FIREURISK - DEVELOPING A HOLISTIC, RISK-WISE STRATEGY FOR EUROPEAN WILDFIRE MANAGEMENT

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Task:	5.1 Selection of products for PS scalability demos
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Executive Summary

The organisation of Demonstration Events in 5 regional Pilot Sites aims at engaging target users in outreach and training activities to receive requirements and feedback on the project's outcomes as well as to involve stakeholders in co-designing the FirEUrisk conceptual framework, and co-developing and testing the project's systems.

The definition of an action plan to manage and involve End-users in FirEUrisk activities is crucial to ensuring the smooth integration of FirEUrisk products, assessing the suitability of the products to tackle stakeholders' needs, and fostering fruitful interactions between the consortium and end-users.

The objective of this action plan is to identify potential audiences and outline a strategy for: engaging with multiple stakeholders, promoting the participation of end-users in the activities of FirEUrisk within the WP5 objectives, identifying leading institutions to coordinate the outreach and dissemination plan, and identifying engagement activities with end-users partaking in WP5 Pilot Sites Demonstration Events.

This report is structured in three sections: First, the objectives of the action plan are introduced, second, a list of engaged and potential users is provided, and third, a preliminary action plan is outlined. The action plan will be refined and extended in the deliverable "D5.5 Management of study cases" led by GMV and to be submitted in M18, September 2022.

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List of Applicable documents

Table 1-1 List of Applicable documents

Ref.	Title	Code	Version	Date
[AD.1]	Fireurisk - developing a holistic, risk-wise strategy for european wildfire management	SEP-210687640	ver 1.0	02/09/2020
[AD.2]	D6.1 FirEUrisk network establishment and register	D6.1	ver 0.1	28/05/2021

List of Acronyms

Table 1-2 List of Acronymns

Acronym	Expansion
EUAB	End-Users Advisory Board
KPI	Key Performance Indicator
PS	Pilot Site
PSDE	Pilot Site Demonstration Events
Work package	WP

1 Introduction

FireEUrisk will produce a list of products for fire risk assessment, reduction, and adaptation to future fire regimes seeking a long-term impact on policy and decision-makers involved in land-planning as well as forest and fire management. FirEUrisk **is expected to bring high academic, technological and social impacts to improve fire risk management across Europe, in the context of global climatic and land-use changes and maximise the potential impact of the project beyond its formal duration.** To do so, the project will follow a communication strategy to disseminate the results of the project (WP6 Policy integration & outreach - Networking & dissemination) and develop an action plan for engaging end users in the activities of the project (WP5 Pilot Sites and Demonstration Areas). The objective of the latter aims at **engaging target users in outreach and training activities to receive user requirements and feedback on the project outcomes and involve stakeholders in co-designing the FirEUrisk conceptual framework, co-developing, and testing the project systems in collaboration with wildfire experts and practitioners from around the globe in pilot sites across Europe and demonstrating results to a large number of stakeholders** [AD.1].

To showcase the scalability of the proposed solutions, 5 regional Pilot Sites (PS) across Europe have been selected. The host regions are Kalmar County in Sweden, Brandenburg and Saxony in Germany, Bohemia in Czech Republic, Silesia in Poland, Central Portugal, Barcelona in Spain, and Attica in Greece (Figure 1-1). In addition, some products will be also implemented at European scale. Users engaged through all the project activities and interested in FirEUrisk products will be invited to attend demonstration activities in PS to show them potential applications. In this document, a preliminary action plan for end-users involvement is provided. This plan will be refined and extended in the deliverable "D5.5 Management of study cases" led by GMV and to be submitted in M18, September 2022.
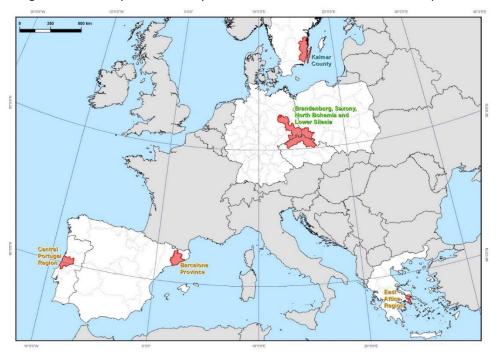

Figure 1-1 Pilot Sites (shown in red)

1.1 Purpose of the document

The objective of the action plan is to identify end-users and outline a strategy for engagement within the work package 5 (WP) objectives, informing stakeholders about the outcomes of the project, fostering knowledge transfer across communities, establishing collaboration among institutions and partners, and contributing to the achievement of the Key Performance Indicators (KPI) of the project. In particular, those related to end-users' engagement, KPIs 2 and 4 [AD.1]:

- **KPI 2:** Support joint professional training and common operational exercises **involving multiple stakeholders**, addressing the full range of wildfire management tasks in 5 PS and tested in other areas during the fire season.
- **KPI 4: Engage leaders of local communities** in fire risk assessment and reduction strategies through a Wiki platform and citizen-science based App in 3-5 PS.

