

PLATFORM OF VOCATIONAL EXCELLENCE WATER

Agenda CoVE Water - Business Model Canvas webinar 26,27,28 May 2020



<https://youtu.be/QoAQzMTLP5s>

Introduction

As a short introduction please watch this YouTube video explaining the Business Model Canvas, the tool which will form the basis of our webinar for the coming three days.

The business model canvas is a shared language for describing, visualizing, assessing and changing business models. It describes the rationale of how an organization creates, delivers and captures value.

Tuesday May 26th, 2020

Venue: Microsoft Teams

Meeting link (open from 12.30): https://teams.microsoft.com/l/meetup-join/19%3ameeting_NDMY2DA0NzctODM3MS00MTEwLWI5ZjAtZGVkYzJkODI3YiY4%40thread.v2/0?context=%7b%22Tid%22%3a%225fb0c7cd-d3e7-4c88-8f97-0e805945f641%22%2c%22Oid%22%3a%2228a7f2b00-0224-436f-b7fc-a9bd59286ddd%22%7d

Start	End	What	Who
12.50	13.00	Entering the webinar Partners enter the webinar and check connection, using the meeting link .	All partners
13.00	13.15	Welcome and start of the meeting	Pieter Hoekstra
13.15	13.45	Presentation of outcomes of the WP3 survey	Nicola Murray
13.45	14.30	Introduction to Business Canvas Model – start with why	Miriam Korstanje (Katapult)
14.30	14.45	Coffee break	All partners
14.45	15.30	Continuation explanation Business Canvas Model Goal of this session is to make sure all partners feel comfortable working with BCM.	Miriam Korstanje (Katapult)
15.30	16.30	Walk down memory lane with Pieter Hoekstra How did he start at CIV Water? How did he use BCM?	Pieter Hoekstra

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16.30	16.45	Wrap-up and closure Summary of todays webinar and explanation of tasks of tomorrow.	Miriam Korstanje (Katapult)
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Wednesday May 27th, 2020

Venue: Microsoft Teams

Meeting link (open from 12.30): https://teams.microsoft.com/l/meetup-join/19%3ameeting_NmlwZGMxZGYtN2JlNi00ODUxLTljNDAtYzE0Y2VmYiNhM2U0%40thread.v2/0?context=%7b%22Tid%22%3a%225fb0c7cd-d3e7-4c88-8f97-0e805945f641%22%2c%22Oid%22%3a%228a7f2b00-0224-436f-b7fc-a9bd59286ddd%22%7d

Start	End	What	Who
12.50	13.00	Entering the webinar Partners enter the webinar and check connection, using the meeting link .	All partners
13.00	13.15	Welcome and start of the meeting	All partners
13.15	13.30	Explanation of online tool 'Miro' to work on Business Canvas Model and assignment. YouTube video to explanation of Miro: https://www.youtube.com/watch?v=7L1-0DOGHDY	Miriam Korstanje (Katapult)
13.30	14.00	Break-out sessions in duos Work in a duo on the value proposition and target groups for your regional CoVE, using the Business Canvas Model in Miro. Facilitators will be following the work in Miro and are available for questions. Partners will move to different online rooms for the break-out session using the following meeting links: Subgroup 1 Subgroup 2 Subgroup 3	All partners
14.00	14.15	Coffee break	All partners
14.15	14.45	Break-out sessions in duos Continuation of the break-out session using the Business Canvas Model in Miro. Facilitators will be following the work in Miro and are available for questions. Partners will continue the break-out session using the following meeting links: Subgroup 1 Subgroup 2 Subgroup 3	All partners
14.45	15.30	Presentations of each regional canvas to PoVE partners Feedback can be provided via chat. Partners will return to the plenary meeting by using the meeting link .	Regional Captains
15.30	16.00	Wrap-up and closure	Miriam Korstanje (Katapult)

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Thursday May 28th, 2020

Venue: Microsoft Teams

Meeting link: https://teams.microsoft.com/l/meetup-join/19%3ameeting_NzY4NTE4NTktZDNhYS00ZmZmLTk3NGYtNTBhZjcwNTY4YiFi%40thread.v2/0?context=%7b%22Tid%22%3a%225fb0c7cd-d3e7-4c88-8f97-0e805945f641%22%2c%22Oid%22%3a%228a7f2b00-0224-436f-b7fc-a9bd59286ddd%22%7d

