

D5.2 DISSEMINATION AND COMMUNICATION PLAN

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PARTNERS





















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D5.2 DISSEMINATION AND COMMUNICATION PLAN

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The FINE Consortium is the following:

Participant number	Participant organisation name	Short name	Country
1	Finance Innovation	FI	FR
2	AcrossLimits	AL	MT
3	CrowdfundingHub	CFH	NL
4	Asociatia Romana de Fintech (ROFINTECH)	RF	RO
5	F6S Network Limited	F6S	IE
6	Fintech Corridor	FC	IE
7	Truffle Capital	TC	FR
8	Impulse4Women	I4W	ES



EXECUTIVE SUMMARY

The purpose of this document is to provide the Deliverable 5.2 Dissemination and Communication Plan of the Work Package 5 of the FINE project.

F6S leads WP5, the management and implementation of dissemination, communication, and sustainability activities. The aim of WP5 is to engage with target stakeholders through dissemination and communication activities, communicate project results and outputs, generate awareness about project events and activities, and support exploitation and sustainability activities of the project.

This deliverable, details, as defined in Task 5.1 - Dissemination and Communication Planning of WP5, "the communication strategy; visual and verbal brand guidelines and the media as well as channels and tools that will be used for dissemination and specific platforms for social media engagement." It will also introduce strategies for engaging target groups through selected communication tools and channels, and how internal and external activities and events can multiply the effects of the FINE message.

This document, developed on M6 and with an organic nature, will be updated on M12 and M24 for internal control of the project partners. The project will additionally present its preliminary exploitation and sustainability strategy, with a comprehensive elaboration planned in Task 5.4 - Exploitation and Sustainability Activities. The detailed Exploitation and Sustainability Strategy is expected to be provided by AL on month 24 in deliverable 5.5.





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1. Introduction

The Fintech Investor Network and Ecosystem aims to build stronger connections among fintech networks, both locally and internationally. The overarching goal of the FINE project is to expand the connectivity and cooperation between Fintech investors across Europe, ensuring a greater flow of capital, knowledge, and engagement of investors from more developed to less-connected innovation ecosystems to create more connected, inclusive, and open innovation ecosystems in Fintech.

The deliverable 5.2. Dissemination and Communication Plan is a public document and consists of proactive and thought-out communication initiatives aligning the precise goals set forth by the communications leader, F6S, with the primary objectives of the Work Package 5: Engaging with target stakeholders through dissemination and communication activities; communicating project results and outputs; generating awareness about project events and activities; and supporting exploitation and sustainability activities of the project.

The deliverable follows the work plan of Task 5.1, in which it will identify the communication strategy to follow to engage target groups, the visual and verbal brand guidelines, the channels and tools that will be used for dissemination and social media engagement and the campaign plan for online content creation. Also, a key part of this task is the identification of multiplier organisations beyond the project partners that will enable the rapid and wide-reaching engagement of several fintech ecosystem stakeholders.

This deliverable has an organic nature and will be updated once a year during the project duration for the project partners. Dissemination and Communication Reports (D5.3 and 5.4) will be delivered in M12 and M24, providing evidence to dissemination activities. This document also begins outlining strategies for exploitation that will be further developed and acted upon in T5.4 with a final document on M24 the D5.5 Exploitation and Sustainability Report conducted by AL.

COMMUNICATION STRATEGY

In order to execute a great communication strategy, this document presents a series of communication initiatives meant to raise awareness and pique stakeholders' interest to guarantee the strategy's powerful impact.

Following the previous information about the work plan of WP5, the following sub-tasks for the communication strategy of FINE.





