



A. General Information

This application form consists of the following main sections:

- Context: this section asks for general information about the type of project proposal you want to submit;
- Participating organisation(s): this section asks for information about the applicant organisation and about other participating organisations involved as partners in the project;
- Description of the project: this section asks for information about the stages of the project which should include: preparation, implementation and follow-up;
- Budget: in this section you will be asked to give information about the amount of the EU grant you request;
- Project Summary: In this section you should describe in a compact way your project's rationale, objectives and how you intend to achieve these.
- Check List/Data Protection Notice/Declaration of Honour: in these sections, the applicant organisation is made aware of important conditions linked to the submission of the grant request;
- Annexes: in this section, the applicant needs to attach additional documents that are mandatory for the completion of the application;
- Submission: in this section, the applicant will be able to confirm the information provided and to submit the form electronically.

For more information on how to fill in this application form, you can read the e-Forms Guideline.

B. Context

Programme	Erasmus+
Key Action	Cooperation for innovation and the exchange of good practices
Action	Strategic Partnerships
Which field is the most impacted?	Strategic Partnerships for higher education
Main objective of the project	Development of Innovation
Call	2016
Round	Round 1
Deadline for Submission (dd-mm-yyyy hh:nn:ss - Brussels, Belgium Time)	31-03-2016 12:00:00
Language used to fill in the form	English

B.1. Project Identification

Project Title	Shaping the Future Education in Tourism
Project Acronym	FET
Project Start Date (dd-mm-yyyy)	03-10-2016
Project Total Duration (Months)	30 months
Project End Date (dd-mm-yyyy)	02-04-2019
Applicant Organisation Full Legal Name (Latin characters)	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP

Form hash code: 3B91CE6743941416

This form has been submitted on: 2016-03-28 13:33:28. Status: OK (1346888).





Form hash code



3B91CE6743941416

B.2. National Agency of the Applicant Organisation

Identification

МК01 (ПОРАНЕШНА ЈУГОСЛОВЕНСКА РЕПУБЛИКА МАКЕДОНИЈА (PORANEŠNA JUG

For further details about the available Erasmus+ National Agencies, please consult the following page:

http://ec.europa.eu/education/erasmus-plus/national-agencies_en.htm



C. Priorities

Please select the most relevant horizontal or sectoral priority according to the objectives of your project.

HIGHER EDUCATION: Supporting the implementation of reforms in line with the 2011 EU Modernisation Agenda's priority areas

Please select other relevant horizontal or sectoral priorities according to the objectives of your project.

HORIZONTAL: Open and innovative education, training and youth work, embedded in the digital era

Please comment on your choice of priorities.

Tourism plays great importance to the development of national economy to the countries of the Balkan Peninsula. In order to maintain and increase the number of guests that come and go, the hosting countries and institutions must continuously work on the development of new types of services, explore the feelings of their clients and upgrading knowledge of their staff. Since the number of accommodation facilities is on the rise, new staff need to be recruited, often causing problems in identification of trained and educated staff. Number of HEI institutions in the region provide formal tertiary education. But the challenges they engage are increasing year-by-year. Tourist demands, the industry's accommodation to the tourists' demands and not just tourists only but the general population as well, who have a diner-out or meet with friends in the restaurants casually, ever growing IT equipment used in the facilities...everything listed needs to be processed by the professors and transferred as knowledge and know-how to the students. But, this is not the only challenge. Since the IT and the rest of the machinery are not the only part which creates the overall picture of a successful enterprise that deals with tourism, the HEI need to be in touch, close relation to the enterprises in order to gain knowledge of what's different from previous years and address the issue accordingly i.e. to adapt curricula or knowledge transfer techniques.



D. Participating organisation(s)

D.1. Applicant Organisation

PIC	972180367
Full legal name (National Language)	
Full legal name (Latin characters)	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
Acronym	
National ID (if applicable)	6237320
Department (if applicable)	
Address	UL. KRSTE MISIRKOV BB
Country	Former Yugoslav Republic of Macedonia
Region	
P.O. Box	
Post Code	2000
CEDEX	
City	STIP
Website	www.ugd.edu.mk
Email	
Telephone 1	+38932550001
Telephone 2	
Fax	

D.1.1. Profile

Type of Organisation	Higher education institution (tertiary level)
Is your organisation a public body?	Yes
Is your organisation a non-profit?	Yes

D.1.2. Accreditation

Have you received any type of accreditation before submitting this application?

Accreditation Type	Accreditation Reference
--------------------	-------------------------



Erasmus Charter for Higher Education (ERAPLUS-ECHE)	MK STIP01
---	-----------

D.1.3. Background and Experience

Please briefly present your organisation (e.g. its type, size, scope of work, areas of specific expertise, specific social context and, if relevant, the quality system used).

Goce Delcev University in Stip is a state university, ranked in the second place at the rankings of State universities in the country. As new and energetic institution of higher education, which constantly follows the interests of the young population, as well as the newest economic, industrial and technological trends, we create exquisite opportunities for higher education. Goce Delcev University integrates twelve faculties and three artistic academies organized in three university campuses. 19.000 students have already recognized Goce Delcev University as an excellent opportunity for their academic development. The University is organized like most of the European universities. It functions as an integrated university. The Rector is managing the University. The University Senate is the administrative organ of the University.

The Faculty of Tourism and Business Logistics, is one of the largest faculties (by number of students). Dispersed in three cities (Gjevergjeleja, Shtip and Skopje) and collaborating with number of hotels and restaurants throughout the country, they organize theoretical learning activities in university campuses while practical work is engaged with partner organizations. In order to become self-sufficient in 2013 in collaboration with the Faculty of Agriculture they have participated in IPA CBC program project number 2007CB16IPO007-2012-3-019, named as Congressional Network and Center for Vocational and Technical Skills, implemented with collaboration with the American University in Bulgaria. One of the results was the creation of a Booklet containing traditional dishes from the cross-border region and a Centre equipped with machines for preparation of meals, preparation and serving of drinks and a Conference room with capacity of 90 persons. This facility is now in use for practical training of the students.

The Faculty of Computer Science gives exceptional assistance in providing specialized staff that will be included in all public institutions as specialists and experts, who will actively promote the economic, scientific, technological and social development of the country. The most modern amphitheatres, lecture rooms, laboratories, where the most sophisticated equipment and technology is available, as well as all other necessities that our future students need for successful accomplishment of the studies, are just few of the things that the Faculty of Computer Science offers as a perfect option for the professional computer scientists.

The learning process is organized according to the Credit Transfer System (Bologna system). In order to keep pace with the educational development the faculty had been and still is a part of numerous EU funded projects, such are TEMPUS and Erasmus. The E-learning center and Laboratory for Digital Resources and Open Access, as parts of Faculty of Computer Science, implement several very important projects for the University:

- UGD Web Visibility - the project aims are to improving web performance indicators of University. Results: Implemented Digital Academic Repository <http://eprints.ugd.edu.mk>, Academic Personal Web Pages System <http://scholar.ugd.edu.mk> and University Journal System <http://js.ugd.edu.mk>.

- E-library - implemented Electronic Library <http://e-lib.ugd.edu.mk>

In order to maintain high level of expertise na knowledge transfer according to the international standards the University is certified with ISO 9001 issued by TUV Nord CERT GmbH and with MKC EN ISO 9001:2009. The University's activities were evaluated by EUA- Institutional Evaluation Programme.

What are the activities and experience of your organisation in the areas relevant for this project? What are the skills and/or expertise of key persons involved in this project?

Dr. Nako Tashkov, PhD Assistant Professor and former Dean of the Faculty of Tourism and Business Logistics. An experienced individual in the area of gastronomy, especially in Macedonian national cuisine. With his assistance UGD had developed IPA CBC project which resulted in equipping a training facility owned by UGD in which students are having their practical assignments. As an expert, he's been involved in editing a booklet "Traditional meals from Macedonia's East Planning Region".

Dr. Dejan Metodijeski, PhD, is Assistant Professor and Vice Dean at the Faculty of tourism and business logistics. He is an experienced individual, being exposed to many up-to-date techniques for transfer of know-how in his area of expertise. He possesses many certificates from the field of tourism, hospitality and tour guiding. So far he's been working in couple of IPA CBC projects as a consultant, also TEMPUS projects, and a numerous projects in collaboration with State Agency for tourism promotion and development and Ministry of economy – Sector for tourism and catering.

Dr. Zoran Zdravev received the PhD degree in Computer Science from the Faculty of Natural Sciences and Mathematics Skopje, Ss. Cyril and Methodius University in Skopje in 2011. He lead the E-Learning Center at Goce Delcev University in Stip, as a Head of the ELearning Center. He is assistant professor at Faculty of Computer Science at University "Goce Delcev" - Stip, and head of Information Technologies Department. Also, he is engaged in several EU projects related to e-learning and using ICT in the education Open Data/



Open Educational Resources.

Vasko Zlatkovski, MSc, is a higher associate at the Department of Plant and Environmental Protection. He is an experienced individual, being exposed to many up-to-date techniques for transfer of know-how. He possesses tutor certificate in e-learning activities, issued by GTZ InWEnt program "Support and Tutoring of Virtual Learning Communities (VLC)". He plays significant role in explaining "new" learning tools to his colleagues. So far he's been working in couple of IPA CBC projects and couple of TEMPUS projects too, and is Project secretary to a ERASMUS+ project 2015-1-MK01-KA202-002855 named as Developing OER and Blended Modules for Agriculture and Rural Development.

Have you participated in a European Union granted project in the 3 years preceding this application?

Yes

Please indicate:

EU Programme	Year	Project Identification or Contract Number	Applicant/Beneficiary Name
IPA CBC Bg-Mk	2009	Bridging Universities and Business for Enhancing Employability Skills for Students 2007CB16IPO007-2009-1-19	University Goce Delchev
TEMPUS	2009	Western Balkan Rural Extension Network through Curriculum Reform 158777-TEMPUS-1-2009-1-UK-TEMPUSJCPR-Grant agreement 2009-4676	University Goce Delchev
TEMPUS	2009	Macedonian as a Foreign Language Curriculum Upgrading 158638 - TEMPUS - 1 - 2009 - 1	University Goce Delchev
SEE.ERA-NET PLUS programme	2010	Impact of agricultural land use on biodiversity and regional distribution of broomrapes (Orobanchaceae) in the Balkans. ERA 117	University Goce Delchev
IPA CROSS-Border Programme	2011	„Рака за рака: Малите Бугарчиња и Македончиња“ 2007CB16IPO007-2011-2-104.	University Goce Delchev
IPA CROSS-Border Programme	2011	Integrated selection, protection and promotion of Balkan forest genetic resources with aesthetic values 2011/280-355	University Goce Delchev
IPA CROSS-Border Programme	2011	Proficiency testing scheme: Drinking water IPA 2011 PT 2	University Goce Delchev
IPA CROSS-Border Programme	2012	Congressional Network and Center for Vocational and Technical Skills 2007CB16IPO007 – 2012 – 3 - 019	University Goce Delchev

D.1.4. Legal Representative

Title



Gender	Male
First Name	Blazho
Family Name	Boev
Department	
Position	Rector
Email	blazo.boev@ugd.edu.mk
Telephone 1	+38932550002

If the address is different from the one of the organisation, please tick this box

D.1.5. Contact Person

Title	MSc
Gender	Male
First Name	Vasko
Family Name	Zlatkovski
Department	Department of Plant and Environmental Protection
Position	Higher associate
Email	vasko.zlatkovski@ugd.edu.mk
Telephone 1	+38932550634

If the address is different from the one of the organisation, please tick this box

D.1.6. Contact Person

Title	Dr.
Gender	Male
First Name	Zoran
Family Name	Zdravev
Department	E-Learning center
Position	Head
Email	zoran.zdravev@ugd.edu.mk



Telephone 1

+38932550530

If the address is different from the one of the organisation, please tick this box

**D.2. Partner Organisation**

PIC	998767291
Full legal name (National Language)	ATEITH
Full legal name (Latin characters)	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO IDRYMA THESSALONIKIS)
Acronym	
National ID (if applicable)	L.1404/1983
Department (if applicable)	
Address	Sindos (TEI THESSALONIKIS)
Country	Greece
Region	EL12 - Κεντρική Μακεδονία (Kentriki Makedonia)
P.O. Box	141
Post Code	57400
CEDEX	
City	THESSALONIKI
Website	www.teithe.gr
Email	pubrel@admin.teithe.gr
Telephone 1	+302310791100
Telephone 2	+302310791111
Fax	+302310791152

D.2.1. Profile

Type of Organisation	Higher education institution (tertiary level)
Is the partner organisation a public body?	Yes
Is the partner organisation a non-profit?	Yes

D.2.2. Accreditation

Has the partner organisation received any type of accreditation before submitting this application?