Specific objectives are to:

- **Define the main steps to develop a plan for promoting the participation of end-users from different target audiences** in the WP5 PS Demonstration Events (DE).
- **Identify leading institutions** to coordinate and define the outreach and dissemination plan for PSDE.
- **Identify engagement activities** with end-users partaking in WP5 PSDE.

1.2 Structure of the Document

This document is structured in three sections. First, the objectives of the document are presented, second, users and stakeholders are introduced, third, a preliminary action plan for end-users' management and involvement in PSDE is provided.

2 Stakeholders and end-users

The consortium will engage with stakeholders from public and private institutions from different sectors such as academia, industry, governmental agencies, policy- and decision making institutions, civil society organisations, and general public. A wide range of backgrounds should be considered to nominate experts who will provide comments at different stages of the product life cycle, i.e. from design to implementation. The consortium has distinguished several groups potentially interested in the FirEUrisk activities and related outcomes (Table 2-1) [AD.1]:

Table 2-1 Target stakeholders groups

Group	Potential institutions	Expected contributions
Scientific community	Broad Scientific community in diverse fields linked to the proposal, including other related EU proposals.	Experts in different complementary fields that can provide their insights and knowledge, and foster international collaborations
First responders	Civil protection, firefighters, forest agents, police, military, pilots	First-hand experience, training, validation.
Landowners / managers	Private and public landowners, forest managers, land tenants, local authorities	Assessment on the effects and costs of different management and policy options, on ecological vulnerability, on interactions between fuel hazard and forest management
Policy- and regulation- makers	Local/Regional, National or EU/International levels	Authorities at various levels of action have direct influence on regulations over land use, planning, environmental and civil protection, and economic activities. Impact at these four levels is sought
Industrial stakeholders	Pulp and paper, communication and power, furniture, house construction, service providers, tourism, insurance, equipment developers	Assessment of the economic impacts of fires, support in infrastructure vulnerability assessment, look for opportunities to develop new products and services to create new jobs.
Civil society organisations	Professional bodies, scouts, media, foundations, training centres, charities, NGOs	Provide public attitudes and perceptions data. Channel policy, prevention and preparedness project outputs. Identify and analyse 'good practices' in ET countries
Risk prevention communities	Local communities affected by fires, protection organisations, local volunteer units	Test the methodological framework for communities' vulnerability and coping capacity assessment, strengthen adaptive capacities and overall resilience at the WUI level
General public	Urban and rural communities, teachers and local leaders	Participate in citizen-science tasks

As part of the target stakeholder groups, 24 institutions have been already engaged through letters of support and letters of interest (Table 2-2). As expressed in the proposal, WP5 will lean and leverage upon engaged end-users to design and plan the FirEUrisk PSDE planned in WP5 [AD.1]. Their involvement will be based on application interests, expertise or closeness to the demonstration sites.

It is worth noting that WP5 tasks are organised in two broad loops of activities: the first two years of the project seek the involvement of new and engaged end-users while the demonstration events are scheduled for years 3 and 4, with a realm of activities for validation and dissemination of results.

