



*Developing New Skills for the Extroversion  
Specializations of Fashion Industry in Europe – EXTRO  
SKILLS  
Grant Agreement No.: 2015-1-EL01-KA202-013907  
Minutes  
Supporting material for  
Project Management*



# **EXTRO SKILLS**

## **Minutes of the 3<sup>rd</sup> Technical Meeting**

*Developing New Skills for the Extroversion Specializations of Fashion Industry in Europe  
Minutes  
Supporting material for Project Management  
7<sup>th</sup> of March 2017*

Technical University of Iasi – TUIASI, Romania

<i>Project Title</i>	<i>Developing New Skills for the Extroversion Specializations of Fashion Industry in Europe</i>
<i>Project Acronym</i>	<i>EXTRO - SKILLS</i>
<i>Reference Number</i>	<i>2015-1-EL01-KA202-013907</i>
<i>Project Duration</i>	<i>01.10.2015 – 31.03.2018</i>
<i>Project Partners</i>	<i><b>P1</b> Hellenic Fashion Industry Association - SEPEE (Greece) <b>P2</b> Huddersfield &amp; District Textile Training Company Limited - HDTTC (United Kingdom) <b>P3</b> Gnosi Anaptixiaki NGO (Greece) <b>P4</b> Confederación de la Industria Textil - TEXFOR (Spain) <b>P5</b> Technical University of Iasi – TUIASI (Romania) <b>P6</b> European Apparel and Textile Confederation - EURATEX (Belgium)</i>



7<sup>th</sup> /03/2017

Iasi, Technical University of Iasi

## MINUTES

The 3<sup>rd</sup> Technical Meeting of the ERASMUS+ EXTRO SKILLS was held on 07/03/2017 at the: “Gheorghe Asachi” Technical University of Iasi Faculty of Textile, Leather and Industrial Management Main Building, (TEX1, ground floor) Council Room. The meeting was attended by representatives of the beneficiaries, as listed below.

### Attendees:

Organisation	Name of Representative
P1. Hellenic Fashion Industry Association	Mr. Theofilos Aslanidis
P2. Huddersfield & District Textile Training Company Limited	Ms. Ruth Farrell
	Mr. Bill Macbeth
P3. Gnosi Anaptixiaki NGO	Ms. Despoina Panagiotopoulou
P4. Confederación de la Industria Textil	Ms. Monica Olmos
	Mr. Harold Ollé
P5. Technical University of Iasi	Ms. Mariana Ursache
	Ms. Manuela Avadanei
	Ms. Ramona Budeanu
	Ms. Luminita Ciobanu
	Mr. Ionesi Doriu
Ms. Loghin Carmen	
P.6 European Apparel and Textile Confederation	Ms. Roberta Adinolfi
<b>Total Number of Participants</b>	<b>13</b>

The following paragraphs provide a brief summary of the presentations and discussion. The presentations will be lodged to the EXTRO SKILLS website.



**Location: Iasi, Romania**

**Hosting Organisation: TUIASI**

## AGENDA

07/03/2017

9:00 *Registration*

9:30 – 11:00 *Meeting for project partners in project management and implementation issues*

- 9:30 – 10:00 Overview of the implementation process, financial and reporting issues - Discussion on Quality Monitoring Issues and Proposed Templates *by the Hellenic Fashion Industry Association – Lead Partner*
- 10:00 – 11:00 Open Debate on Project Issues – Overview of the next semester’s timeline and next project meeting - *by the Hellenic Fashion Industry Association – Lead Partner*

**11:00 – 11:15 *Coffee Break***

11:15 – 13:30 *Presentation and discussion on Intellectual Outputs*

Project Intellectual Outputs (4 and 6) Overview, Presentation by the Hellenic Fashion Industry Association – Lead Partner and GNOSI NGO

Project Intellectual Output 5: Analytical Presentation of the Data Collection Report *by GNOSI NGO*

13:00 – 13:30 *Open Discussion – Debate on the results of the IO5*

**13:30-14:30 *Lunch on site***

14:30 – 15:30 *Presentation and discussion on next steps and Intellectual Outputs in 2017*

Project Intellectual Outputs (7, 8, and 9) Overview of the methodology of setting up the Curricula and development of the Courses, Active discussion with the contribution of EURATEX and HD TTC Lead partners of IOs 7, 8 and 9.