Accreditation Type	Accreditation Reference
Erasmus Charter for Higher Education (ERAPLUS-ECHE)	G THESSAL12



D.2.3. Background and Experience

Please briefly present the partner organisation (e.g. its type, size, scope of work, areas of specific expertise, specific social context and, if relevant, the quality system used).

Alexander Technological Educational Institute of Thessaloniki, Greece, is an educational organisation providing contemporary research and applied scientific knowledge at undergraduate and post graduate levels of education.

Its premises are located nearby the city of Thessaloniki, at an approximate distance of 20 km, and it is connected to the city center via city buses. Alexander T.E.I. has approximately 1,000 members of teaching, administrative, technical and supporting staff, and almost 15,000 students attend classes in its Schools and Departments.

Alexander T.E.I. of Thessaloniki is directly interconnected to the society of the city and country, since the vast majority of research programs are oriented towards the benefits for the local, national and international community. Additionally, research in A.T.E.I. addresses contemporary and ongoing problems of society, industry and science applications.

Our Institution, amongst others, provides studies in Administration & Economics (School), and specialises into Accounting (Dept), Logistics (Dept), Library and IT (Dpt), and Business Administration (Dpt) that has two disciplines: Marketing (Dsc) and Tourism Management (Dsc).

Department of Business Administration and its Discipline in Tourism Management has already been member in several research projects on national, international and global level. Our international partnerships include Institutions, Companies and Organizations in Europe, Americas, Asia and Africa. Whilst some of the strongest and longlasting cooperations have been established with such partners from the Balkans (Albania, Croatia, Serbia, FYRoM, Bulgaria, Romania, Turkey etc.)

What are the activities and experience of the partner organisation in the areas relevant for this project? What are the skills and/or expertise of key persons involved in this project?

The Discipline of Tourism Management has participated and / or managed mobility and knowledge transfer and dissemination projects since decades ago. Some of them are:

MAYANET - Erasmus Mundus (EACEA 18/2013) - Mobility as Key Factor for Quality Enhancement of EU and Latin America Universities, 2015 - 2018

ASSUR - Erasmus Mundus (EACEA 18/2013) - Integrated Studies for Syrian and European Universities, 2015 - 2018

Tempus IV - Tempus (EACEA) - Enhancing Regional Academic Cooperation in the Mediterranean: Development of Postgraduate Curriculum for Tourism and Hospitality Studies - 2005

Tempus IV (Joint actions) - Tempus - Phare (EACEA/JEP) - Advanced Regional Cooperation in South-Eastern Europe: Development of Postgraduate Curriculum for Hospitality and Tourism Studies, 2004 - 2005.

For the upcoming project, an already summed up team has been organized, with the following members:

Dr Fotios Kilipiris, Prof. Disc. of Tourism Management.

Prof. Kilipiris has participated in several research projects, as a research team member and as Scientific Coordinator as well. He is an experienced academic and researcher, and his research includes: business administration and entrepreneurship, tourism policy and sustainable development.

Dr Evangelos Christou, Prof. Disc. of Tourism Management.

Prof. Christou has been member of research team in numerous projects and has also managed several ones as Scientific Coordinator. He is an experienced academic and his research focuses on tourism and hospitality marketing, market research and product development.

Dr Panagiotis Kassiandis, Assoc. Prof. Disc. of Tourism Management.

Prof. Kassiandis has participated in many research projects, either as researcher or as Scientific Coordinator. He holds a teaching position in Alexander T.E.I. of Thessaloniki and his research focuses on: tourism product distribution channels, tourism business



administration and tourism product packaging.

Mr. Athanasios Dermetzopoulos, M.Sc. Adjunct Faculty Member. Disc. of Tourism Management.
Mr. Athanasios has a long experience in research projects, carried out by the A.T.E.I. of Thessaloniki, the University of the Aegean and several private and public organisations in Greece or abroad. He holds a non-permanent teaching position in our Disc. and his research activity includes: tourism destination management, destination branding, destination image and repeated visitation.

Has the partner organisation participated in a European Union granted project in the 3 years preceding this application?

Yes

Please indicate:

EU Programme	Year	Project Identification or Contract Number	Applicant/Beneficiary Name
LLP - Comenius (EACEA)	2011	Project number 517999-LLP-1-2011-1-GR-COMENIUS-CMP	Alexander Technological Educational Institute
LLP - Leonardo da Vinci (EACEA)	2011	Project number 510098-2010-LLP-SI-LEONARDO-LMP	Alexander Technological Educational Institute
LLP- Erasmus/M (EACEA E/M Action2)	2010	Grant agreement no.: 2010-2368/001-001-EM Action 2	Alexander Technological Educational Institute
Power - FP7	2008	FP7 (HEALTH-2007-A)	Alexander Technological Educational Institute

D.2.4. Legal Representative

Title: Mr.

Gender: Male

First Name: Panagiotis

Family Name: Tzionas

Department: Alexander Technological Educational Institute of Thessaloniki, Greece

Position: President of the Research Committee, Deputy President of A.T.E.I.Th.

Email: ptzionas@autom.teithe.gr

Telephone 1: 2310013103

If the address is different from the one of the organisation, please tick this box

D.2.5. Contact Person

Title: Mrs.

Gender: Female

First Name: Aikaterini



Family Name

Pliakou

Department

Financial Division of A.T.E.I.Th.

Position

Head of Financial Division of A.T.E.I.Th.

Email

apliakou@admin.teithe.gr

Telephone 1

2310013150, 2310013702

If the address is different from the one of the organisation, please tick this box

**D.3. Partner Organisation**

PIC	944316535
Full legal name (National Language)	Университет "Проф. д-р Асен Златаров"
Full legal name (Latin characters)	Prof.Dr. Asen Zlatarov University
Acronym	
National ID (if applicable)	000044541
Department (if applicable)	
Address	Prof. Yakimov str. N 1
Country	Bulgaria
Region	BG341 - Бургас (Burgas)
P.O. Box	
Post Code	8010
CEDEX	
City	Burgas
Website	www.btu.bg
Email	
Telephone 1	+359 56 716 481
Telephone 2	+359 56 860 041
Fax	+359 56 880 249

D.3.1. Profile

Type of Organisation	Higher education institution (tertiary level)
Is the partner organisation a public body?	Yes
Is the partner organisation a non-profit?	No

D.3.2. Background and Experience

Please briefly present the partner organisation (e.g. its type, size, scope of work, areas of specific expertise, specific social context and, if relevant, the quality system used).

Prof. Dr. Assen Zlatarov" University is the only state university in Southeast Bulgaria. It was founded on 6th October 1963 by Decree № 162 of the Council of Ministers as a Higher Chemico-technological institute "Prof. Dr. Assen Zlatarov" which connected forever it with the name of its patron. "Prof. Dr. Assen Zlatarov". University was ratified as such by a resolution of the National Assembly in



1995.
 "Prof. Dr. Assen Zlatarov" University was institutionally accredited by resolution №16 of 17.05. 2007 of the National Evaluation and Accreditation Agency for the term of 6 years.
 Tuition is carried out in four faculties - Faculty of Technical Sciences, Faculty of Natural Sciences, Heltcare Faculty and Faculty of Social Sciences. It includes three colleges – Technical College, Medical College and College of Tourism. Tuition is carried out in 29 accredited Bachelor and over 60 Master programmes. The Department of Foreign Language Studies, the Central Scientific Research Library and the Computer Centre have their honourable place in the structure of the university. Students, studying at the University, acquire the educational and qualification degrees of "professional Bachelor", "Bachelor" and "Master", as well as the educational and qualification degree of "Doctor".
 More than 320 highly qualified lecturers, 127 of them habilitated, teach at the university. Organisation and management of the educational process at the university comply with the European requirements and criteria for quality educational and research process. A university evaluation and education quality maintenance system has been worked out. The University has been rated among the first in Bulgaria according to the quality of the research on Hirsch system for scientific contribution. Carrying out the policy of the university management for rejuvenating and heightening the qualification of the academic staff, there has been a practice established for announcing competitions on all levels – from "assistant professor" to "professor".
 "Prof. Dr. Assen Zlatarov" University has a modern material base and facilities which comply with the state requirements for high quality of education. It consists of six academic buildings, sports facilities, three student hostels, three student canteens and a medical services centre. The hostels can accommodate all the students who are not residents of Burgas.
 The university library comprises the Central library and three affiliates. The library offers materials of different areas of knowledge – social, economic, humanitarian and technical studies. There are 150 equipped seats in the reading room. Access to scientific database Scopus, Science Direct, EmBase, Web of Knowledge is provided.
 The academic management has been constantly making systematic efforts for maintenance, expansion, effective use and modernizing and renovation of the available material and technical facilities.
 The university has established active scientific relations with institutes and universities in England, France, Germany, Russia, Turkey, Spain, Italy, Hungary, Serbia, Poland, Slovenia and etc. They give opportunity for scientific specializations and study practice of the academic staff and students, for exchange of lecturers, academic and scientific literature.

What are the activities and experience of the partner organisation in the areas relevant for this project? What are the skills and/or expertise of key persons involved in this project?