Table 2-2 Engaged organisations

Organisation	Country	Target group	Website
Vertus Wildfire	USA	Industrial stakeholders	https://sageunderwriters.com/
Centre de la Propietat Forestal	Spain	Landowners / Managers	http://cpf.gencat.cat/ca/inici
Bouches du-Rhone Fire department	France	First responders	https://pompiers13.org/
Generalitat Valenciana, Fire Department	Spain	First responders	https://www.gva.es/en/inicio/presentacion
Deputy delegate for Mobility, Natural Areas and Forest Fire Prevention at Diputació de Barcelona	Spain	Policy- and regulation- makers	https://www.diba.cat/en/web/directori/diputat-delegat-de-mobilitat-espais-naturals-i-prevencio-d-incendis-forestals
Asociatia Administratorilor de Paduri	Romania	Policy- and regulation- makers	https://ocoalesilvice.ro/
IUFRO-Department of Environmental Science and Policy, University of California Davis	USA	Scientific community	https://www.iufro.org/ https://caes.ucdavis.edu/research/dept/esp
Krkonoše Mountains National Park Administration	Czech republic	Landowners / Managers	https://www.krnap.cz/en/
Chief of the Group of Forest Operations, Catalan Fire and Rescue Service	Spain	First responders	http://interior.gencat.cat/ca/arees_dactuacio/bombers/
Republic of Croatia, Split- Dalmatia County Prefect	Croatia	Policy- and regulation- makers	https://vlada.gov.hr/en
Ministerul Afacerilor Interne Departamentul Pentru Situatii De Urgenta	Romania	Policy- and regulation- makers	http://www.dsu.mai.gov.ro/
APPR- Asociatia Proprietarilor De Paduri Din Romania	Romania	Civil society organisations	http://www.appr.org.ro/
Escola Nacional de Bombeiros	Portugal	First responders	https://www.enb.pt/
Department of Forest Management and Applied Geoinformatics – FMAG, Mendel University in Brno	Czech Republic	Scientific community	https://www.ldf.mendelu.cz/en/departments/30285-department-of-forest-management-and-applied-geoinformatics
Ecole National Superieure d' Architecture de Marseille	France	Scientific community	https://www.marseille.archi.fr/
Italian Institute for Environmental Protection and Research (ISPRA)	Italy	Scientific community	https://www.isprambiente.gov.it/en
Regione Autonoma de Sardigna	Italy	Policy- and regulation- makers	https://www.regione.sardegna.it/
ERATOSTHENES Centre of Excellence and EXCELSIOR H2020 Teaming Project	Greece	Scientific community	https://excelsior2020.eu/
ANEPC- Portuguese National Authority for Emergency and Civil protection	Portugal	First responders	http://www.prociv.pt/en-us/Pages/default.aspx
Forest Research UK	United Kingdom	Scientific community	https://www.forestresearch.gov.uk/
Instituto Nacional de Conservação das Florestas e da Natureza, ICNF	Portugal	Scientific community	https://www.icnf.pt/
Swedish University of Agricultural Sciences Department of Forest Ecology and Management	Sweden	Scientific community	https://www.slu.se/en/departments/forest-ecology-management/
Direction Générale des Services, Direction Générale Adjointe Développement de l'Economie Territoriale Insertion Environnement	France	Policy- and regulation- makers	https://herault.fr/

Further stakeholders will be identified and invited to demonstration events by the PS leaders in collaboration with the Consortium Point of Contact (if any), and GMV. Representatives of each group of stakeholders will be grouped by Advisory Boards (Observatory, Scientific forum, and End-Users Advisory Board) and provide the consortium with the following contributions:

- **The Observatory:** 12-15 experts, practitioners or representatives from organisations, enterprises and communities with strong links to consortium members, invited to provide inputs related to requirements, assist on the development of impact and exploitation plans, constantly evaluate project methods, and findings.
- **Scientific forum:** 12 scientists will provide feedback on the development of the products.
- **End-Users Board (EUAB):** 9-15 members (3 stakeholders per Pilot Site) representing the following stakeholders organised in two groups: Group (A) **Authorities** (civil protection, land use authorities, environmental protection agency, forest service, incident commanders, fire chiefs, firefighters) and group (B) **Landowners** (public, private or association).

3 Pilot Sites End-users' Engagement Activities and Involvement Action Plan

The action plan to contact and engage users and stakeholders for the demonstration activities carried out in the planned PS will follow a cascading approach:

- First, the EUAB leaders (RISE and UCO) will carry out an assessment of engaged stakeholders to select members for the Advisory Board. The initial list of members of the EUAB can be found in the deliverable "D6.1 FirEUrisk network establishment and register", led by SAFE [AD.2]. The members of the **EUAB** will be involved actively at the beginning of the project to inform the project on the problems faced in their daily wilfire management activities and the needs that they have for improving the situation. Also, we envisage initial feedback on the development of FirEUrisk products concerning their feasibility and usability.
- Second, the list of End Users will be progressively **enlarged through the EUAB's business networks**, as the project progresses. These end-users will be **informed** of the goals achieved during the first two years of the project and invited to attend to specific PSDE, according to their interests. During this period of engagements, the stakeholders will be be asked to provide specific **requirements and needs** relative to wildfire management in their locations or scope of activities.
- Third, questionnaires will be prepared and circulated to collect feedback from end-users on the **technical quality, usability, satisfaction and implementation of the products** at regional and pan-European scale.