**End of Meeting**



### **The purpose of the meeting was to:**

- contribute to effective project implementation and enhance projects impact
- overview the implementation progress so far
- represent current project outcomes
- discuss on going tasks and outcomes
- discuss the future procedures, deliverables, steps, and actions to be taken

### **Introduction – TUIASI, Mariana Ursache**

Ms. Mariana Ursache, Dean of the Faculty of Textile, Leather and Industrial Management of the TUIASI, welcome all the participants to Iasi and the 3<sup>rd</sup> Technical Meeting. Ms. Mariana Ursache made a short presentation of the Faculty and the University and then the Rector of the University took the floor and welcome the EXTRO SKILLS partners to the “Gheorghe Asachi” Technical University and Iasi, wishing success to the work and processes of the technical meeting.

### **Introduction – SEPEE, Theofilos Aslanidis**

In the continuation, Mr. Theofilos Aslanidis Project Manager of the Extro Skills project from Lead Partner SEPEE, took the floor and thank the representatives of the TUIASI. Then he proceeded with the presentation of the Agenda and provision of logistical information for the meeting. The meeting was structured such that it would start with an overview presentation, then run through administration and financial issues, both to provide a complete overview of the project and to pick up on particular issues that need to be addressed at this time for detailed discussion. Particular emphasis and discussion on issues related to the implemented Intellectual Outputs 4 and 5 will take place. An analytical overview of the next semester actions and tasks, will be presented and focused on Intellectual Outputs to be delivered and specifically on the Curricula and the Training Web platform which will be the milestones of the



EXTRO SKILLS projects. Also, content details of the agenda and logistical aspects about the next Technical Meeting in Huddersfield will be discussed.

### **Overview of the implementation process, financial and reporting issues – Theofilos Aslanidis and Despoina Panagiotopoulou**

Theofilos Aslanidis from SEPEE in cooperation with Despoina Panagiotopoulou from GNOSI NGO took the floor and made a presentation on the project's implementation process. They represent analytically all the details and elements of the interim Report which submitted and approved by the Greek National Authority IKY. Theofilos Aslanidis informed the partners that the second payment of the grant will be soon sent by the NA and as soon as SEPEE receive it, he will distributed to all the partners proportionally.

The presentation refers analytically the activities and Intellectual Outputs that produced in the frame of the EXTRO SKILLS projects from the beginning of the project till now. Also, Key Information concerning the starting and end date of the activities foreseen for the 2017 first and second semesters, are presented based on the approved timeline. A specific time schedule (GANTT) for the 2017 activities, was prepared and distributed to the partners.

Special referring was made for the implementation phase and what each partner must do in each Activity. Intellectual Outputs are analytically represented one by one together with other activities such as the Multiplier Event which will be organised by partner SEPEE in 2017. Despoina Panagiotopoulou highlighted the importance of this year for the completeness of the project as within 2017 the project must produce its milestones thus the training online courses which will be prepared by the partner HDTC and the Training Web Platform which will be prepared by the partner GNOSI NGO.



Regarding next phase and IOs that shall be implemented all the partners discussed on the Intellectual Output 14 – Testing phase / Pilots of the training platform. Based on the approved budget and workplan the only partner with budget in IO14 is EURATEX. On the other hand, all the partners have budget for reporting on testing phase (IO15). That means that regardless the other partners do not have budget for IO14, all the partner shall proceed to pilot the training platform. After thorough discussion, it was decided all the partners to proceed to pilot activities and except EURATEX all the others will claim these costs under Project Management cost category.

#### **Intellectual Output 5: Analytical Presentation of the Data Collection Report – Despoina Panagiotopoulou**

Despoina Panagiotopoulou from GNOSI NGO made an analytical presentation of the Intellectual Output 5 – Data Collection Report. Specifically, the presentation included details about the desk research which took place before a synopsis of the questionnaires and the input which were sent by each partner and the way that those data were further processed.

An analytical overview of the results of the surveys in national level was made and for EURATEX the results concerned the countries which selected to participate in the individual survey. In continuation, the synthesis of the results and the presentation of the final results in EU level with the combination of that data sent separately by each partner, was made. Despoina Panagiotopoulou described and presented in details how data were analyzed and how these results will consist the base for the implementation of the Intellectual Output 7-12.

Specifically, the data collection report highlights the results of the survey on the training needs of the SMEs on export related issues and their staff training.