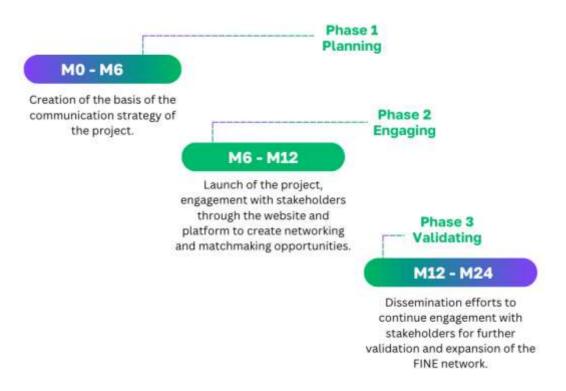


Figure 1 – FINE Work Plan

During phase 1 of the project, ending on M6, all the bases for communication of the project were established: the creation of the project website, social media channels, the first graphic materials (banners and flyers), and the communication toolkit used to start the engagement with investors and ambassadors on the FINE website and platform.

In phase 2 of the project, starting on M6 and ending on M12, the hard engagement work begins with attracting stakeholders to the FINE platform. The launch webinar is the first event organised by partners to introduce FINE's opportunities and features, opening an important window to reach more investors, ambassadors, and companies in the network. This work is performed by all partners, with F6S as a communication leader, creating materials and toolkits, and managing the FINE platform.

In phase 3, the second year of the project, the validating step begins to establish the work performed in the last six months and change what was less successful for the continuation of the work in engaging with stakeholders. In this step, more events are programmed for FINE to participate in to continue the dissemination work and increase the relevance of FINE in the fintech and investment industries.

2.1 TARGETED AND GENERAL KEY MESSAGES

Employing different tones, outreach efforts and communication strategies for each target group (TG) based on their sector, needs and interests, will enable more effective dissemination of the project.

The full list of stakeholders that FINE will engage through its dissemination and communication strategy, and its respective targeted key messages are:





- TG1 Investors (business angels, corporate investors, and VC firms): FINE can help experienced
 investors to increase its investment pipelines and networking through matchmaking and knowledgetransfer opportunities.
- TG2 Local investment networks (innovation hubs, clusters, accelerator providers or start-up ecosystems): FINE can enhance networks connectivity and cooperation through the FINE platform and its matchmaking tool.
- TG3 Fintech industry (start-ups, SMEs and innovators): FINE can increase access to capital and investments in less-connected European fintech innovation ecosystems by building pipelines and screening methodologies to attract investment.
- TG4 New investors and young investors: FINE can help new and young investors to get more knowledge, experience, and connection within the fintech and investment ecosystem through the FINE Network and interacting with experienced investors.
- **TG5 Women and minority investors**: FINE can empower women and minorities into engaging with the fintech innovation ecosystem with gender-responsive and inclusive programmes and initiatives.
- **TG6 Policymakers and public authorities**: FINE can collaborate with policymakers and public authorities in shaping a dynamic and inclusive financial landscape by fostering stronger connections and encouraging collaborative investments in fintech start-ups.
- **TG7 Citizens and the general public**: FINE can help you understand the fintech and investment markets with the Investor Academy and its engaging courses.

The **general key messages** of the project, used to display the potential of the main functionalities of the FINE Network are:

- FINE aims to strengthen connections within Fintech Networks at a European level and beyond, fostering collaboration among investors in fintech start-ups.
- The Fintech Ambassador Network by FINE gathers expert voices both local and global insights, powering international investments and fortifying the vibrant Fintech community.
- FINE's Investor Academy is a hub for fintech wisdom, empowering newcomers, young minds, women, and minorities.
- FINE maps key players, regulations, trends in European fintech, empowering investor choices.

3. COMMUNICATION ACTIVITIES

The following table presents the FINE communication plan meant mostly for a fintech/investment keen audience, being experts or not, with an aim to engage all stakeholders.