Analysis and quality control of food products
 To establish food and energy value of most used food is necessary to perform the following basic analysis - pH, proteins, carbohydrates and lipids. These analyses will be carried out by quantitative standard methods. Will be used and rapid methods for qualitative analysis to demonstrate the freshness of the food. Most attention will be paid to meat and dairy products, as they are subject to the most perishable conditions. Qualitative analysis includes conducting reductase sample reaction, peroxidase reaction, proof of preservative substances, reaction for ammonia and hydrogen peroxide and others. It will therefore conduct a qualitative and quantitative analysis of the most used food.
 Team: Department of Biotechnology at the University "Prof. Dr. Assen Zlatarov". The department trains Masters in programme "Analysis and Control of Food" and have extensive experience in the study of quality and food safety. Responsible persons for the analytical part of the project activities: Prof. Tsonka Godzhevargova and Assoc. Prof. Katya Gabrovska
 Assoc. Prof. Dr. Bistra Vassileva, who will be the project coordinator is a national expert on Reference Budgets. She is in charge of developing reference budgets (food baskets and their respective pricing) for 4 types of households in Bulgaria as a part of pilot project for the development of a common methodology on reference budgets, funded by the European Commission. As a part of the project, a 'Reference Budgets' Network' which consists of key experts and representative stakeholders is established, at the national as well as the EU level. The aim of this network is to share experience and expertise on RBs. A common theoretical framework and a common methodology for cross-nationally comparable RBs in all EU Member States is already developed and will be made publicly available in the next few months.

Has the partner organisation participated in a European Union granted project in the 3 years preceding this application?

Yes

Please indicate:

EU Programme	Year	Project Identification or Contract Number	Applicant/Beneficiary Name
--------------	------	---	----------------------------



Operational Programme "Black sea basin" 2007 - 2013	2013	2.2.1.73767.309 MIS-ETC 2614	Prof. d-r Assen Zlatarov University
Operational Programme "Black sea basin" 2007 - 2013	2013	2.2.1.72714.211 MIS-ETC 2642	Prof. d-r Assen Zlatarov University
Bulgaria – Turkey IPA Cross-border Programme	2014	2007CB16IPO008-2013-03-051	Prof. d-r Assen Zlatarov University
European Commission Seventh Framework Programme	2013	FP7-ENV-2013 603437 Solutions	Prof. d-r Assen Zlatarov University
„Development of Human Resources" BG051PO001-3.1.08	2013	BG051PO001-3.1.08-0027	Prof. d-r Assen Zlatarov University
„Development of Human Resources" BG051PO001-4.3.04	2013	BG051PO001-4.3.04-0015	Prof. d-r Assen Zlatarov University
„Development of Human Resources" BG051PO001-3.1.09	2013	BG051PO001-3.1.09-0011	Prof. d-r Assen Zlatarov University
Operational Programme "Black Sea basin" 2007-2013	2013	2.2.1.73194.264	Prof. d-r Assen Zlatarov University

D.3.3. Legal Representative

Title	Associate professor Dr.
Gender	Female
First Name	Magdalena
Family Name	Mitkova
Department	Organic chemistry
Position	Rector
Email	rector@btu.bg
Telephone 1	+359 56 716 407

If the address is different from the one of the organisation, please tick this box

D.3.4. Contact Person

Title	Professor DSc.
Gender	Female
First Name	Tsonka
Family Name	Godzhevargova
Department	Biotechnology



Position	Head of department of Biotechnology
Email	godjevargova@yahoo.com
Telephone 1	+359 885 604 259

If the address is different from the one of the organisation, please tick this box

**D.4. Partner Organisation**

PIC	939152740
Full legal name (National Language)	Veleučiliste u Šibeniku
Full legal name (Latin characters)	Veleuciliste u Sibeniku
Acronym	
National ID (if applicable)	100007260
Department (if applicable)	
Address	Trg Andrije Hebranga 11
Country	Croatia
Region	HR034 - Šibensko-kninska županija
P.O. Box	
Post Code	22000
CEDEX	
City	Šibenik
Website	www.vus.hr
Email	
Telephone 1	+38522311088
Telephone 2	+38522311066
Fax	+38522216716

D.4.1. Profile

Type of Organisation	Higher education institution (tertiary level)
Is the partner organisation a public body?	Yes
Is the partner organisation a non-profit?	Yes

D.4.2. Accreditation

Has the partner organisation received any type of accreditation before submitting this application?

Accreditation Type	Accreditation Reference
Erasmus Charter for Higher Education (ERAPLUS-ECHE)	HR SIBENIK01



D.4.3. Background and Experience

Please briefly present the partner organisation (e.g. its type, size, scope of work, areas of specific expertise, specific social context and, if relevant, the quality system used).

The Polytechnic in Šibenik was first established in 2006 and we have been educating young students in the fields of social and technical sciences of tourism, organization, transport and informatics.
 We have 1300 students and 43 members of the staff.
 We offer undergraduate professional study programmes:

1. Tourism management
2. IT management
3. Administrative studies
4. Traffic and transportation studies :
 - a) Postal traffic engineering
 - b) Road traffic engineering

Professional study programmes consist of 6 semesters (180 ECTS) and after successfully finishing them, our students acquire a degree of professional graduates or baccalaureus of economy, traffic or administration. The Polytechnic also offers a specialist graduate professional study programme that lasts two years (4 semesters):

1. Graduate professional study of management (120 ECTS)

The aim of the institution is to provide programs of high quality that will enable responsible young experts to become the carriers of future development for the local, national and international community. We have a very strong support from our City Council and National parks of Krka and Kornati.
 With the current changes in the world and new prospects in the European labor market, we hope to integrate our Faculty with other institutions in higher education, in Croatia but in Europe as well.

What is extremely important, it that we would like to teach our students to be active in expressing their ideas and in fighting any type of discrimination.

What are the activities and experience of the partner organisation in the areas relevant for this project? What are the skills and/or expertise of key persons involved in this project?

The Polytechnic of Šibenik has been involved in the activities related to different cooperation with institutions on local and national level, such as other educational institutions in Croatia, bodies of local government, national parks. We have established two CEEPUS networks with central European universities and are currently working on the third one with our Adriatic partners. Furthermore, we have organized scientific and professional conferences related to various themes, workshops for the public and experts and informative lectures.
 Key persons involved in this project have been working on various European educational projects like Comenius, Leonardo da Vinci, Youth in Action and Erasmus.

Has the partner organisation participated in a European Union granted project in the 3 years preceding this application?

Yes

Please indicate:

EU Programme	Year	Project Identification or Contract Number	Applicant/Beneficiary Name
IPA project	2013	Adoption of CROQF principles in Tourism sector of higher education in Croatia IPA4.1.3.1.06.01.c11	Visoka poslovna škola Libertas
IPA project	2013	Technology transfer infrastructure in the Croatian Adriatic region – TAdria IPA2007/HR/16IPO/001-040516	Sveučilište u Splitu



D.4.4. Legal Representative

Title	Ms
Gender	Female
First Name	Anita
Family Name	Grubišić
Department	
Position	Dean
Email	anita@vus.hr
Telephone 1	+385 98 254 306

If the address is different from the one of the organisation, please tick this box

D.4.5. Contact Person

Title	Ms
Gender	Female
First Name	Ivana
Family Name	Kardum Goleš
Department	Foreign languages
Position	Lecturer
Email	ikardum000@gmail.com
Telephone 1	+385 22 340 112

If the address is different from the one of the organisation, please tick this box

D.5. Other Organisations

If relevant, please identify and explain the involvement of any other organisations not formally participating in the project. Please explain how they bring added value to the planned activities, including by investing their own resources and know-how, and also describe how they will contribute to the achievement of the project's objectives.

This project will involve at least one institution per country out of the HEI, which operates in the tourism industry. These institutions will be invited to be a part of the training process in preparation of National meals, which are aimed in transfer of know-how to professionals and enterprises that operate in tourism in the Region. Beside training of the students and professors, the know-how transfer will be possible to other interested parties which would express interest. By this, they will increase their touristic offer, thus contribute to the possibility to employ additional staff, contributing to the national economy. On the other hand, not only chefs will be invited to participate, but dietary specialists as well, as they can use the "National menu"



possibilities in composing their clients' daily ratio. Finally, local, regional and national media will be a part of the project, as they are seen as irreplaceable tool for spreading the news on the project's outcome. Especially of the "National menu" which can be of use of the widest spectrum of the population, and by that to improve their quality of life.



E. Description of the Project

What is the rationale of this project, in terms of objectives pursued and needs and target groups to be addressed? Why should this project be carried out transnationally?

Tourism is important source of income for great number of countries. No matter whether they have access to sea, or are landlocked. This branch of the economy brings hard currency income into country's economy, but also contributes to reduce unemployment rate, as it provides opportunity for creation of large number of working places especially in the service sector. In 1994, the United Nations had recognized three forms of tourism i.e. domestic, inbound and outbound tourism. Naturally, the first and second one are most favorable for developing national economy. In order to attract more guests, especially the foreign ones, the accommodation facilities are working constantly on improvement of their services. Tourism plays great importance to the development of national economy to the countries of the Balkan Peninsula. In Greece, for instance, in 2014 the tourism industry directly contributed with € 11,8 bn or 7% of total GDP. On the other hand the total contribution to GDP was € 29,4 bn (17,3% of GDP). In 2014 Travel & Tourism directly supported 340.500 jobs (9,4% of total employment). The situation in Bulgaria is as follows: The direct contribution of Travel & Tourism to GDP was BGN 2.998,9 mn (3,7% of total GDP) in 2013. The total contribution of Travel & Tourism to GDP was BGN 10.670,6 mn (13,3% of GDP) in 2013. In 2013 Travel & Tourism directly supported 100.100 jobs (3,4% of total employment). In Croatia, the direct contribution of Travel & Tourism to GDP was HRK 35.876,5 mn (12,5% of total GDP). The total contribution of Travel & Tourism to GDP was HRK 80.982,2 mn (28,3% of GDP). In 2014 Travel & Tourism directly supported 139.500 jobs (13,6% of total employment). And, finally, in Macedonia The direct contribution of Travel & Tourism to GDP was MKD 7,3 bn (1,4% of total GDP) in 2014. The total contribution of Travel & Tourism to GDP was MKD 27,4bn (5,2% of GDP), while the Travel & Tourism directly supported 9,000 jobs (1,3% of total employment). Looking at these figures, one can hardly not be wise enough not to conclude on the magnitude this sector has in the "neighborhood". But, this sector, is as volatile as it can be. Natural or man mad disasters (economic crisis, political instability etc.) can significantly reduce its contribution. However, those situations eventually resolve, giving wind to the development wigs. Since the number of accommodation facilities is on the rise, new staff need to be recruited, often causing problems in finding trained and educated staff. Number of HEI institutions in the region provide formal tertiary education. But the challenges they engage are increasing year-by-year. Tourist demands, the industry's accommodation to the demands by the tourists and not just tourists only but the general population as well, ever growing IT equipment used in the facilities...everything listed needs to be transferred to the students. But, this is not the only challenge. Since the IT and the rest of the machinery are not the only part which creates the overall picture of a successful enterprise that deals with tourism, the HEI need to be in touch, close relation to the enterprises in order to gain knowledge of what's different from previous years and address the issue accordingly i.e. to adapt curricula or knowledge transfer techniques. Institutions, partners in this project, will create a strategic partnership in order to create a more modern and up-to-dated environment for their students to understand the volume of the tourism industry, especially in the areas of gastronomy/nutrition and hospitality. The project will create two separate outputs i.e. one in gastronomy/nutrition, the other one in hospitality. The first output will serve the students' needs to have a tool to be able to compose a meal in accordance to the client's needs. Facing obesity in general population students need a tool which will train them in their learning process how to use ICT based technology in creating their guest daily diet (very common while working in facilities who deal with specific clients). On the other hand, latest amendments to the legislation requires declaration of nutritional value of the meals they prepare. Not to be neglected is the tourists' trend to seek for national cuisine while abroad. So, each project partners will create a list of at 15 national menus (full course) and will determine their nutritional value which will be a part of the "National menu" of the institutions that collaborate with the HEI partners in this project. Once the project finishes and results are to be published, the outcomes will be of a use to all interested enterprises and other HEI. The second output will create a tool which will introduce students to a management practice of accommodation facility (hotel/motel). It will give them unique opportunity to get familiarized of the operational principles of the different departments facilities have, how they are inter-dependent and how they synchronize their activities.