After the presentation, a discussion, among the partners, took place on the results of the survey and the way that these results shall be further exploited in the frame of the project and after its completion. Theofilos Aslanidis from SEPEE took the floor and propose to the partners to take into account not only the results referred to the category “NEED HELP” of the survey but to include also the results of the category “BASIC KNOWLEDGE” which, as he



explained, represents a great percentage which shall not be ignored. He proposed based on the research to create three Units based on them we will create the training courses. All the partners agree and a further discussion on the Units' content and the role of each partner, took place.

Roberta Adinolfi from EURATEX asked from some corrections in the presentation of the EURATEX' results in the final deliverable.

A in depth discussion took place among all the partners on the results of the survey in national and EU level and the next steps in the use of these data for the implementation of the next Intellectual Outputs.

### **Project Intellectual Outputs (7, 8, and 9) - Overview of the methodology of setting up the Curricula and development of the Courses**

Ruth Farrell from HDTTC has prepared and made a presentation which outlines how HDTTC developed a new programme last year on the subject of 'Textile Nonwovens'.

Through this presentation, it was demonstrated:

- How they engaged the industry;
- The 'Scheme of Work' that was developed;
- The Detailed Programme Content and Overview.

Ruth Furrell underlines the fact that for the project, we have the industry feedback via the questionnaires but we thought it would be useful to discuss how that might look in terms of a model for course structure.

Following, an in-depth discussion took place among the partners. Bill Macbeth from HDTTC highlighted the fact that is very difficult to describe step by step how to achieve and do export but we will show the route to exports. We will develop and train our beneficiaries on a roadmap on exports activity.

Moreover, Bill Macbeth mentioned how important is to ensure the accreditation procedure in our activities regarding the Curricula development. He also made a reference to the reform



in UK concerning the development of educational programmes and that there is a need of a common standard of knowledge, skills and behavior.

Based on the presentation of the IO5 and HDTTC presentation and following the discussion all the partners agree that the Intellectual Output of the Curricula and Training Courses shall be constitute of 3 training modules/Units:

- 1) Routes to Market
- 2) Branding Protection, Trademark and Intellectual Property Protection
- 3) Exports' Logistics

Furthermore, the partners discussed that they should contact again the businesses that participated in their national surveys or a sample of them in order to discuss with them in some details the content/components of the Units of the Curricula. As the content of such units could be very extensive and wide we have to choose carefully the issues that we will analyze and the direction that the units will have.

In order to facilitate more this procedure, the partners decided to distribute among them, the analysis of the units which will be used as a basis in their discussions with the businesses. So, the partners decided that:

- The partner HDTTC will prepare and send to all the partners analysis/guidelines for UNIT 2.
- The partner TEXTFOR in cooperation with partner SEPEE will prepare and send to all the partners analysis/guidelines for UNIT 1.
- The partner TUIASI will prepare and send to all the partners analysis/guidelines for UNIT 3.

In continuation, Monica Olmos Plaza from TEXTFOR referred to the issue of the development of the profession of Exports Manager in Textiles Sector. She mentioned that in the frame of the project we can analyze and refer to legal aspects as the rules of origins and we can only describe the profession.





Regarding IO7 concerning the professional profile and job description for the "Export officer" and "Export marketing officer". EURATEX and TUIASI are in charge of its development and the deadline for the delivery of this task was set at 2 weeks after the meeting.

In conclusion, all the partners agreed that cannot develop a new profession for the sector but we can describe it and set the base of its development in a future project which will capitalize the results of EXTRO SKILLS.

### **Project Dissemination Issues – Despoina Panagiotopoulou**

Despoina Panagiotopoulou informed the partners that the full version of EXTRO SKILLS website in all partners' national languages is operative after corrections made by our web developer. Also, the newsletters and all material regarding the project is uploaded to the website to the corresponding category. Despoina Panagiotopoulou asked for the partners to prepare be more active in dissemination issues such as proceed with publications of the newsletters or other articles related to the project to sectoral magazines, other websites and/or in our facebook page. She referred specially to SEPEE which proceed to publications of EXTRO SKILLS news to the magazine GREEK FASHION.

### **Next Project Meeting**

The HDTTC will host the next Progress Meeting in Huddersfield, in June 2017. Specifically, the partners agreed the meeting to take place on the 13<sup>th</sup> of June.