TOOLS AND CHANNELS	ACTIVITIES	TARGET GROUPS	KPIS
Website	Online project website designed and developed by F6S, updated throughout the project.	All	5000 unique visitors





Social networks	Online presence on social network channels LinkedIn and F6S platform spreading news and engagement about the project.	All	6 own social media posts per month + retweets
Graphic materials	Brochures, leaflets, flyers for events, roll- up banners, and posters, are also available online for printing through the project's website.	All	4 infographics / 1000 flyers distributed
Videos and podcasts	Teaser videos (30 seconds) about the project (overview, results, events) and interviews in audio podcast form.	All	5 videos / 5 interviews
Newsletters	Newsletters will be circulated via email lists providing an overview of the main project activities and outcomes.	All	4 newsletters (every 6 months)

Table 1 – Communication Activities

3.1 COMMUNICATION TOOLS & CHANNELS

The goal of the previously described communication strategy is to create awareness about the FINE overall values and deliver a coherent visual and verbal brand identity through different assets of digital communication. Therefore, in the following section, the various communication tools and channels are outlined in more detail to help comprehend how they will be utilised in the project's communication strategy.

3.1.1 VISUAL AND CONTENT IDENTITY

FINE's visual identity was designed to integrate modernity and minimalism with bold colours to convey the bold message the project aims to transmit to stakeholders.









Figure 2 - Main Logos of the Project

For the project logo, the two images above are the main logos designed for the project. One, with just the project acronym, FINE, and the other, with the acronym and the full name "Fintech Investor Network and Ecosystem". The use of each will depend on which material it will be applied. Other uses of the project logo in different backgrounds and monochromatic choices are:



Figure 3 - Logo Colour Variations

The colour choice, green and blue, recalls the idea of modernity, innovation, practicality, and boldness.

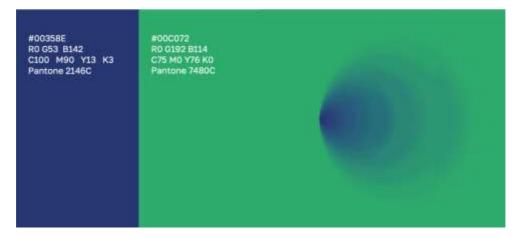


Figure 4 - Colour Palette





The typography used is a free font called Golos Text, easily accessible, and downloadable online.





Available for free www.fonts.google.com

Figure 5 - Typography

The entire branding of the project is detailed in the FINE Brand Guidelines document, and available on the project SharePoint.

3.1.2 WEBSITE

The project website - https://fintechnetwork.eu/ - was launched on M3 featuring the main messages, goals, and features of the FINE network.







Figure 6 - FINE Website

The website is being regularly updated with information and new data on recently launched features, i.e. the Ecosystem and Investor Maps, and currently has the following sections:





Home page – Overview of the project with goals, the project consortium, and call to action to the project's newsletter.

Project – This section elaborates on the project description and mission, individual presentation of the project partners, and the resources of the project – the media kit (press releases, banners/flyers, logos, project guidelines, etc.) and the project public deliverables.

European Ecosystem – With two subtabs, the Ecosystem Map and Investor Map, this section provides a broad overview of the fintech landscape in different European countries mapped by FINE – Ireland, Spain, Malta, France, Netherlands, Romania, Cyprus, Greece, Hungary, and Bulgaria.

Knowledge Base – This section contains information relevant to investing in the countries mapped by FINE, including key players, regulatory frameworks, and up-to-date news articles. It will also promote educational material that empowers new investors, young investors, and women.

Matchmaking – This section is divided in two subtabs, one for the investors matchmaking that will be conducted through the FINE F6S platform (detailed in section 3.1.3) and another subtab for the Ambassador Network, in which experienced professionals in the fintech ecosystem can become ambassadors of the project, providing guidance, and fostering collaboration.

News – In this section, every news piece, article, press release, newsletter, will be featured to provide evidence of the dissemination efforts conducted by the project partners.

Contact - For interested parties to connect with FINE, and to engage with social media channels.

3.1.3 F6S PLATFORM

The FINE Accelerator page (https://www.f6s.com/fine-matchmaking-network) at the F6S platform serves as a dynamic hub connecting investors with diverse and promising ventures across the European continent. In this platform, investors seeking new opportunities can join and engage into matchmaking opportunities.