In what way is the project innovative and/or complementary to other projects already carried out?

This project tends to provide user-friendly tools for use by the students and other interested individuals and institutions. Other on-line tools exist on internet but they are far too complicated to be used as for another part of these tools there is a necessity to pay membership to be used, and they are usually linked to the menu of the company that had sponsored the tool development (McDonald's, KFC, Wendy's, Subway, Taco Bell etc.), which are of no use to the HEI. It is to be mentioned that in the last decade more and more attention is given to the human nutrition. Especially after all major studies point that obesity can be avoided or diminished if a person would feed him/herself in proper way. That would mean the person would know the amount of calories would be entering his/her system thus being able to plan activities to prevent gaining undesired weight. On the other hand, the newly graduated students, who are seeking their place on the labor market often possess no financial means to become part of professional organizations and to be able to use their nutritional value calculators thus become limited in their professional engagement. And, as in case in the countries of the project partners, there is no such tool which would be of a use, contributing to



have "template menus" at restaurants without possibility for the manager or the guest to choose the kind of meal they wish to enjoy in. The other tool project will develop aim to get students familiarized with the tools used in management of accommodation facilities (hotels/motels), as such tools are not present in a form of an on-line tool. Usually such software is developed by the organization that manages the facilities and has closed-circuit character. But, generally all of them depend on few different data bases which give overall picture of the facility's status. At the moment this principle (management of accommodation facility) is taught through books and by illustrations, limited in development of students' skills. By creating both of the tools, the project will provide HEI members to this project to possess tools which will contribute to their teaching modernization, process which is in-line with EU regulations for modernization of teaching/learning process by providing more attractive way of education, use of participatory approach and use of ITC-based methodology, increased capacity and professionalism to work at EU/international level.

How did you choose the project partners and what experiences and competences will they bring to the project? How was the partnership established and does it involve organisations that have never previously been involved in a similar project? How will the tasks and responsibilities be distributed among the partners?

University Goce Delchev is the youngest State University in Macedonia. Yet, the numbers of students and conditions to obtain education had positioned this institution on second-best in the country. It is to be stated that none of the current partnership had never participated in joint project, altogether. University Goce Delchev has separate collaboration with all of the other HEI. With one of them (ATEITH), in 2013 had submitted project-proposal under IPA CBC Mk-Gr programme, but failed to be elected by a margin of 0,4 points in evaluation process. Being aware of each institution's capabilities and willingness for joint collaboration, UGD had sent a proposal to each HEI for joint participation in this project, which was welcomed by each and every one of them in quite short period. The UGD's Faculty of Tourism and Business Logistics had proposed the names of HEI with whom they already have established close relationships, in a form of a regular communication, exchange of project ideas and mutual occasional visits. Such established relationship and firm belief in the possibility of collaboration had contributed to the idea of contacting the remaining 3 institutions. UGD will be responsible for overall project management, taking care each activity, outcome and procedure to be implemented on time in accordance to the program's rules. Each of the partners will contribute with number of specialists in the development of each of the 2 outcomes. Two of the partners have laboratory with necessary staff and equipment for determination of food nutritional value. All of the partners have qualified staff for designing the second tool while UGD Centre for e-learning will take over the responsibility to develop the e-outcomes (softwares).

How will cooperation and communication happen among all project partners and with other relevant stakeholders? What will be the purpose and frequency of the transnational project meetings and who will participate in them?

Even at this stage consortium members are communicating between each other, in order to design best possible approach in obtaining best possible result. E-mail messages were exchanged and responses to any type of question were provided within short period of time hence proving that the communication channels are open from the Day 1 of this project proposal. Similar situation is obtained with the remaining partners as well, since all of them had responded to the offer to be a part of this project within 2-3 days. If this project is to be approved, the management team will meet on each 6 months, to be familiarized with the latest developments of the project targets and to overlook the development on every situation which might provoke creation of a bottleneck situation. The main way of communication considers exchange of e-mail messages, phone calls, Viber and Skype conference calls will take place when immediate reaction would be required. Project management meetings will take place in each of the consortium members' facilities, thus enabling all consortium members to be familiarized with the possibilities for additional project developments. Having in mind the length of project life (36 months) the project management team will have 6 meetings, of which the first and the last one, the Kick-off and Final meetings will take place in Macedonia. The remaining 3 meetings will take place at the premises of each of the institutions, part of this project in consequential order. On each meeting, at least one person from each consortium members will participate, representing and reporting on behalf of his/her institution.

What are the most relevant topics addressed by your project?

- New innovative curricula/educational methods/development of training courses
- Research and innovation
- ICT - new technologies - digital competences



What results are expected during the project and on its completion? Please provide a detailed description of the expected results (if they are not listed in intellectual outputs, multiplier events or learning, training, teaching activities).

Two ICT-based tools will be developed. The first one, electronic version of "National menu" composed of the 15 traditional meals from the countries from which the consortium members originate (60 meals in total). Detail analysis of the proposed meals which will provide data on nutritional value (calories) will be available for users who will refer to this tool while making their daily ration. The second one, software which will simulate management of hotel/motel facility will serve to improve students' skills in management, entrepreneurship and planning in operating accommodation facilities. It is to expect that these IT tools will have significant role in introducing the use of IT technology which will lead to improvement of students' skill in use of specific industry oriented software. Each software will have original version in English and one version in Bulgarian, Croatian, Greek and Macedonian. One accredited program in Nutrition will be developed as this area of education is becoming more and more attractive on the labor market.

E.1. Participants

Approximately, how many persons will benefit indirectly from or will be target of the activities organised by the project? (i.e. participants for whom a specific grant is not foreseen, such as local participants in multiplier events, or other types of events, etc.)

200

Please describe briefly how and in which activities these persons will be involved

Firstly, Professors from all consortium members will have direct involvement in:
- deciding which national meals should be included in National menu;
- providing data on meals' recipes, composition and pictures;
Students from all HEI will be the ones who will participate in testing the demo-version of both of the softwares and will become active users when this output will have its official version (improving their IT competences). Their feedback will be crucial in tuning softwares' performances.
Professionals from institutions with whom HEI have established collaboration will be invited in testing the software, especially the one "National menu". After the software becomes operational they'll be free to use and propose for use t their customers as well.
Nutritionists, as they will be given a tool enabling them to take into consideration their clients specific needs, yet avoiding to suggest limited choice.
As implied, part of the indirect beneficiaries will be a part of the development stage of the project, while the remaining ones will participate at the Multiplication event, thus being exposed to newly developed tool.

Participants with fewer opportunities: does your project involve participants facing situations that make their participation more difficult?

No



F. Preparation

Please describe what will be done in preparation by your organisation and by your partners before the actual project activities take place, e.g. administrative arrangements, etc.

In order to meet programme's administrative requirements UGD project management team will develop an application which will contain data on all participants. That application will provide possibility to follow project development, provision of justification documents, the amount of money spent and the development of the outputs. Several on-line meetings will take place on which representatives and contact persons will discuss project issues i.e. opening separate account, production of justification documents, type of staff to be engaged in project implementation etc.

F.1. Project Management

How will you ensure proper budget control and time management in your project?

The applicant organization of this project appoints a Project Coordinator – PC, Assistant Project Coordinator – APC and Project Secretary – PS. Each of the partners should appoint their own Local Project Coordinator – LPC and Local Assistant Project Coordinator – LAPC.

The assignments of the project management team include:

- The PC will coordinate the overall implementation of the project, he/she will prepare reports and take care of the communication for the project coordination. The PC is responsible for the approval of the payout documentation according to the actual completion of the activities in his organization as well as in the partner organizations. The PC will also manage the risks.
- The ACP will be assigned to help with the communication and assist the preparation or reports.
- The PS will work on technical preparation of the documentation and recording and keeping of the project documentation.
- LPC will collaborate with the PC for coordination of the project activities, reports and documentation for his/her institution and for their timely and quality completion. LAPC will be responsible for the approval of the payout documentation in his/her organization. LAPC will assist in the report preparation and communication and will also assist in the organization of the activities.

The Project Management Team - PMT will be established at the kick-off meeting. Members of the PMT will be: PC, APC, PS and also the LPC & LAPC from each partner. The responsibility of the PMT will be the adoption of the activity plan, approval of the activity realization reports and approval of the financial reports. The adoption and approval of the plans and the reports will be carried out by voting. Only the PC and LPCs from all partners will have the right to vote, meaning that there is only one vote from each partner organization included in the project. The decisions will be carried out only if more than half of the partners' representatives are present.

For a successful implementation of the project the PMT will meet in person every six months. In order to save funds, whenever it is possible the meetings will be held together with the planned project events. Meanwhile, at least once a month, online meetings will be held using audio/video conferencing tools (Skype, Viber or similar). If there is a necessity to make certain decisions in between two PMT on-site meetings, system for on-line voting will be used (for ex. Doodle)

For a successful and transparent realization of the project we will create on-line working environment where all necessary project plans, reports and working documents will be posted. Access to this resource will be available only for the members of the PMT.

Time management:

The PC will monitor and control the timely starting and ending of the project activities according to the proposed Gantt-chart and will report it to the PMT. If necessary, the PC will propose rescheduling of the terms for the activity finalization to the PMT. The PC is obliged, at every PMT meeting, to deliver and present a time management report that also have to be approved by the PMT.

Budget management:

The payments will be realized according to documented and finalized activities. The payment from the applicant towards the project partners will be realized after every six months according to the dynamics of payouts realized by the National Agency towards the applicant. The PC controls the payment approvals and reports to the PMT. If necessary the PC will propose to the PMT budget reallocation, but only if it is according to the rules and in the frame of the signed project agreement. At every PMT meeting, the PC is obliged to deliver and present a budget realization report. This report has to be approved by the PMT.

The report regarding the budget realization will be prepared by the Financial Reporters Team – FRT. This team will be appointed at the very beginning of the project by PMT and will consist of three of its members. The PS will supply the FRT with the necessary data for preparation of the financial reports.

Quality control:

The PMT will appoint three members that will be responsible for the quality control. The quality control will be carried out through questionnaires for the participants in the project after every event.

The quality control of the developed OER will be realized by the partners from Thessaloníki and Shibenik

In order to achieve a successful quality control, a detailed quality control plan will be developed.



How will the quality of the project's activities and results be monitored and evaluated? Please mention the involved staff profiles and frequency of such quality checks.

