1. Identification

Call	Date of submission
C1	25/04/2022

1.1. Full name of the project

BSG-Go! Scaling-up Baltic Sea Game support for a resilient game industry

72 / 250 characters

1.2. Short name of the project

BSG-Go

6 / 20 characters

1.3. Programme priority

1. Innovative societies

1.4. Programme objective

1.1 Resilient economies and communities

1.6. Project duration

Contracting start	22/09/2022	**Contracting end**	31/12/2022
Implementation start	01/01/2023	**Implementation end**	31/12/2025
		Duration of implementation phase (months)	36
Closure start	01/01/2026	**Closure end**	31/03/2026

1.7. Project summary

The renewed discussion on resilience refers to the complexity and inherent weaknesses of socioeconomic structures, the adverse effects of which were amplified during the recent pandemic. Not surprisingly, resilience is now about transformation rather than about "returning to normal after a crisis". It is a long-term ambition and opportunity for pro-active learning, the ability to self-correct and innovate". Building resilience means both to understand and learn from problems faced in the past but also to reinforce those parts that have proved resilient. The game industry is a perfect model for which one can provide resilience both ways: it has proven to be resilient in the face of a crisis where mobility was limited, with increased revenues, but its "weakness" has to be strengthened, with the need of young creative talents which are fragile when communication and mobility are obstructed. Solutions for the game industry as piloted in BSG-Go! will work as well for other industries, in particular CCI. Communication is key: how can communication practices be improved to ensure a positive impact in business activities and relations? Anticipatory learning is key: how can young talents understand the strength and opportunities of their creative and technological competences to e.g. take on responsibilities for SDG or engage with other industries to create new business? BSG-Go!, led by BGZ, will provide solutions to be transferred and achieve the necessary resilient transformation.

1,500 / 1,500 characters

1.8. Summary of the partnership

The partnership, led by BGZ who already successfully carried out an Interreg BSR project plus its extension (BGI, BSGI), reflects a highly compelling mix of competences (some with 2 hats on) with 4 incubators, 1 accelerator, 1 cluster, 1 hub, 1 industry network, 3 public organisations, 2 community representatives, 1 tech park, 2 universities. In their different ways they all share the fact that they are working with young talents or supporting start-ups, the game developer community and the business development of this emerging industry. This common goal combined with different perspectives, interests and experiences will promote the resilience of the young talents and consequently the whole industry. They have strong contact to the ultimate beneficiaries, the start-ups and young developers, but also to the intermediaries in the ecosystem: the mentors (the seniors and veterans of the industry), the investors and the public authorities. This is also strengthened by the associate partners, AO1-3 being public authorities and affiliations, AO4-9 being industry and community support organisations with each a wide network to provide necessary contacts, in particular for the transfer phase.

1,202 / 3,000 characters

1.11. Project Budget Summary

Financial resources [in EUR]		Preparation costs	Planned project budget
ERDF	ERDF co-financing	0.00	2,961,162.63
	Own contribution ERDF	0.00	740,290.67
	ERDF budget	0.00	3,701,453.30
NO	NO co-financing	0.00	0.00
	Own contribution NO	0.00	0.00
	NO budget	0.00	0.00
NDICI	NDICI co-financing	0.00	0.00
	Own contribution NDICI	0.00	0.00
	NDICI budget	0.00	0.00
RU	RU co-financing	0.00	0.00
	Own contribution RU	0.00	0.00
	RU budget	0.00	0.00
TOTAL	**Total Programme co-financing**	0.00	2,961,162.63
	Total own contribution	0.00	740,290.67
	Total budget	0.00	3,701,453.30