The activities during the first few years concerns:

1) Questionnaires circulated to members of the EUAB and other identified end-users.
2) Regular meetings of the EUAB (September 2021, January 2022, June 2022, November 2022, etc.) in which the status of the project and end-users' problems and needs will be discussed.
3) Active contacts from the project team to specific EUAB members should particular question arise.

3.1 Product Portfolio

GMV will prepare a **product portfolio template** to collect a preliminary list of products to be offered during the PSDE as well as potentially interested end-users in M2, May 2021. The preliminary list of users will serve as a basis to assess the representation of stakeholder groups in each PS and seek the involvement of additional end-users.

The members of the project working in WPs 1-4 will also contribute to preparing an initial set of **end-users' requirements** in line with the needs covered by the products. This list will be submitted by M12, March 2022, and will be sent to the EUAB to receive their feedback. The final portfolio will be submitted in the deliverable, "D5.2 Portfolio of demonstration products for Pilot Sites and pan-European demos" led by REEFMC, to be submitted in M24, March 2023.

3.2 Liaise between FirEUrisk Boards and Pilot Site leaders to define a communication plan

Once the definition of poducts in the technical WPs (1-4) is accomplished, the EUAB leaders will discuss with all the members of the EUAB the identification of relevant end-users who could contribute to the successful implementation of the outcomes of the project in the regional PS. Also, the consortium will consider the advice of the EUAB, the Observatory, the Scientific forum, the PS leaders, the Dissemination and Exploitation Board, and GMV as WP5 coordinator to **agree on the information that will be shared and the communication channels to be used, define the responsibilities and the roles of stakeholders and end-users, and establish key messages and communication protocols according to the audiences and stakeholders groups to be invited to the PSDE.** The agreed plan will be included in the deliverable "D5.5 Management of study cases". The institutions that will be involved in these activities are listed in Table 3-1.

Table 3-1 Boards and Pilot Sites leaders

Boards and Pilot Sites leaders	Leading Institution
Observatory	ADAI / TUD
Scientific Forum	UAVR
End Users Board	RISE / UCO
Dissemination and Exploitation Board	ARBONAUT
PS1: Northern Europe: Sweden	RISE
PS2: Central Europe – Eastern Europe: Germany, Poland, Czech Republic	TUD
PS3: Mediterranean region – Portugal	ADAI
PS4: Mediterranean region – Spain	UdL
PS5: Mediterranean region – Greece	KEMEA
EU Territory	ADAI / UAH / GMV

3.3 New Engagements with End-users per Pilot Site

Apart from the Boards aforementioned, the consortium expects to enlarge the list of stakeholders involved in FirEUrisk through dissemination activities coordinated from WP6 and the PSDE coordinated in WP5. Furthermore, **new engagements will be fostered based on the target audiences and end-users identified through the preliminary product portfolio.** The PSDE will be open for local, European, and international stakeholders interested in the outcomes of the project. An initial set of organisations potentially interested in the FirEUrisk activities has been identified (Table 3-2-9).

Table 3-2 Potential Stakeholders for the Pilot Site 1: Northern Europe, Sweden

Potential stakeholders	Country	Target group	Website
Swedish University of Agricultural Sciences	Sweden	Scientific community	https://www.slu.se/en/
The Royal Swedish Agricultural Academy	Sweden	Scientific community	https://www.ksla.se/en/
Tall Timbers	Sweden	Scientific community	https://talltimbers.org/
The Swedish Civil Contingencies Agency (MSB)	Sweden	First responders	https://www.msb.se/en/
Swedish Forest Agency	Sweden	Authority	https://www.skogsstyrelsen.se/en/
Federation of Swedish Farmers	Sweden	Landowners / managers	www.lrf.se; www.nordicforestry.org
Swedish Forest Industries	Sweden	Industrial stakeholders	https://www.forestindustries.se/
Holmen Skog AB	Sweden	Industry / landowner	https://www.holmen.com/en/forest/

Table 3-3 Potential Stakeholders for the Pilot Site 2: Central Europe, Germany, Poland, and Czech Republic