The PMT will be in charge for complete realization. The PC will be responsible before the PMT and he/she will report on the development and timely completion of the activities.
Three members of PMT will be appointed for the budget report and they will form the Financial Reporters Team – FRT. The PS will supply the FRT with necessary data for the financial report.
The PS will adopt the activity delivery reports and the budget at their meetings.
Since means for verification (outputs) and time-frame (Gantt diagram) are part of the application, the teams will have means to follow the level of project implementation, during implementation phase and by the end of the project.

What are your plans for handling project risks (e.g. conflict resolution processes)?

The identified risks for the project include:
1. General risks, related to the project environment.
- timely agreement signing and payout of the funds
- political crises or instability in any of the participating countries.
- absence of key members of the team for the project realization
2. Risks related to the implementation of the activities.
- cancelation or postponement of an activity (due to any reason)
- insufficient inputs and/or instructions for activity realization
- lack of resources for activity realization
- absence of a key member for realization of activity
3. Risks related to the partners
- not signing the agreement by a partner organization
- change of the team members by a partner organization
- not paying costs and fees to the participants
- cancelation of participation in the activities
The risks will be managed by the PC, who will therefore notify the PMT. The reports for the occurred risks and their management will be adopted by the PMT. If necessary the PC and the PMT could authorize another member of the team or another organization to minimize the damage caused by the occurred risk.
In order to manage the risks efficiently there will be detailed risk management plan developed.

Which activities and indicators of achievement (quantitative and qualitative) will you put in place in order to assess whether and to what extent, the project reaches its objectives and results?

- level of educators' acceptance and inclusion of the new way of students' education how to compose daily ration for guests or clients, should they decide to start own business as nutrition consultant - (innovations acceptance)
- number of participants on each of the courses (trainings/workshops)
- level of students' satisfaction that had participated in the courses
- number of enterprises that will include full and respective national version of the "National menu" on their service list
- project web-page developed, uploaded and usable by interested parties
- implementation on operational level:
- development and uploading on-line the "National menu"
- development and upload of Management software
- number of visits on the web-page (total and per country)



G. Implementation

Please elaborate on the methodology you intend to apply in your project. Please also provide detailed information about the project activities that you will carry out with the support of the grant requested under the item "Project Management and Implementation".

The way this project will achieve targeted values is rarely applied in this part of Europe. Traditionally not trustful or identifying a competitor, rather than partner in neighboring countries this project will use the Regional approach in establishing links between the HEI in the region and will offer tools for Region's small and medium enterprises to use for expansion of their business. Meaning, the first level of regional approach will be used during the phase of outcomes development (the "National Menu" and the software for management of restaurants and hotels). Since providing information on certain food amount of calories is a part of the National Menu, the expenses for laboratory analysis will be covered through the part of the budget "Project Management and Implementation". This aims for cutting the expenses since all of the partners will conduct analysis on their own (in their home countries, rather than to have a travel for 2 persons from 3 institutions and to have the analysis on one place). Furthermore, in order to have project development under control the Project Management Team (PMT) will have regular meetings on each 6 months, having meeting place in each of the HEI, members of this project. The first and last meetings will take place in Macedonia, while the remaining 4 will in the respective countries of the project members. In case any bottleneck situation would appear, immediate meeting can be scheduled via Skype or the solution can be found through exchange of e-mails. Anyway, immediate contact between PMT would be possible by using various choices for talking Vol protocol (Viber, Hangout...)

Please provide detailed information about the activities that your project will organise and elaborate on the methods you intend to use.

As mentioned previously, this project strongly depends on the "Participative approach". As the name indicates, the development and finalization of the outcomes will require merge of teams of experts from different area of expertise. And this, we do believe, is one of the strongest links. Baring in mind that the outputs are of IT character it is of utmost importance for the programmers to understand what the users want, how they want the software to work, what to present, which kind of information they wish to have in order to make justifiable decision. And that will be obtained through having IT specialist working along with the specialists in hotel management. Not to be neglected, all HEI representatives are expected to have their intellectual input in the development phase of both of the outputs (the "National Menu" and the "Software for managing accommodation facility"). During the meals selection process and development of "regular" and "veggie" meals there will be a strong interaction between the teams in which certain level of traditional approach in nutrition will be taken into consideration. Then, after the first phase is finished, each team will visit other partners institutions and facilities introducing their national preferences, hence offering practical transfer of know-how not just for the teachers&students to the relevant institution, but to the interested entrepreneurs as well. Finally, each country will have 1-day Multiplication event which will be used to present what can be used as a foreign experience when it comes to expanding the tourist offer. Not to be neglected, the second output which deals with management of hotels & restaurants will have its regional approach as well. During the implementation phase each institution will delegate 2 members which will work along their counterpart trying to define what parameters should be a part of the software. The development phase is planned to take several months of implementation, during which after each mobility there is going to be a period in which each team will work at their home institution exchanging coordinative information by e-mail, Skype or any other e-based tool for communication.

G.1. Intellectual Outputs

Do you plan to include intellectual outputs in your project?

Yes

When filling in the Intellectual outputs section, please specify the leading and the participating organisations under each output that have a significant contribution in terms of potential impact and transferability (e.g. new curricula, pedagogical materials, IT Tools, analysis and studies, etc.). This will allow for specifying the corresponding costs in the specific section of the budget.

Output Identification	O1
Output Title	Developing and publishing OER - "National menu"
Output Description	Nowadays tourism is understood in much different ways than previous times. No more people are moving from one place to another only during winter (skiing) or during summer having their holidays elsewhere. Today, the tourism as a science had managed to explore and divide peoples' travel depending on their habit or affiliation, rather by the time of the year



they make the travel. But, wherever and whenever they go, visitors are becoming more and more interested in exploring things they cannot find home, food included.
 In order to assist students and hospitality enterprises in the Region to understand the importance and the advantages of the region for being rich in flavor, taste and natural food thus becoming attractive destination, HEI that participate in this project will make a list of meals (breakfast, lunch and dinner), traditionally used in the daily ration of the population of each country respectively.
 This publication will contain data for 5-day meals (breakfast, lunch and dinner) from all 4 countries, thus enabling individuals and professionals to plan rations while visiting the region (all together or separately) way in advance. The web page will be adapted for use by different OS such are Windows, Android or iOS.
 Finally, the working language during the development phase of this tool will be in English, and after the final version would be approved by the quality management team, each HEI team will provide translation to their languages, hence the platform will be of a use to whole EU population.

Please describe the tasks leading to the production of the intellectual output and the applied methodology

1. Composition of each of the HEI research teams for selection of 5-day traditional meals (breakfast, lunch, dinner)
2. Each HEI team perform research and determine meals' ingredients
3. Each HEI performs analysis for nutritional value (calories, KJ) for each of the meals
4. Exchange of information from the obtained analysis
5. Experts travel to each of the countries to make the know-how transfer in preparation of the selected meals
6. Composition of the Data base and development of the software
7. Testing period
8. Final approval
9. Translation of En version into national languages
10. Upload and publishing

As illustrated, the participative approach is used in the development of the common good (the "National Menu"). Another thing is to be emphasized is the planned activity for each HEI team to transfer the skills to the other counterparts, since it is one thing to read from the book, and awfully different to experience the preparation on-site.
 Finally, in order to check the level of success by he developed tool, testing period will be opened in which every HEI will try to identify whether there are any things left over or there could be some improvements to the interactive tool.

Start Date (dd-mm-yyyy) 01-11-2016

End Date (dd-mm-yyyy) 31-10-2017

Languages

- English
- Macedonian
- Bulgarian
- Croatian
- Greek

Media(s)

- Database
- Internet
- Interactive Resource



Activity Leading Organisation	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
Participating Organisations	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO)
	Prof.Dr. Asen Zlatarov University
	Veleuciliste u Sibeniku
Output Identification	O2
Output Title	Developing and uploading OER - Software for managing accommodation facility
Output Description	<p>This is an output with a bit of a complex nature, as it requires involvement of experts with different area of expertise (team work). The first group of experts, researchers from each of the HEI will work together in defining parameters that are needed to successfully run/operate hotel/motel or restaurant. On their meetings, which will take place in each of the countries, the experts will discuss about the units/departments of an enterprise (hotel) and how these units/departments are coordinated in a way they run without bottleneck situations or in case they might appear, how the the IT system warns the manager of possible conflict situation (lack of staff, avoiding over and under booking, items in the storage rooms- food, beverages etc.). For instance, a hotel facility in a resort is usually composed of several units (reception desk, restaurant, kitchen, storage, laundry, administration...). All these must be coordinated in proper way and the manager must have a full overview over the situation in all of the separate units if he/she intends to have a successful running operation. All these parameters must be defined and after that to be described in a program which will process all the data from all the units and will perform daily, weekly, monthly or yearly reports which will be used by the managers.</p> <p>After the meetings, on which discussion subject will be parameters of the separate units, there is going to be a period in which the group will have a homework in which they will have to work in details upon given topic. Once the assignment is near to be finished, the group will gather again, having an overlook on what's being done and will discuss the next assignments. In order to understand better of what the "clients" need, the group meetings will be expanded with a presence by experts in software development (from UGD e-learning center) which will have to understand the need of the client in order to develop user-friendly software.</p>
Please describe the tasks leading to the production of the intellectual output and the applied methodology	<ol style="list-style-type: none"> 1. Definition of units/departments data of accommodation unit (hotel) 2. Definition of parameters for each of the units/departments 3. Linking parameters from each of the unit/department with the central hub 4. Development of the software 5. Training for use of the software 6. Testing software's trial version 7. Uploading and software maintenance
Start Date (dd-mm-yyyy)	14-11-2016
End Date (dd-mm-yyyy)	22-12-2017



Languages	English
	Macedonian
	Bulgarian
	Croatian
	Greek
Media(s)	Database
	Interactive Resource
	Software
Activity Leading Organisation	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
Participating Organisations	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO)
	Prof.Dr. Asen Zlatarov University
	Veleuciliste u Sibeniku

**G.2. Multiplier Events**

Do you plan to include Multiplier Events in your project?

Yes

Grant support for Multiplier Events can only be asked for if the project intends to produce substantial Intellectual Outputs. Other dissemination activities will be supported via the grant item Project Management and Implementation.

Event Identification	E1
Event Title	Digitalization of management in tourism
Country of Venue	Croatia
Event Description	This event will be used to present the project achievements in introducing digital resources in education process. Guests from other HEI in Croatia, MoE, regional and local dignitaries, media representatives along students and professors from this institution will be a part of this event. The occasion will be used to present the functionality of the developed interactive tool, which will be of significant assistance to the professors and students in their learning process. The software's specifics, its capabilities will be presented in front of the present invitees and will be invited to use in their learning activity as well.
Start Date (dd-mm-yyyy)	02-04-2018
End Date (dd-mm-yyyy)	27-04-2018
Intellectual Outputs Covered	Developing and uploading OER - Software for managing accommodation facility
Activity Leading Organisation	Veleuciliste u Sibeniku
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO Prof.Dr. Asen Zlatarov University



G.3. Learning/Teaching/Training Activities

Do you plan to include transnational learning, teaching or training activities in your project?