2. Partnership

2.1. Overview: Project Partnership

2.1.1 Project Partners

No.	LP/PP	Organisation (English)	Organisation (Original)	Country	Type of partner	Legal status	Partner budget in the project	Active/inactive Status	Active/inactive from
1	LP	BGZ Berlin International Cooperation Agency GmbH	BGZ Berliner Gesellschaft für internationale Zusammenarbeit mbH	DE	Regional public authority	a)	374,484.00 €	Active	22/09/2022
2	PP	HTW Berlin University of Applied Sciences	Hochschule für Technik und Wirtschaft Berlin	DE	Higher education and research institution	a)	242,176.00 €	Active	22/09/2022
3	PP	medianet berlinbrandenburg e. V.	medianet berlinbrandenburg e.V.	DE	NGO	b)	264,000.00 €	Active	22/09/2022
4	PP	Dania Academy	Erhvervsakademi Dania	DK	Higher education and research institution	a)	348,223.84 €	Active	22/09/2022
5	PP	Metropolia University of Applied Sciences	Metropolia Ammattikorkeakouli Oy	FI	Higher education and research institution	a)	348,880.00 €	Active	22/09/2022
6	PP	Science City Skelleftea AB	Science City Skellefteå AB	SE	Business support organisation	b)	316,059.00 €	Active	22/09/2022
7	PP	Invest Stockholm	Invest Stockholm Business Region AB	SE	Business support organisation	a)	200,721.00 €	Active	22/09/2022
8	PP	Tartu Science Park Foundation	Sihtasutus Tartu Teaduspark	EE	Business support organisation	a)	252,711.80 €	Active	22/09/2022
9	PP	Public Institution Lithuanian Centre	Viesoji istaiga Lietuvos inovaciju centras	LT	Business support organisation	a)	231,566.00 €	Active	22/09/2022
10	PP	Vitruvio Foundation	Fundacja Vitruvio	PL	NGO	b)	240,759.84 €	Active	22/09/2022
11	PP	Game Habitat	Game Habitat	SE	Business support organisation	b)	355,988.68 €	Active	22/09/2022
12	PP	Sankt Kors Fastighets AB	Sankt Kors Fastighets AB	SE	Business support organisation	a)	212,494.34 €	Active	22/09/2022
13	PP	The Royal Danish Academy	Det Kongelige Akademi	DK	Higher education and research institution	a)	313,388.80 €	Active	22/09/2022

2.1.2 Associated Organisations

No.	Organisation (English)	Organisation (Original)	Country	Type of Partner
AO 1	Senate Department for Economics, Energy and Enterprises	Senatsverwaltung für Wirtschaft, Energie und Betriebe	DE	Regional public authority
AO 2	Senate Chancellery of the federal state of Berlin	Der Regierende Bürgermeister von Berlin - Senatskanzlei	DE	Regional public authority
AO 3	Berlin Partner for Business and Technology	Berlin Partner für Wirtschaft und Technologie GmbH	DE	Business support organisation
AO 4	Helsinki Games Capital ry	Helsinki Games Capital ry	FI	NGO
AO 5	Peliosuuskunta Expa	Peliosuuskunta Expa	FI	Small and medium enterprise
AO 6	Neogames Finland ry	Neogames Finland ry	FI	NGO
AO 7	Tampere Game Hub ry	Tampere Game Hub ry	FI	NGO
AO 8	We in Games Finland ry	We in Games Finland ry	FI	NGO
AO 9	Lithuanian Game Developers Association	Lietuvos žaidimų kūrėjų asociacija	LT	Interest group

2.2 Project Partner Details - Partner 1

LP/PP | Lead Partner

Interreg
Baltic Sea Region

Partner Status	Active		
	Active from	22/09/2022	**Inactive from**

Partner name:

Organisation in original language	BGZ Berliner Gesellschaft für internationale Zusammenarbeit mbH
	63 / 250 characters
Organisation in English	BGZ Berlin International Cooperation Agency GmbH
	48 / 250 characters
Department in original language	n/a
	3 / 250 characters
Department in English	n/a
	3 / 250 characters

Partner location and website:

