

Building an effective business plan and exploring potential (financial) cooperations

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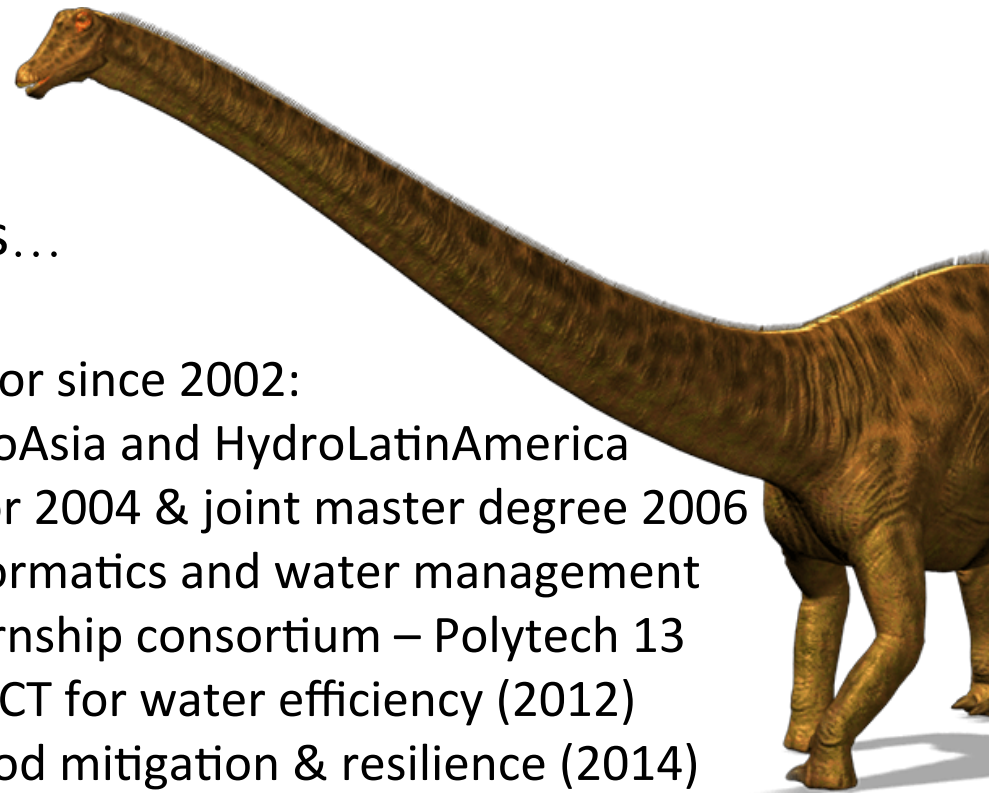
Membre de UNIVERSITÉ CÔTE D'AZUR



POLYTECH^e
NICE-SOPHIA

From previous experiences...

- Intensive Program coordinator since 2002:
HydroEurope and then HydroAsia and HydroLatinAmerica
 - Erasmus Mundus coordinator 2004 & joint master degree 2006
with EuroAquae – Hydroinformatics and water management
 - Erasmus and Erasmus + Internship consortium – Polytech 13
 - FP7 coordinator for @qua - ICT for water efficiency (2012)
 - Partner of FP7 CORFU on flood mitigation & resilience (2014)
 - Partner of FP7 Pearl and H2020 WIDEST (2015)
 - Partner of H2020 ANYWHERE & Reaching Out
 - + coordinator of various R&D projects related to water
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- Director Polytech Nice Sophia – Graduate school of engineering -
Nice Sophia Antipolis University – 1500 students, 35% of foreign
students from 53 nationalities in 2017



1. First priority: Establish a joint degree!!!!!!
Why? Because it provide recognition to the initiative (integration within regular curricula & courses - ECTS) and financial support (average cost per student in engineering: € 12,000)
Example: EuroAquaee joint degree since 2006 with 5 EU awarding institutions



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Join us & Apply now!



Join a unique international MSc. programme and be graduated from 5 European leading universities!



Candidates requesting Erasmus Mundus scholarships (Cat. A) are

?



Framework



Partners

and research activities: World Meteorological Organization - WMO, Suez Environment, Lyonnaise des Eaux, Centre Int. de

EuroAqua+ joint master degree:

1. Developing a brand ...



2. Unique profile of graduates (capacity to adapt and work in a global environment)
3. Possibility to expand the network with 4 non EU institutions (and 6 in 2009, 11 in 2016 ...) and enrich the consortium with added values
4. Creation of a Club of Friends: companies developing activity within the domain and at the international level. Offering internships and jobs to young engineers. About 25 active partners with EuroAqua consortium.

Increase resources with various actions:

1. Engage several programs: Erasmus+ actions, EMJMD, bilateral actions, etc.
2. Promote research programs and actions with your academic partners and your industrial partners

Example: FP7- CORFU - Urban flooding and mitigation strategies / Resilience - www.corfu7.eu



- 17 partners in 10 countries (especially Asia)
- About 5.2 M€ budget (FP7 + co-financing)
- New methods & tools (Flood Resilience Index)
- New partnerships for new initiatives (research & education)

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Research & Development projects

Example: @qua – ICT for Water Efficiency

- 17 partners from 10 EU countries (2010 – 2013)
- Combining expertise from 3 sectors: water utilities, IT & research entities
- Interest to develop a strategy for developing IT solutions in the water sector
- Conclusions reused for Horizon 2020 priorities
- Definition of new actions: H2020 – WIDEST, Reaching Out & Anywhere



What is sustainability?

- Higher Education landscape is dynamic ...
- Education is not a business ...
- Risk management: innovation is not synonym to sustainability... (reactivity vs sustainability)

Priorities:

- Institutional and professional endorsements
- Synergy between education & research
- Mixing of initiatives & frameworks in order to get diversity of supports
- Keep motivation!

1. Which stakeholders have you involved in the design and implementation of your sustainability and business plan?

Which actions proved to be particularly successful and what obstacles did you encounter?



2. How did your Master programme manage to involve non-educations actors and representatives from the business world in order to attract other sources of funding?

What are the mutual benefits of these collaborations?



3. What resources does your Consortium dedicate to promoting the sustainability of the programme?

How does your Master facilitate the involvement of self-funded students from Programme and Partner countries and which information sources do you provide to them?

Business
Collaboration
Solution



Thanks for your participation!



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