Yes

What is the added value of these learning, teaching or training activities (including long-term activities) with regards to the achievement of the project objectives?

Practical transfer of skills (or know-how) is crucial technique when it comes in measuring the success level of transferred knowledge. Hence, being able to organize/host/attend on an occasion in which masters are presenting skills is invaluable. Professors, students and other supporting staff will have a first-hand opportunity to receive practical knowledge from their counterparts from other countries thus expanding their level of expertise and understanding. Gained skills will be of utmost value, especially to the students who will soon be looking for job throughout Europe in facilities who are seeking skilled staff, ready to contribute to the overall customers' satisfaction and to the financial success of the enterprise.

Please describe each of the learning, teaching or training activities you intend to include in your project:

Activity No.	C1
Fields	Higher Education
Activity Type	Short-term joint staff training events
Activity Description	First workshop in competence building. On this event, in low-season, professionals from each partner-institution will gather in enterprise in Macedonia interested in building-up staff competences to gain experience in preparation Regional menu. Gastronomy professors (2 staff/institution) from each partner will have one-day presentation in front of their colleagues and other interested professionals for the meals from their countries (breakfast, lunch and dinner). Each day, different country presentation. The final day (the fifth) will be used for summarizing, lessons learned and what is to be improved for the next workshop.
No. of Participants	8
Participants with Special Needs (out of total number of Participants)	0
Accompanying Persons (out of total number of Participants)	0
Duration (days)	5
Duration (months)	
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO Prof.Dr. Asen Zlatarov University Veleuciliste u Sibeniku

Activity No.	C2
Fields	Higher Education
Activity Type	Short-term joint staff training events
Activity Description	Second workshop in competence building. On this event, in low-season, professionals from each partner-institution will gather in enterprise in Greece interested in building-up staff competences to gain experience in preparation Regional menu. Gastronomy professors (2



staff/institution) from each partner will have one-day presentation in front of their colleagues and other interested professionals for the meals from their countries (breakfast, lunch and dinner). The meals which will be prepared will differ from those one prepared on the previous workshop in Macedonia. Each day, different country presentation. The final day (the fifth) will be used for summarizing, lessons learned and what is to be improved for the next workshop.

No. of Participants	8
Participants with Special Needs (out of total number of Participants)	0
Accompanying Persons (out of total number of Participants)	0
Duration (days)	5
Duration (months)	
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO
	Prof.Dr. Asen Zlatarov University
	Veleuciliste u Sibeniku

Activity No.	C3
Fields	Higher Education
Activity Type	Short-term joint staff training events
Activity Description	Third workshop in competence building. As in the previous occasion (in low-season), professionals from each partner-institution will gather in enterprise in Bulgaria interested in building-up staff competences to gain experience in preparation Regional menu. Gastronomy professors (2 staff/institution) from each partner will have one-day presentation for the meals from their countries (breakfast, lunch and dinner). The meals which will be prepared will differ from those one prepared on the previous workshops in Macedonia and Greece. Each day, different country presentation. The final day (the fifth) will be used for summarizing, lessons learned and what is to be improved for the next workshop.
No. of Participants	8
Participants with Special Needs (out of total number of Participants)	0
Accompanying Persons (out of total number of Participants)	0
Duration (days)	5
Duration (months)	
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO
	Prof.Dr. Asen Zlatarov University
	Veleuciliste u Sibeniku



Activity No.	C4
Fields	Higher Education
Activity Type	Short-term joint staff training events
Activity Description	Fourth and final workshop in competence building. As in the previous three workshops professionals from each partner-institution will gather in enterprise in Croatia, interested in building-up staff competences to gain experience in preparation Regional menu. Gastronomy professors (2 staff/institution) from each partner will have one-day presentation in front of their colleagues and other interested professionals for the meals from their countries (breakfast, lunch and dinner). The meals which will be prepared will differ from those one prepared on the previous workshops in Macedonia, Greece and Bulgaria. Each day, different country presentation. The final day (the fifth) will be used for summarizing, lessons learned and what is to be improved for the next workshop.
No. of Participants	8
Participants with Special Needs (out of total number of Participants)	0
Accompanying Persons (out of total number of Participants)	0
Duration (days)	5
Duration (months)	
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO) Prof.Dr. Asen Zlatarov University Veleuciliste u Sibeniku
Activity No.	C5
Fields	Higher Education
Activity Type	Short-term joint staff training events
Activity Description	First workshop for development of Management software. This workshop will be used for setting parameters under which IT experts will start building the software composed of various components. On this occasion, 8 professors (2 per institution) accompanied by professor of IT will define the content and correlations which need to "communicate" between "themselves" in order to generate reports which will assist managers in their decision making process.
No. of Participants	9
Participants with Special Needs (out of total number of Participants)	0
Accompanying Persons (out of total number of Participants)	0
Duration (days)	5



Duration (months)	
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO)
	Prof.Dr. Asen Zlatarov University
	Veleuciliste u Sibeniku

Activity No.	C6
Fields	Higher Education
Activity Type	Short-term joint staff training events
Activity Description	Second workshop. On this one, 8 professors and 1 IT professor will work on defining relations, correlations and paramteres that need to be a part of the software that will process data on Accommodation unit in hotel/motel
No. of Participants	9
Participants with Special Needs (out of total number of Participants)	0
Accompanying Persons (out of total number of Participants)	0
Duration (days)	5

Duration (months)	
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO)
	Prof.Dr. Asen Zlatarov University
	Veleuciliste u Sibeniku

Activity No.	C7
Fields	Higher Education
Activity Type	Short-term joint staff training events
Activity Description	Third workshop. On this event, 8 professors and 1 IT professor will join their strengths in order to define the parameters that need to be included in the software data base for food preparation unit, bar, restaurant and human management. This sub data-base must be in relation with the previous one, which will make the whole package complete.
No. of Participants	9
Participants with Special Needs (out of total number of Participants)	0
Accompanying Persons (out of total number of Participants)	0
Duration (days)	5



Duration (months)	
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO)
	Prof.Dr. Asen Zlatarov University
	Veleuciliste u Sibeniku
Activity No.	C8
Fields	Higher Education
Activity Type	Short-term joint staff training events
Activity Description	Fourth and final workshop. On this occasion, group members will test the software on its user-friendly composition, does it correspond to their expectations and does it correspond to the industry's version of professional softwares (similarities)
No. of Participants	9
Participants with Special Needs (out of total number of Participants)	0
Accompanying Persons (out of total number of Participants)	0
Duration (days)	5
Duration (months)	
Participating Organisations	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO)
	Prof.Dr. Asen Zlatarov University
	Veleuciliste u Sibeniku

Please also describe the arrangements for recognition or validation of the learning outcomes of the participants in learning, teaching or training activities. Will your project make use of European instruments like Europass, ECVET, Youthpass, ECTS etc. or any national instruments/certificates?

Due to the short period of implementation it is impossible to prepare and accredit the learning/training process. However, the participant institutions are free in their development to include a subject (Inter)National cuisine, od the departments of gastronomy (where existing), or to include them in their curricula.



H. Follow-up

H.1. Impact

What is the expected impact on the participants, participating organisations, target groups and other relevant stakeholders?

Different target groups require different measurement techniques. At the first level, the teaching staff originating from partner institutions will gain knowledge from their counterparts. This knowledge (on the tradition and principles of nutrition) will be transferred to the students of the institutions, which will ultimately be more prepared to face employment market better than the students from other HEI in the region.

The, the tools which are to be developed and included in the learning process will significantly increase the interest of the future students to enroll at one of the faculties participating in this project. The level of knowledge and information which will at their disposal will be attractive enough to be considered as desired source of competences.

As far as the accommodation facilities software is concerned, it will play precious role in preparation of the students in their learning process how a complex enterprise (as a hotel/motel/restaurant) functions and the necessity of the manager to have information from its various parts in time, in order to make proper management and operational decisions.

What is the desired impact of the project at the local, regional, national, European and/or international levels?

It is proven that as much people one person encounters, the richer it becomes. Putting these words under analysis, it is not too difficult to conclude that by participating in this project / program, teaching staff from all of the HEI will have (suffer) impact by their colleagues from other HEI. Enriching and expanding their understanding teaching principles they will increase the knowledge transfer level on their students as well. Furthermore, once the software on meals becomes publicly introduced it is to be expected that the food industry will become interested in providing various information to be included for meals which would not be included at first time. By this the knowledge source will become richer thus becoming more attractive.

The professionals and individuals, who will become users of the "National menu" software will recognize the HEI as invaluable and necessary advisory tool while choosing their daily rations. This will, ultimately, increase the role of science in making dietary habits of common population. Since the software will be of an open source nature, visitors outside of the region will be introduced to the nutrition principles of the Region, thus becoming interested either to prepare the meals themselves or to taste them first hand, by organizing their vacation in the countries from the region.

How will you measure the previously mentioned impacts?

- level of satisfaction by the teaching staff (through a questionnaire)
- level of students' satisfaction by the level of competence they receive (through a questionnaire)
- number of visits on the portal
- number of initiatives from the food industry to participate in the software maintenance and expansion

H.2. Dissemination and Use of Projects' Results

You are requested to make plans for the dissemination of your project results. Please provide answers to the questions below.

To whom will you disseminate the project results inside and outside your organisation? Please define in particular your target audience(s) at local/regional/national/EU level and motivate your choice.

As far as publishing project's achievements is concerned, the intention is to attract attention by the teaching staff of HEI not participating in this project, high-school pupils who consider human nutrition as their future professional orientation, regional (national) electronic media, broad population and stakeholders that operate in the sector of transfer of know-how.

This would include: Ministry of Education, Ministry of Science, Directorates for food, Consumers associations, other HEI in the countries, Clusters of tourism.

By stated the above it is clear that it is the intention of this project to provide learning tools not only to the professionals, but to the broad audience as well. Providing information about different feeding philosophies will provide bigger choice to some individuals which are restricted (by choice or necessity) in their feeding needs. This will give an opportunity even to those who can and have means to organize their trip to the Region and by this to enjoy some of its rich tradition, thus contributing to the national economy.

Who will be responsible for the dissemination activities within your partnership and which specific expertise do they have in this area? What resources will you make available to allow for the proper implementation of your dissemination plans?

As project leader, Goce Delchev University will take care for coordination of dissemination activities. This means that each of the partners will have to contribute to the level of information which will be uploaded on the portal. On the national level, each of the



HEI will produce periodical info bulletin, press release or invite a media to announce on project's development and the achievements as well.

What kind of dissemination activities do you intend to carry out and through which channels?

1. Broadcasting media: National/Regional/Local TV stations will be invited to report on the project's goals and expected results. Upon completion of the trainings, media will be invited to report on the participants gain knowledge and how they intend to apply & spread the know-how they have obtained.
2. HEI's website: since all of the project partners possess a website, enormous amount of information (written, short communications, pictures) will be uploaded. Also, the intellectual outputs and other form of deliverables will be offered for use to the broad audience.
3. Social media sites: Facebook is considered one of the top social sites in this part of the world. Hence, we will open a FB fun page and will invite the public to visit our FB page.

Erasmus+ has an open access requirement for all materials developed through its projects. If your project is producing intellectual outputs/ tangible deliverables, please describe how you intend to ensure free access for the public to a digital form of this material. If you intend to put any limitation on the use of the open licence, please specify the reasons, extent and nature of this limitation.