Through a user-friendly interface, investors can explore a curated selection of investment opportunities, spanning various industries and growth stages. To join the FINE Accelerator page, the individual or company must join the F6S Platform first (https://f6s.com/).





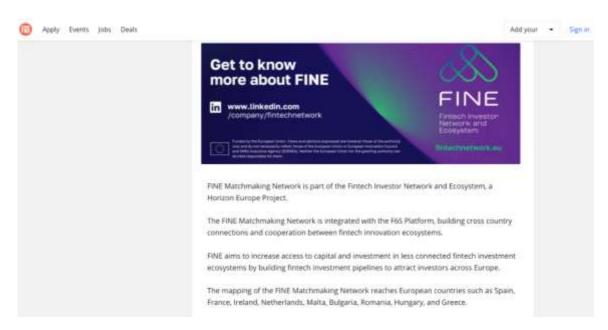


Figure 7 - FINE at F6S Platform

3.1.4 SOCIAL NETWORKS

As social media is fundamental for the success of the project, to reach all stakeholders, and in face of recent analysis of the current channels, it was decided that LinkedIn (https://www.linkedin.com/company/fintechnetwork/) will be the main social network of the project.



Figure 8 - FINE LinkedIn

The FINE LinkedIn profile is being used to report news and events, – from the FINE network, from project partners, and third-party events in which FINE partners will be present - Interviews, videos, publications, podcasts, workshops, webinars, and online networking events.

The YouTube channel for FINE (www.youtube.com/@finefintechnetwork) has been created to feature all online events of the project, videos, and audio podcasts. The Launch Event of FINE is already available to be watched.







Figure 9 - FINE YouTube

The FINE F6S Group Page (https://www.f6s.com/group/fine-matchmaking-network-private-group) is a private group only for investors and fintech professionals that are also at the Accelerator page searching for matchmaking opportunities. In this group, professionals can engage in conversations and deepen their business connections.



Figure 10 - FINE F6S Private Group

3.1.5 GRAPHIC MATERIALS

Printable and online graphic materials are being prepared by the F6S team, and some are already available to all partners on the project SharePoint, such as project banners, an A5 flyer, and a roll-up.

Other materials to be prepared are four infographics focused on women investors, young and new investors, local networks, and experienced investors. All materials will be updated throughout the project, and new printable/digital materials can be created following the needs from FINE. All materials will be available online for downloading or printing on the project's website, in the section Resources.







Figure 11 - FINE Flyer A5



Figure 12 - FINE Banner

Document templates have also been created and shared with project partners on SharePoint - Project repository. It includes a Word document for deliverables, a Word template for minutes and other official documents, and a PowerPoint for project presentations (images on Annex 1).

3.1.6 VIDEOS AND PODCASTS

In total, five teaser videos will be created and shared on FINE LinkedIn channel – each one with 30 seconds – to increase engagement and visualisation from M6 to M14, when the key engagement period is established.





Also, to increase engagement, five interviews will be recorded with experienced fintech and investment professionals and added to the FINE YouTube channel and shared on the website news section and the FINE LinkedIn channel. The interviews will be recorded and will be available from M9 to M17.

3.1.7 Newsletters

Across the website sections, interested parties will have the possibility to subscribe to the FINE newsletter and get the latest insights of the project. FINE will release four newsletters developed using MailChimp, with the first one being sent to subscribers on M6 with an aim to increase the project's awareness. The basic structure of the newsletters is as follows:

- FINE Banner;
- Title: FINE Newsletter Number X;
- Introduction article;
- Latest News;
- Call to action to join the Ambassador Network;
- Fintech Upcoming Events;
- Call to action to join the Matchmaking Platform on the F6S platform;
- FINE social media channels.

3.1.8 OTHER ACTIVITIES

With an aim of elevating FINE's communication strategy, additional communication activities have been undertaken and additional materials have been created:

- Awareness Toolkit A toolkit that contains the project's key messages, logos in PNG format, ready-to-use social media banners, and the first press release of the project. The goal is to make an easy-to-use system for all partners with an aim of creating awareness around the project.
- Word and PowerPoint template General templates following the FINE brand guidelines with the goal to unify the communication internally, as well as externally.
- Ambassador Toolkit A communication toolkit on how to engage ambassadors, with an A5 -flyer and an email invitation in pdf form.