Potential stakeholders	Country	Target group	Website
Oroatech	Germany	Scientific community	https://ororatech.com/
Technical University in Zvolen	Slovakia	Scientific community	https://www.tuzvo.sk/en/technical-university-zvolen
GFZ-Postdam	Germany	Scientific community	https://www.gfz-potsdam.de/startseite/
Vytautas Magnus University	Lithuania	Scientific community	https://www.vdu.lt/en/
Wageningen University and Research	The Netherlands	Scientific community	https://www.wur.nl/es.htm
University of Paris 13	France	Scientific community	https://www.univ-paris13.fr/
Czech University of Life Sciences Prague, CULS	Czech republic	Scientific community	https://www.czu.cz/en
Paclacký University, Olomouc	Czech republic	Scientific community	https://www.upol.cz/en/
JSC Adrida, Greengold management	Lithuania	Landowners / Managers	https://greengold-timberlands.eu/
Fransylva	France	Landowners / Managers	https://www.fransylva.fr/
InnovaWood	Belgium	Industrial stakeholders	http://www.innovawood.com/
Miško aukcionas	Lithuania	Industrial stakeholders	https://www.foros.com/86
Via GIS	Lithuania	Industrial stakeholders	https://www.viagis.lt/en/

Table 3-4 Potential stakeholders for the Pilot Site 3: Mediterranean region: Portugal

Potential stakeholders	Country	Target group	Website
Instituto Português do Mar e da Atmosfera, I. P. (IPMA, I. P.), IPMA-PT	Portugal	Scientific community	https://www.ipma.pt/
Universidade de Lisboa	Portugal	Scientific community	https://www.ulisboa.pt/en
Universidade de Tras-os-Montes e Alto Douro	Portugal	Scientific community	https://www.utad.pt/
Comunidade Intermunicipal do Algarve (AMAL)	Portugal	Policy and regulation makers	https://amal.pt/
Tesselo	Portugal	Industrial stakeholders	https://tesselo.com/
Forestis	Portugal	Civil society organisation	https://forestis.pt/
RAIZ-Navigator	Portugal	Scientific community / Industrial stakeholders	http://raiz-iifp.pt/en/institute/ http://en.thenavigatorcompany.com/Pulp-and-Paper/Research-Development

Table 3-5 Potential stakeholders for the Pilot Site 4: Mediterranean region: Spain

Potential stakeholders	Country	Target group	Website
Universidad Politécnica de Madrid	Spain	Scientific community	https://www.upm.es/internacional
Forest and Wood Technology Research Centre (CETEMAS)	Spain	Scientific community	http://www.cetemas.es/
University of Vigo faculty of Forestry	Spain	Scientific community	https://www.uvigo.gal/en
PEMADE University Santiago de Compostela	Spain	Scientific community	https://www.pemade.com/
DIH-LEAF, centro de gestión forestal / ganadero	Spain	Landowners / Managers	https://www.dih-leaf.eu/
NEIKER	Spain	Scientific community	https://neiker.eus/en/
INIA	Spain	Scientific community	http://www.inia.es/IniaPortal/verPresentacionIngles.action
Confederación de Organizaciones de Silvicultores de España (COSE)	Spain	Industrial stakeholders	https://www.selvicultor.net/
IDAF	Spain	Industrial stakeholders	http://www.idaf.es/
Cesefor	Spain	Industrial stakeholders	https://www.cesefor.com/
Agresta	Spain	Industrial stakeholders	https://agresta.org/
COTESA	Spain	Industrial stakeholders	http://cotesa.grupotecopy.es/
fmC forestal y medioambiente consultores	Spain	Industrial stakeholders	https://www.fmc-galicia.com/
Grupo Tragsa	Spain	Industrial stakeholders	https://www.tragsa.es/es/Paginas/default.aspx
ENCE	Spain	Industrial stakeholders	https://ence.es/
Madera Plus	Spain	Industrial stakeholders	http://www.maderaplus.es/index.php/es/
CIS-Madeira	Spain	Industrial stakeholders	http://www.cismadeira.com/ingles/inicial.html
Asociación Forestal de Galicia (AFG)	Spain	Civil society organisations	https://asociacionforestal.gal/#

Table 3-6 Potential stakeholders for the Pilot Site PS 5 Mediterranean region: Greece

Potential stakeholders	Country	Target group	Website
Hellenic Ministry of Environment and Energy and Climate Change	Greece	Policy and regulation makers	http://www.ermis.gov.gr/portal/page/portal/ermis/
Hellenic Fire Academy	Greece	First responders	https://academy.fireservice.gr/en/
The Hellenic Voluntary Firefighters Association	Greece	Civil society organisations	https://vfu.gr/
General secretariat for civil protection	Greece	Policy and regulation makers	https://www.civilprotection.gr/en/civil-protection-operations-centre

