply

If you do cover DAPSI, we would love to hear about it and help to promote your article!

Thank you for your time,

Best wishes,

[NAME]

P.S. I am attaching the official press release and a social media post below:

- DAPSI OPEN CALL LAUNCHED 🐠
- (§) up to €150k equity-free funding
- **%** technical and **business** support
- access to Infrastructure
- Internet innovators, you can now start your @NGI\_DAPSI journey!
- i Open Call Info: http://www.dapsi.ngi.eu/apply
- \*Apply via <a href="http://f6s.com/ngidapsi/about">http://f6s.com/ngidapsi/about</a>

















## 4.5 PRESS RELEASE

To notify the media about DAPSI's open call a press release will be sent targeting the different DAPSI's audiences according to the Content Marketing and Growth Hacking Playbook.



This project has received funding from the European Union's H2020 research and innovation programme under Grant Agreement no 871498

# New €5.6 Million fund and incubation program to empower data portability innovators

Are you an internet innovator ready to tackle the data portability challenges?

Join DAPSI programme and get up to €150k, technical & business support, and access to top infrastructure

## Applications are open

The Data Portability and Services Incubator (DAPSI) has a €5.6 Million fund to empower internet innovators, to develop solutions in the Data Portability field.

The General Data Protection Regulation (GDPR) has the purpose of making significantly easier for citizens to have any data which is stored with one service provider transmitted directly to another provider. But in most cases, it is still difficult to do so.

DAPSI will support top-notch teams through a 9-month incubation programme where experts in diverse fields will provide a successful working methodology, access to top infrastructure, training in business and data related topics, coaching, mentoring, and a vibrant ecosystem. On top of that, each DAPSI team can receive up to €150k equity-free funding.

## How does it work?

In a two-phase incubation programme, the teams will develop advanced research activities in the Data Portability field, attend online and on-site training sessions, pitch and access top infrastructures, with coaching support to work on use cases. The best teams will progress to the phase two where the use cases will be fostered to evolve into solid projects to gain enough traction for deployment and get ready for the market.

Are you ready for the Data Portability challenges? Apply here

Deadline 31 March 2020, 12:00 (noon) CEST

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# 5 CONCLUSION

The Call Dissemination Kit, as presented in this document, aims to support project partners to successfully promote DAPSI's open calls through various formats and communication channels. Dissemination and communication of open calls will consist of a joined coordinating effort.

Being at the very initial phase of the project the content aims to deliver simple messages, not going into too much technical details, and its meant to reach all innovators in the recent data portability field.

This call dissemination kit is crafted to be all dynamic and flexible. It allows the project team to adapt to future developments, especially considering Advisory Board suggestions and lessons learned from the first open call and project initial activities.