4. DISSEMINATION STRATEGY

FINE intends to break down the barriers preventing cross-border investment and international collaboration between investors. To enact this change, FINE requires a broader societal shift in attitudes as well as policy and regulation, requiring the engagement of multiple stakeholder groups including industry, policymakers, as well as the average citizen. Therefore, FINE will employ a variety of approaches in its dissemination efforts to make sure that project results reach and engage all stakeholder groups, to maximise the impact of the project. Aside from increasing the connectivity between investment





ecosystems, the dissemination activities will seek to ensure that all project activities are well-communicated and that the value of this project is easily demonstrable to the public.

4.1 DISSEMINATION TOOLS AND CHANNELS

The following table contains what have been identified as the project's main dissemination tools and channels, besides the official communication channels – website, social media, and newsletter. Through publications, FINE activities, and events, it will be possible to reach the required stakeholders and engage with specific target groups to disseminate the project's message.

Tools and Channels	Activities	Target Groups	KPIs
Publications	Publications/whitepapers published through the research activities of the project to deliver insights gained by FINE.	TG6	10 publications disseminated
Online focus groups	For digital financial services stakeholders – such as financial services regulators; digital financial services providers, platform providers; mobile network operators; international organisations and industry forums and consortia – to share knowledge and lessons learned in the field with the objective of identifying the standardised frameworks needed to support the scaling up of digital financial services usage globally.	TG3 / TG6	2 focus groups conducted online
Workshops	Workshops will be organised targeting different types of investors and ecosystem players to present and discuss the processes and methodologies of the matchmaking tools created by FINE, to aid in matching fintech investment opportunities to financial resources and transfer of methodological best practices between investment partners. Both physical and online workshops will be organised by the project. The physical events will be run as parallel tracks where possible in existing known large investor	TG1 – TG5	5 workshops (2 online, 3 in person) with at least 20 participants in each. Of which: 1 targeting women; 1 targeting new investors





	gatherings, like WebSummit, Arctic15, WolvesSummit etc.		
Webinars	Online webinars will be hosted targeting different types of investors (including women and young investors) to present educational content developed for the InvestorAcademy on cross-border investment, coinvestment, as well as a more basic introduction to investing in Fintech.	TG1 – TG5	5 webinars with 20 participants each. Of which: 1 targeting women; 1 targeting new investors.
Networking events	Networking events will be organised online on the F6S Platform to connect investors together with potential for co-investment opportunities.	TG1 – TG3	2 virtual networking events with 20 participants each
FINE Matchmaking	Using the matchmaking tools in WP4, FINE will chaperone introductory meetings between investors and ecosystem players that are matched based on their profile.	TG1 – TG5	40 introductory meetings
Final conference	The final conference at the end of the project will bring all partners together to showcase all activities of the project including its successes and lessons learnt. High-level stakeholders from public institutions will be invited.	TG1/TG3/ TG6/TG7	80+ attendees

Table 2 - Dissemination Tools and Channels

4.1.1 FINE EVENTS

During the 24 months of the project, a series of internal events to promote FINE were established in the proposal phase thinking about the dissemination of the project's main goals and to reach key stakeholders in the fintech and investment ecosystems.

- Online focus groups Targeting the fintech industry and policy makers, the 2 focus groups will take place in the second year of the project and disseminated through the FINE channels (website, social media, newsletter).
- Workshops Targeting networks and investors (new, experienced, young, women), the 5 events will happen from the M9 of the project, with the 3 in person events happening on the second year of the





project. Every workshop will be disseminated through the FINE channels (website, social media, newsletter).