Table 3-7 Potential stakeholders for the European Territory Demonstration

Potential stakeholders	Target group	Website
FIRE-IN	First responders	https://fire-in.eu/en/
Disaster Risk Management Knowledge Centre, DRMKC	Policy and regulation makers	https://drmkc.jrc.ec.europa.eu/
European Forest Fire Information System, EFFIS	Policy and regulation makers	https://effis.jrc.ec.europa.eu/
Copernicus Emergency Management Service, CEMS	Policy and regulation makers	https://emergency.copernicus.eu/
International Union of Forest Research Organizations, IUFRO	Policy and regulation makers	https://www.iufro.org/
Federation of the European Union Fire Officer Associations, FEU	Industrial stakeholders	https://www.f-e-u.org/index.php

Potential stakeholders	Target group	Website
The Confederation of European Forest Owners, CEPF	Industrial stakeholders	https://www.cepf-eu.org/
Mediterranean and Black Sea Security Practitioners' Network, MEDEA	Civil society organisations	https://www.medea-project.eu/
COST-FireLinks	Civil society organisations	https://firelinks.eu/
The South, Central and Eastern Europe Regional Information Network (SCERIN) of GOFC-GOLD (Global Observation of Forest and Land-use Dynamics)	Civil society organisations	https://www.scerin.eu/
Directorate-General European Protection and Humanitarian Aid Operations, DGECHO	Risk prevention communities	https://ec.europa.eu/info/departments/humanitarian-aid-and-civil-protection_en

Table 3-8 Potential international stakeholders

Potential stakeholders	Target group	Website
Fire Modeling Institute's, FMI	Scientific community	https://www.firelab.org/fmi
International association of fire and rescue services	First responders	https://www.ctif.org/
International Family Forest Alliance, IFFA	Landowners / Managers	http://www.familyforestryalliance.org/home
FAO- Silva mediterranea	Policy and regulation makers	http://www.fao.org/forestry/silva-mediterranea/en/
International Association of fire and rescue services, CTIF	Civil society organisations	https://www.ctif.org/
Forest Stewardship Council, FSC	Civil society organisations	https://fsc.org/en
New Generations Plantations, NGP	Industrial stakeholders	https://newgenerationplantations.org/

3.4 Pre-demonstration Event: End-users management and involvement

The following non-exhaustive list of activities is foreseen to be accomplished as part of the "Pre-Demonstration Event Action Plan", which will be completed and extended in the deliverable "D5.5 Management of study cases" (M18). These activities will be supported by the PS leaders and developed in line with the "Communication Strategy" defined in WP6.

- **Establish a plan for regular announcements to reach target audiences through the project's website, newsletters, and the social media FirEUrisk accounts** in line with the "Communication Strategy" of FirEUrisk to be developed in WP6.
- **Definition of the Agenda for each Pilot Site Demonstration Events**.
- **Regular meetings of the EUAB**.
- **Preparation of the dissemination materials tailored to each PS target audiences**.
- **Prepare a list of Frequently Asked Questions** about the role of end-users in the PSDE.
- **Design of end-users satisfaction questionnaires** that will be circulated to receive feedback on the organisation of the event to improve future ones.
- **Design of the product demonstration validation template**: This activity will be led by TUD and reported in the deliverable "5.3 Report on the Standardisation of the Demonstration Products" in M24, March 2023.

3.5   Post-Demonstration Event: End-users management and involvement

End-users invited to the PSDE will contribute to assessing the suitability of the developed products according to the requirements gathered in the deliverable "5.1 User Requirements Data Base and Report" led by GMV, to be submitted in M20, November 2022. The following activity will be carried out as part of the "Post-Demonstration Event Action Plan":

- **Results of the PSDE**: The products presented, the outcomes of engagement activities, and the feedback received will be collected in a series of deliverables "D5.6-12 Reports of FirEUrisk Pilot Site Demonstrations" led by the Pilot Sites leaders and to be submitted in M28-M47, July 2023-February 2025.

3.6 Calendar of End users Management and Involvement in Pilot Sites and Demos

Actions	Months																																															
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48
Product portfolio	█	█																																														
Communication plan	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█																														
New Engagements with End Users per Pilot Site	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	
Pre-demonstration Event: End Users Management and Involvement	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█																							
Post-demonstration Event: End Users Management and Involvement																											█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	