Each individual originating from HEI or the remaining project partners that wish to be a part of this project will have to clearly prove that they understand that every deliverable/product will be considered as a property of this project, hence every use of the deliverables will be free of charge.
Every deliverable will be posted on the websites of the project itself as well at the project partners too. However, positive respond to any request to provide link from other websites to the project deliverables posted on the partners websites is to be expected.

How will you ensure that the project's results will remain available and will be used by others?

The food industry is one of the wealthiest on the market. It is to be expected that financial means to support website's existence is not to be a problem, due to the low renting fee. It is previously stated that all of the outputs will be free of charge for use by every party that wishes to include it in their learning process or for personal use.

If relevant, please provide any other information you consider appropriate to give a full understanding of your dissemination plan and its expected impact (e.g. how you have identified which results are most relevant to disseminate; how you will ensure the involvement of all partners; how you see synergies with other stakeholders, etc.)

The dissemination plan targets several potential users: teaching staff, students, dietary specialists, general population and even tourist enterprises (agencies, hotels, restaurants) giving them tool to become aware for the potential of becoming recognizable. The tool functionality part will be aimed towards other HEI in the sector and in each of the countries, inviting them to become regular user, thus proving different approach in the learning curve. The professionals in the food business, who work with their clients on their diets will have significant source of information and by this will be able to become more versatile in their combinations. By doing that, they will improve the quality of life to their clients. To the part of population which has declined the use of proteins from animal origin, will be given free-of charge tool having volume of data to satisfy their needs. The final group of users, general population and tourist agencies will use this tool to promote this region's food quality and by that will contribute to the increased level of employees in the tourism sector (someone has to serve these people in every possible way: information, accommodation, feeding, guiding etc.).

H.3. Sustainability

What are the activities and results that will be maintained after the end of the EU funding, and how will you ensure the resources needed to sustain them?

As previously indicated, the project will have two types of outputs. The first one, "National menu" software will contain data of most frequent dishes prepared in each of the countries. Many of the ingredients can be found fresh on the market or in already prepared status. The latter indicates that the sole existence of such data base will provide an opportunity for the food industry to consider expansion of their business activities much further from the region thus increasing their financial record. The time frame for the research activities and the whole project itself cannot provide the full extend of each nation's nutrition habit hence vast majority of the meals (nd ingredients) will remain undisclosed. In order to achieve the above mentioned (expanding markets) the food industry will be offered a possibility to participate in covering maintenance expenses (although quite low), and for that service some



Erasmus+

Application Form

Call: 2016

KA2 - Cooperation for Innovation and the Exchange of Good Practices
Strategic Partnerships for higher education

Form Version: 3.09

of their products can be included into the data base, as long as they are labeled with suitable label for authenticity.

Form hash code: 3B91CE6743941416

EN

This form has been submitted on: 2016-03-28 13:33:28. Status: OK (1346888).



I. Budget

For further information please consult the Programme Guide for the overview of funding rules. Please note that all amounts must be expressed in Euros.

I.1. Project Management and Implementation

PIC of Organisation	Role of Organisation	Name of the Organisation
972180367	Applicant Organisation	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP
998767291	Partner Organisation	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO IDRYMA THESSALONIKIS)
944316535	Partner Organisation	Prof.Dr. Asen Zlatarov University
939152740	Partner Organisation	Veleuciliste u Sibeniku
		Total Grant Requested
		37500.00

I.2. Transnational Project Meetings

PIC of Sending Organisation	Total No. of Meetings	Total No. of Participants	Distance Band	Grant per Participant	Grant Requested
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP	1	3	0 - 99 km	0.00	0.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP	5	15	100 - 1999 km	575.00	8625.00
998767291: Alexander Technological Educational Institute of Thessaloniki (TECHNO	1	2	0 - 99 km	0.00	0.00
998767291: Alexander Technological Educational Institute of Thessaloniki (TECHNO	5	10	100 - 1999 km	575.00	5750.00
944316535: Prof.Dr. Asen Zlatarov University	1	2	0 - 99 km	0.00	0.00
944316535: Prof.Dr. Asen Zlatarov University	5	10	100 - 1999 km	575.00	5750.00
939152740: Veleuciliste u Sibeniku	1	2	0 - 99 km	0.00	0.00
				Total	25875.00



PIC of Sending Organisation		Total No. of Meetings	Total No. of Participants	Distance Band	Grant per Participant	Grant Requested
939152740: Veleuciliste u Sibeniku		5	10	100 - 1999 km	575.00	5750.00
Total						25875.00

I.3. Intellectual Outputs

Which concrete participating organisations' staff resources are you planning to use in the production of outputs that have a significant contribution in terms of potential impact and transferability (e.g. new curricula, pedagogical materials, IT Tools, analysis and studies, etc.)?

PIC of Organisation	Output Identification	Category of Staff	Country	No. of Working Days	Grant per Day	Grant Requested
972180367: REPUBLIC OF MACEDONIA GOCE DELCEVSKI	O1	Teachers/Trainers/Researchers	Former Yugoslav Republic of	100	74.00	7400.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEVSKI	O1	Technicians	Former Yugoslav Republic of	80	55.00	4400.00
998767291: Alexander Technological Educational Institute	O1	Teachers/Trainers/Researchers	Greece	60	137.00	8220.00
944316535: Prof.Dr. Asen Zlatarov University	O1	Teachers/Trainers/Researchers	Bulgaria	60	74.00	4440.00
939152740: Veleuciliste u Sibeniku	O1	Teachers/Trainers/Researchers	Croatia	60	74.00	4440.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEVSKI	O2	Teachers/Trainers/Researchers	Former Yugoslav Republic of	140	74.00	10360.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEVSKI	O2	Technicians	Former Yugoslav Republic of	80	55.00	4400.00
998767291: Alexander Technological Educational Institute	O2	Teachers/Trainers/Researchers	Greece	80	137.00	10960.00
939152740: Veleuciliste u Sibeniku	O2	Teachers/Trainers/Researchers	Croatia	80	74.00	5920.00
Total				740		60540.00



I.4. Multiplier Events

PLC of Organisation	Event Identification	Country of Venue	No. of Local Participants	Grant per Local Participant	No. of Foreign Participants	Grant per Foreign Participant	Grant Requested
939152740: Veleuciliste u Sibeniku	E1	Croatia	100	100.00	12	200.00	12400.00
Total			100	Total	12	Total	12400.00

I.5. Learning/Teaching/Training Activities

I.5.1. Travel

PLC of Organisation	Activity No.	Activity Type	No. of Participants (including accompanying persons)	Distance Band	Travel Grant per Participant	Grant Requested
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	C1	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	C2	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	C3	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	C4	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
998767291: Alexander Technological Educational Insti	C1	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
998767291: Alexander Technological Educational Insti	C2	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
998767291: Alexander Technological Educational Insti	C3	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
Total			68		Total	18700.00



PIC of Organisation	Activity No.	Activity Type	No. of Participants (including accompanying persons)	Distance Band	Travel Grant per Participant	Grant Requested
998767291: Alexander Technological Educational Insti	C4	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
944316535: Prof.Dr. Asen Zlatarov University	C1	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
944316535: Prof.Dr. Asen Zlatarov University	C2	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
944316535: Prof.Dr. Asen Zlatarov University	C3	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
944316535: Prof.Dr. Asen Zlatarov University	C4	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
939152740: Veleuciliste u Sibeniku	C1	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
939152740: Veleuciliste u Sibeniku	C2	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
939152740: Veleuciliste u Sibeniku	C3	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
939152740: Veleuciliste u Sibeniku	C4	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	C5	Short-term joint staff training events	3	100 - 1999 km	275.00	825.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	C6	Short-term joint staff training events	3	100 - 1999 km	275.00	825.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	C7	Short-term joint staff training events	3	100 - 1999 km	275.00	825.00
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	C8	Short-term joint staff training events	3	100 - 1999 km	275.00	825.00
998767291: Alexander Technological Educational Insti	C5	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
998767291: Alexander Technological Educational Insti	C6	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
998767291: Alexander Technological Educational Insti	C7	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
998767291: Alexander Technological Educational Insti	C8	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00



944316535: Prof.Dr. Asen Zlatarov University	C5	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
944316535: Prof.Dr. Asen Zlatarov University	C6	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
944316535: Prof.Dr. Asen Zlatarov University	C7	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
944316535: Prof.Dr. Asen Zlatarov University	C8	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
939152740: Veleuciliste u Sibeniku	C5	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
939152740: Veleuciliste u Sibeniku	C6	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
939152740: Veleuciliste u Sibeniku	C7	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
939152740: Veleuciliste u Sibeniku	C8	Short-term joint staff training events	2	100 - 1999 km	275.00	550.00
Total			68		Total	18700.00

I.5.2. Individual Support

Short-term Learning/Teaching/Training Activities

PIC of Organisation	Activity No.	Activity Type	Duration per Participant (days)	No. of Participants (without accompanying persons)	Grant per Participant	Duration per Accompanying Person (days)	No. of Accompanying Persons	Grant per Accompanying Persons	Grant Requested
972180367: REPUBL	C1	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
998767291: Alexand	C1	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
Total			160	68	Total	0	0	Total	34000.00



PIC of Organisation	Activity No.	Activity Type	Duration per Participant (days)	No. of Participants (without accompanying persons)	Grant per Participant	Duration per Accompanying Person (days)	No. of Accompanying Persons	Grant per Accompanying Persons	Grant Requested
944316535: Prof.Dr.	C1	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
939152740: Veleucil	C1	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
972180367: REPUB	C2	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
998767291: Alexand	C2	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
944316535: Prof.Dr.	C2	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
939152740: Veleucil	C2	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
972180367: REPUB	C3	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
998767291: Alexand	C3	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
944316535: Prof.Dr.	C3	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
939152740: Veleucil	C3	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
972180367: REPUB	C4	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
998767291: Alexand	C4	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
944316535: Prof.Dr.	C4	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00



939152740: Veleu	C4	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
972180367: REPUB	C5	Short-term joint staff training events	5	3	500.00	0	0	0	0.00	1500.00
998767291: Alexanc	C5	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
944316535: Prof.Dr.	C5	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
939152740: Veleu	C5	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
972180367: REPUB	C6	Short-term joint staff training events	5	3	500.00	0	0	0	0.00	1500.00
998767291: Alexanc	C6	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
944316535: Prof.Dr.	C6	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
939152740: Veleu	C6	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
972180367: REPUB	C7	Short-term joint staff training events	5	3	500.00	0	0	0	0.00	1500.00
998767291: Alexanc	C7	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
944316535: Prof.Dr.	C7	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
939152740: Veleu	C7	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
972180367: REPUB	C8	Short-term joint staff training events	5	3	500.00	0	0	0	0.00	1500.00
998767291: Alexanc	C8	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00
944316535: Prof.Dr.	C8	Short-term joint staff training events	5	2	500.00	0	0	0	0.00	1000.00



939152740: Veleucl	C8	Short-term joint staff training events	5	2	500.00	0	0	0.00	1000.00
		Total	160	68	Total	0	0	Total	34000.00

I.5.3. Exceptional Costs (Overseas Countries and Territories Travel Costs)

PIC of Organisation	Activity No.	Activity Type	No. of Participants (including accompanying persons)	Purpose and description of Costs	Grant requested (up to 80% of eligible costs)
		Total		Total	

I.6. Special Needs

PIC of Organisation	No. of Participants With Special Needs	Description	Grant Requested
		Total	

I.7. Exceptional Costs

PIC of Organisation	Description of Cost Item	Grant Requested (75% of Total)
972180367: REPUBLIC OF MACEDONIA GOCE DELCEV	Ingredients needed for conducting training activities for preparation of traditional meals from the other HEI	3500.00
	Total	14000.00



PIC of Organisation	Description of Cost Item	Grant Requested (75% of Total)
998767291: Alexander Technological Educational Insti	Ingredients needed for conducting training activities for preparation of traditional meals from the other HEI	3500.00
944316535: Prof.Dr. Asen Zlatarov University	Ingredients needed for conducting training activities for preparation of traditional meals from the other HEI	3500.00
939152740: Veleuciliste u Sibeniku	Ingredients needed for conducting training activities for preparation of traditional meals from the other HEI	3500.00
	Total	14000.00

Please provide any further comments you may have concerning the above entered budget.