- Informational webinars Targeting investors, the 5 webinars will happen from the M6 of the project, with the first one being the Launch Webinar of FINE, in which features of the website and F6S platform have been introduced, and an Expert Panel provided insights about the investment and fintech ecosystems in Europe. Every webinar will be disseminated through the FINE channels (website, social media, newsletter).
- **Networking Events** Targeting networks and investors, the 2 networking events will be integrated into webinars and/or workshops in the second year of the project. The networking events will be disseminated through the FINE channels (website, social media, newsletter).
- Matchmaking Targeting networks and investors, the FINE matchmaking activities will take place
 throughout the FINE F6S platform. 40 introductory meetings will be led by FC, AL, RF, and I4W, with
 the technical support of F6S. The networking events will be disseminated through the FINE channels
 (website, social media, newsletter).
- **Final conference** Targeting investors, policymakers, and the general public to widely disseminate the results of the project.

4.1.2 THIRD-PARTY EVENTS

FINE partners will participate in important events in the investment and fintech networks during the 24 months of the project. Some of the events already mapped by partners are Banking 4.0 (Romania, November 2023), InterTradeIreland VC Conference (Ireland, March 2024), 100 European Fintech Summit 2024 (Spain, April 2024), Unchain Fintech Festival (Romania, June 2024), Dutch Fintech week (Netherlands, June 2024), and Money2020 (Netherlands, June 2024).

The sheet with collected information about partners participation in events is in the project's SharePoint.

4.1.3 Synergies with EC Projects

Engagement with at least 20 other European projects/initiatives (including FINAI) to build on past successes and collaborate in dissemination efforts through synergistic joint campaigns.

FINE project partners are already engaging with EU projects such as CONNECT2SCALE, from the same call HORIZON-EIE-2022-SCALEUP-02. F6S will contact coordinators of other projects contemplated on the same call, and other Horizon Europe projects within the topics of finance, investment, and fintech.

- HICEE Health Investments in Central and Eastern Europe
- CO-INVESTIN COnnecting INVestment Ecosystems by Strengthening Transparency and INclusion
- atTRACTION A pan-European network of gender-conscious investors to support female-led companies for growth and sustainability
- SMAFINE SMart Agriculture & Food Innovation Ecosystem
- FINEST SCALEUP Elevating the scalability potential of EU Smart Cities' business for green and sustainable deep tech based solutions





• Invest2Scale - Establishing the investment Network for startups and entrepreneurs focused on green and sustainable technologies.

4.1.4 RELEVANT PUBLICATIONS

A total of 10 publications and articles, produced or in collaboration with FINE partners, will be disseminated through the FINE website and LinkedIn channel to increase awareness about fintech and investment ecosystems, focused on policy recommendations.

5. INITIAL EXPLOITATION STRATEGY

The project aims to be sustainable for an extended period after the project has run its course, through the knowledge and materials gathered and produced throughout.

Furthermore, the website and digital platform will stay online providing the online materials for anyone to learn from and share.

In M12 and M24 the Dissemination, Communication and Exploitation Reports 1 and 2 will be provided by F6S with all the D&C efforts during the first and second years, and the exploitation measures taken in the same period.

Strategies for maximising the exploitation of the project outputs and ensuring the work of the project continues beyond project lifetime will be explored and reported in the D5.5. Exploitation and Sustainability Report by AL at M24.

The following table details the expected project results and the exploitation pathway of each outcome.

Expected Result	Description	Target Groups	Exploitation Path
FINE Knowledge Base	The online open repository of information containing the mapping of key ecosystem players, information on regulatory and fiscal frameworks, data on market trends and curated news collection relating to the target countries of the FINE project.	TG1 – TG3	Used to bring new investors into less-connected ecosystems and facilitate co-investments.
Investor Academy	The educational content and materials developed for introducing new investors to basics regarding investment, as well as a curated selection of Fintech case studies and best practices.	TG4 – TG5	Used to introduce new investors to Fintech ecosystems.