Start	End	What	Who
12.50	13.00	Entering the webinar Partners enter the webinar and check connection.	All partners
13.00	13.15	Welcome and opening	Pieter Hoekstra & Boudewijn Grievink
13.15	14.15	Presentations of regional canvases (3x 20 minutes each) Invite stakeholders/ associate partners from the region for presentations: check on the value proposition and target groups: what is the feedback from the stakeholders? 13.15 – 13.35 Malta 13.35 – 13.55 Czech Republic 13.55 – 14.15 Scotland	Regional Captains
14.15	14.45	Coffee break	All partners
14.45	15.25	Presentations of regional canvases (2x 20 minutes each) to regional stakeholders and partners Invite stakeholders/ associate partners from the region for presentations: check on the value proposition and target groups: what is the feedback from the stakeholders? 14.45 – 15.05 Latvia 15.05 – 15.25 Netherlands Use today's meeting link to invite the stakeholders for the timeslot reserved for your region.	Regional Captains
15.25	16.00	Conclusion and wrap-up	Pieter Hoekstra, Miriam Korstanje & Boudewijn Grievink

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Participants of the meeting



CIV Water was founded in 2011 as one of the first Centres of Innovative Craftmanship in the Netherlands and is, led by VET institute Friesland College and Nordwin College, a joint initiative of educational partners, industry and (semi) government in the water sector in Friesland.

[Pieter Hoekstra](#), project coordinator CIV Water

[Sanne Ligthart](#), communication officer CIV NWater



AANJAGERS
VAN DE KENNIS
VOOR MORGEN

PBT is an independent organisation (foundation) created by the ministries of Economic Affairs (EZK), education (OCW) and Social Affairs (SZW) to support the implementation of national STEM strategies (currently: Technology Pact). This includes the development, piloting and ongoing support of Centres of Vocational Excellence in VET.

[Boudewijn Grievink](#), Senior project manager.

[Geert Asselberg](#), coordinator internationalisation activities of the Dutch national STEM platform

[Pieter Moerman](#), programme director VET

[Miriam Korstanje](#), Business Development Manager



Vitens is the largest drinking water company in The Netherlands.

Vitens extracts, purifies and supplies drinking water – drinking water that is reliable, affordable and sustainable.

[Rudolf Zijlstra](#), team manager

[Marije IJszenga](#), team manager

Learning
Hub
Friesland

By responding to the opportunities for innovation and cooperation the European Union offers, LHF supports educational institutes in Friesland in their quest for innovation.

[Erna van der Werff](#), founder & managing director



Glasgow Clyde College is a multi-campus college with three sites based in Glasgow (West, Northwest and South) and the West of Scotland. The college is home to over 17,000 full-time students and over 8,000 part-time students, our aim is to help students and learners achieve more and open doors to employment.

[David Innes](#), Assistant Principal: Engineering, Computing & the Built Environment

[Nicola Murray](#), Senior Lecturer: Engineering, Computing & the Built Environment



The objective of RTU Olaine College of Technology is to prepare high range professionals for Latvian pharmacology, biotechnology, environment, food production and related sectors in sustainable and qualitative education process, which uses modern technology and programmes with high added value.

Ivars Pēkainis, Lecturer and coordinator in ERASMUS+ projects

Ms.Laura Žorža, head of studying department and lecturer



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RTU is the largest technological university in the Baltic States, which aims to ensure high quality study process, excellence in research and sustainable innovation and commercialization activities, as well as education, technology transfer and innovation.

Dr. [Janis Rubulis](#), Associated professor and senior researcher

[Sandis Dejus](#), Assistant Professor



MCAST was established in 2001 "to provide universally accessible vocational and professional education and training with an international dimension, responsive to the needs of the individual and the economy." MCAST is the main provider of vocational qualifications with over 10,000 students and 640 academics and corporate personnel.

[Edwin Zammit](#), Deputy Director for Innovation

[Conrad Vassallo](#), Technical Manager (ICT)

[Alex Rizzo](#), Deputy Principal for R&I



WSC is the only utility company on the Maltese Islands, supplying water to a population of approximately 450,000 people. WSC owns three reverse osmosis plants, with a fourth one being built and expected to be commissioned in 2020, various underground boreholes, reservoirs and a whole distribution network.

[Pablo Micallef](#), Manager | Media Engagement and Corporate Image



CREA Hydro&Energy is a cluster of companies, research institutions and universities. It is working in the branch of technologies for water constructions, water and waste treatment a renewable energy.

[Břetislav Skácel](#), Clustermanager, leader of International projects

[Denisa Havlíková](#), finance and communication manager



Mendel University in Brno is the oldest independent specialized university in the Czech Republic. There are about 1300 employees including 800 teachers and researchers.

[Assoc. Prof. Ing. Petr Kupec](#), Vice-dean / head of the department

[Ing. MSc. Michaela Menšíková](#), PhD. Institutional Coordinator Erasmus+



EFVET is a unique European-wide professional association which has been created by and for providers of technical and vocational education and training (TVET) in all European countries. Its mission is to champion and enrich technical and vocational education and training through transnational co-operation by building a pan-European network of institutions and practitioners.

[Valentina Chanina](#), Project & Office Manager

[Vittoria Di Gennaro](#), Communications Officer and EU Projects Assistant