The items that need to be purchased are essential ingredients of every meal. Some of the are main constituents, some of them serve as additives, spices etc. However, in order to achieve taste and flavor excellence it is of utmost importance to have all listed ingredients in order to have successful transfer of know-how and build-up of competences. Some of them are cheap, but there are with higher value. The lump sum is an estimate of full costs for 4 HEI teams that will work 5 days in preparation of traditional meals.



J. Project Summary

Please provide a short summary of your project. Please recall that this section [or part of it] may be used by the European Commission, Executive Agency or National Agencies in their publications. It will also feed the Erasmus+ dissemination platform.

Be concise and clear and mention at least the following elements: context/background of project; objectives of your project; number and profile of participants; description of activities; methodology to be used in carrying out the project; a short description of the results and impact envisaged and finally the potential longer term benefits.

In view of further publication on the Erasmus+ dissemination platform, please also be aware that a comprehensive public summary of project results will be requested at report stage(s). Final payment provisions in the contract will be linked to the availability of such summary.

Activating the potentials in tourism industry could become a boosting energy for each of the project participants' national economies. In order to successfully respond to the industry's demand the HEI must follow latest demands of the clients and the effect they create to the enterprises that operate in this sector. This is due to the role the HEI have in the society i.e. building competences for the students that will become future employees in the various branches. Understanding that the "new wave" of students are dependent on use of IT tools, the HEI partners in this project are joining efforts in creation common ground in providing new approach in knowledge transfer process, replacing traditional "lecturing" system with digital knowledge platforms which encourage students' creativity. This approach will encourage professors from other HEI in the region as well, to modify their teaching approach by accessing and using platform's characteristics and capacities. Finally, this project will assist professionals in the sector to attract clients as they will have free access to the platform's content (national meals, energy value). Having this possibility it will be up to their creativity to establish business relations and promote Regional tours (regional tourism), thus increasing the number of tourists in the region and extending tourist season.



J.1. Summary of participating organisations

PIC of Organisation	Name of the Organisation	Country of the Organisation
972180367	REPUBLIC OF MACEDONIA GOCE DELCEV STATE UNIVERSITY STIP	Former Yugoslav Republic of Macedonia
998767291	Alexander Technological Educational Institute of Thessaloniki (TECHNOLOGIKO EKPAIDEFTIKO IDRYMA THESSALONIKIS)	Greece
944316535	Prof.Dr. Asen Zlatarov University	Bulgaria
939152740	Veleuciliste u Sibeniku	Croatia
Total number of participating organisations		4



J.2. Budget Summary

PIC of Organisation	Transnational Project Meetings	Intellectual Outputs	Multiplier Events	Learning/Teaching/Training Activities				Exceptional Costs	Special Needs	Total
				Travel	Individual Support	Linguistic Support	Exceptional Costs (Overseas Countries and Territories Travel Costs)			
972180367	8625.00	26560.00		5500.00	10000.00			3500.00		54185.00
998767291	5750.00	19180.00		4400.00	8000.00			3500.00		40830.00
944316535	5750.00	4440.00		4400.00	8000.00			3500.00		26090.00
939152740	5750.00	10360.00	12400.00	4400.00	8000.00			3500.00		44410.00
Total	25875.00	60540.00	12400.00	18700.00	34000.00			14000.00		165515.00
Project Management and Implementation										37500.00

J.2.1. Project Total Grant

Grant Calculated	203015.00
-------------------------	------------------



K. Checklist

Before submitting online your application form to the National Agency, please make sure that it fulfils the eligibility criteria listed in the Programme Guide and check that:

- you have used the official Key Action 2 application form.
- all relevant fields in the application form have been completed.
- you have chosen the correct National Agency of the country in which your organisation is established.
- the application form has been completed using one of the official languages of the Erasmus+ Programme Countries.
- you have annexed all the relevant documents:
 - the Declaration of Honour signed by the legal representative mentioned in the application.
 - the mandates of each partner to the applicant signed by both parties (recommended).
 - the timeline for the project activities and outputs using the template provided.
- all participating organisations have uploaded the documents to give proof of their legal status in the participants' portal (for more details, see the section "Selection Criteria" in Part C of the Programme Guide).
- for grants exceeding 60 000 EUR, you have uploaded the documents to give proof of your financial capacity in the participants' portal (for more details, see the section "Selection Criteria" in Part C of the Programme Guide). Not applicable in the case of public bodies or international organisations.
- you are complying with the deadline published in the Programme Guide.
- you have saved or printed the copy of the completed form for yourself.



L. Data Protection Notice

PROTECTION OF PERSONAL DATA

The application form will be processed electronically. All personal data (such as names, addresses, CVs, etc.) will be processed in pursuant to Regulation (EC) No 45/2001 on the protection of individuals with regard to the processing of personal data by the Community institutions and bodies and on the free movement of such data. Any personal data requested will only be used for the intended purpose, i.e.:

- In the case of grant application forms: the evaluation of your application in accordance with the specifications of the call for proposals, the management of the administrative and financial aspects of the project if selected and the dissemination of results through appropriate Erasmus+ IT tools. For the latter, as regards the details of the contact persons, an unambiguous consent will be requested.
- In the case of application for accreditation forms: the evaluation of your application in accordance with the specifications of the call for proposals,
- In the case of report forms: statistical and financial (if applicable) follow-up of the projects.

For the exact description of the collected personal data, the purpose of the collection and the description of the processing, please refer to the Specific Privacy Statement (see link below) associated with this form.

http://ec.europa.eu/programmes/erasmus-plus/documents/epluslink-eforms-privacy_en.htm



M. Declaration of Honour

To be signed by the person legally authorised to enter into legally binding commitments on behalf of the applicant organisation.

I, the undersigned, certify that the information contained in this application form is correct to the best of my knowledge. I put forward a request of an Erasmus+ grant as set out in section BUDGET of this application form.

Declare that:

- All information contained in this application, is correct to the best of my knowledge.
- In the case of projects in the field of youth, the participants involved in the activities fall in the age limits defined by the Programme.
- The organisation I represent has the adequate legal capacity to participate in the call for proposals.

EITHER

The organisation I represent has financial and operational capacity to complete the proposed action or work programme

OR

The organisation I represent is considered to be a "public body" in the terms defined within the Call and can provide proof, if requested of this status, namely:

It provides learning opportunities and

- Either (a) at least 50% of its annual revenues over the last two years have been received from public sources;
- Or (b) it is controlled by public bodies or their representatives

I am authorised by my organisation to sign Community grant agreements on its behalf.

Certify that (in case the grant requested exceeds 60 000€):

The organisation I represent:

- is not bankrupt, being wound up, or having its affairs administered by the courts, has not entered into an arrangement with creditors, has not suspended business activities, is not the subject of proceedings concerning those matters, nor is it in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- has not been convicted of an offence concerning its professional conduct by a judgment which has the force of 'res judicata';
- has not been guilty of grave professional misconduct proven by any means which the National Agency can justify;
- has fulfilled its obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which it is established or those of the country where the grant agreement is to be performed;
- has not been the subject of a judgment which has the force of 'res judicata' for fraud, corruption, involvement in a criminal organisation or any other illegal activity detrimental to the Communities' financial interests;
- it is not currently subject to an administrative penalty referred to in Article 109(1) of the Financial regulations (Council Regulation 966/2012).

Acknowledge that:

The organisation I represent will not be awarded a grant if it finds itself, at the time of the grant award procedure, in contradiction with any of the statements certified above, or in the following situations:

- subject to a conflict of interest (for family, personal or political reason or through national, economic or any other interest shared with an organisation or an individual directly or indirectly involved in the grant award procedure);
- guilty of misrepresentation in supplying the information required by the National Agency as a condition of participation in the grant award procedure or has failed to supply this information.

In the event of this application being approved, the National Agency has the right to publish the name and address of this organisation, the subject of the grant and the amount awarded and the rate of funding.

Commit:



- my organisation and the other partner organisations herein, to take part upon request in dissemination and exploitation activities conducted by National Agencies, the Executive Agency and/or the European Commission, where the participation of individual participants may also be required.

I acknowledge that administrative and financial penalties may be imposed on the organisation I represent if it is guilty of misrepresentation or is found to have seriously failed to meet its contractual obligations under a previous contract or grant award procedure.

Place: Date (dd-mm-yyyy):

Name of the applicant organisation:

Name of legal representative:

Signature:

National ID number of the signing person (if requested by the National Agency):

Stamp of the applicant organisation (if applicable):



N. Annexes

Please note that all documents mentioned in section "Checklist" need to be attached here before you submit your application online.

File Name	File Size (kB)
Shtip Declaration of Honor.pdf	107
Alexader mandate b_w.pdf	93
Burgas Mandate.pdf	86
Sibenik Mandate.pdf	89
gantt-chart-template_en.xls	64
Total Size	439



O. Submission

Before submitting the form electronically, please validate it. Please note that only the final version of your form should be submitted electronically.

O.1. Data Validation

Validation of compulsory fields and rules

O.2. Standard Submission Procedure

Online submission (requires internet connection)

Submitted	YES
Submission ID	1346888
Submission date (Brussels, Belgium Time)	2016-03-28 13:33:28
Hash code	3B91CE6743941416

O.3. Alternative Submission Procedure

If you cannot submit your form online you can still do it by sending an email to your National Agency within the 2 hours following the official deadline. The email must contain the complete electronic form and any file attachments you wish to send. You must also attach a snapshot of section "Submission Summary" indicating that this electronic form could not be submitted online. Your National Agency will analyse your situation and provide you with further instructions.

O.4. Submission Summary

This table provides additional information (log) of all form online submission attempts, particularly useful for the National Agencies in case of multiple form submissions.

Number	Time	Form Hash Code	Submitted	Description
1	2016-03-28 13:33:28 (Brussels, Belgium Time)	3B91CE6743941416	YES	Your submission was successful. Submission ID: 1346888

O.5. Form Printing

Print the entire form