Matchmaking Platform	The matchmaking tool developed to present investor profiles and their expertise / interests, to match them together for the purpose of pursuing co-investments.	TG1 – TG3	Used for community building activities and investor pairings.
Policy papers	The recommendations for attracting investors in less-connected ecosystems, facilitating entry of women, minorities and youth as new investors and screening guidelines for responsible investments.	TG6	Used to promote insights of FINE and uptake by authorities after project end.

Table 3 - Exploition Pathways

6. MONITORING AND REPORTING

To keep partners updated on the progress of the communication and dissemination of the activities and results of the project, a social media sheet has been created to spread awareness on the contents, created and managed by F6S, published on LinkedIn. The sheet Is available at the SharePoint of the project.

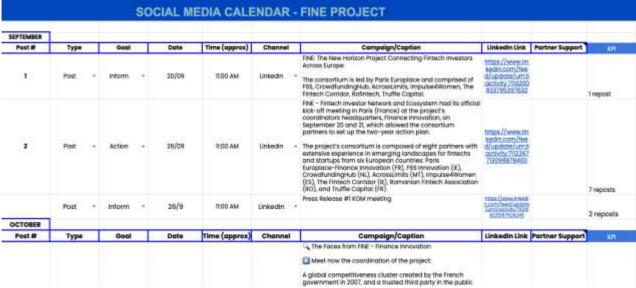


Figure 13 - Social Media Calendar

Another sheet, already available at the project SharePoint, is a file for partners to report relevant content and events from partners' institutions and third-party organisations. Partners are invited monthly to fill in information about:

Events attended by the partners.





- Press clippings for news articles in magazines (online and printed) and news websites (official channels).
- Blog posts (articles in blogs mentioning FINE).
- Publications (publications and articles).
- Webinars, workshops, focus groups, networking events.
- Engagement with other projects.



Figure 14 - Reporting Sheet

7. Performance Measurement

The consecution of this plan will be continuously measured according to the level of acknowledgement of the project among FINE's stakeholders and the public through:

- Website and social media KPIs: Monitoring of FINE website hits is done with Google Analytics to have
 a deeper understanding of the visitors traffic by number of page views, users, and geographical
 coverage during the different stages of the project.
- **Videos:** engagement with videos and audio interviews (published on YouTube) about the project. Analytics from YouTube will be shared with partners.
- **Newsletters:** number of subscribers and analytics related to each newsletter (emails open, clicks on links, etc.)
- Number of attendants in project's events.
- Number of successful **matchmaking opportunities** as an exploitable result.

This information will be gathered by F6S and other partners and shared with the consortium when necessary. Website and social media analytics are shared by F6S regularly as a C&D result. Other KPIs are presented during the project or in meetings.

8. Conclusion





The dissemination and communication plan presented in this document aims to provide a thorough overview of the FINE implementation, of what information will be generated to share with stakeholders, and through what means this information will be conveyed.

Over the next few months, the dissemination and exploitation activities will scale with a view to better positioning the project's activities and outcomes and the impacts it has on the fintech ecosystem to support their further usage in innovation and finance business applications. In further detail, the foreseen activities for the next year of the project include the internal and external events already mapped and scheduled by the project's partners and continuing with the C&D online efforts to reach more stakeholders and strengthen the project's image throughout the European fintech and investment ecosystems.

The next deliverable 5.3 will be a report of all the dissemination, communication, and exploitation measures taken in the first year of the project and to reflect on the next steps to be taken towards the necessary results and outcomes in the last year of the project.





ANNEX 1

Project templates:



Thus

Lorem lipsum is simply dummy text of the printing and typesetting industry. Lorem lipsum has been the industry's standard dummy text ever since the 1500s, when an unknown printer took a galley of type and scrambled if to make a type specimen book.

It has survived not only five centuries, but also the leap into electronic typesetting, remaining easonially unchanged. It was popularized in the 1960s with the release of Letraset sheet containing Lorem ipsum passages, and more recently with desktop publishing software like After Pasefekter including westigns of Lorem Insur.

- Item 1
- Item 2
- a linm

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