Address	Pohlstraße 67	**Country**	Germany
	13 / 250 characters		
Postal Code	10785	**NUTS1 code**	Berlin
	5 / 250 characters		
Town	Berlin	**NUTS2 code**	Berlin
	6 / 250 characters		
Website	https://www.bgz-berlin.de/	**NUTS3 code**	Berlin
	26 / 100 characters		

Partner ID:

Organisation ID type	Company registration number (Handelsregisternummer)
Organisation ID	HRB 21292 B
	11 / 50 characters
VAT Number Format	DE + 9 digits
VAT Number	**N/A** ☑
	0 / 50 characters
PIC	940746838
	9 / 9 characters

Partner type:

Legal status	a) Public	
Type of partner	Regional public authority	Regional council, etc.
Sector (NACE)	84.13 - Regulation of and contribution to more efficient operation of businesses	

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?	No

Role of the partner organisation in this project:

Project coordinator and lead partner. BGZ will lead two WP: work package 1 together with LIC for their public policy orientation and thus forward looking interest in creating a resilient industry. As lead they will see to coherence and tying together the different strand of GoA 1.1-1.5 to inform GoA 2.1-2.4. BGZ will in particular be in charge of dissemination and external stakeholder communication, attracting new stakeholders outside the consortium's own networks, in preparation of the transfer. This is why they also co-lead WP3, to ensure continuity in the stakeholder communication, and the targeted approach to the transfer.

634 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 2

LP/PP	Project Partner
Partner Status	Active

	Active from	22/09/2022	**Inactive from**

Partner name:

Organisation in original language	Hochschule für Technik und Wirtschaft Berlin

44 / 250 characters

Organisation in English	HTW Berlin University of Applied Sciences

41 / 250 characters

Department in original language	n/a

3 / 250 characters

Department in English	n/a

3 / 250 characters

Partner location and website:

Address	Treskowallee 8	**Country**	Germany

14 / 250 characters

Postal Code	10318	**NUTS1 code**	Berlin

5 / 250 characters

Town	Berlin	**NUTS2 code**	Berlin

6 / 250 characters

Website	www.htw-berlin.de	**NUTS3 code**	Berlin

17 / 100 characters

Partner ID:

Organisation ID type	Tax (identification) number (Steuer(identifikations)nummer)

Organisation ID	DE 137 214 568

14 / 50 characters

VAT Number Format	DE + 9 digits

VAT Number	N/A ☐ DE137214568

11 / 50 characters

PIC	997713289

9 / 9 characters

Partner type:

Legal status	a) Public

Type of partner	Higher education and research instituti	University faculty, college, research institution, RTD facility, research cluster, etc.

Sector (NACE)	85.42 - Tertiary education

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?

No

Role of the partner organisation in this project:

The HTW takes the lead for GoA 1.4. They will contribute to how to improve communication of young professionals (after graduation) for recruitment purposes. They will contribute to hybrid solutions (GoA2.2-2.4) They will provide knowledge and insights on cross-sectoral collaboration requirements. They will in particular look into future orientation of business models, e.g. with the metaverse (GoA 1.5 and 2.4). They will provide insight on how to introduce solutions into existing infrastructures, in their case in universities.

531 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

State aid relevance

For the partner type selected, the Programme sees a medium to high risk for implementing State aid relevant activities. If the partner is of the opinion that its activities are not State aid relevant, it can ask the MA/JS for a plausibility check on the State aid relevance. Does the partner want to do this?

○ Yes ○ No

Justification why the partner's activities are not State aid relevant

The organisation does not carry out an economic activity and there is no advantage involved, as the results are open and free to everyone and because there is no profit involved.

178 / 3,000 characters

2.2 Project Partner Details - Partner 3

LP/PP	Project Partner
Partner Status	Active

	Active from	22/09/2022	**Inactive from**	

Partner name:

Organisation in original language	medianet berlinbrandenburg e.V.

31 / 250 characters

Organisation in English	medianet berlinbrandenburg e. V.

33 / 250 characters

Department in original language	n/a

3 / 250 characters

Department in English	n/a

3 / 250 characters

Partner location and website:

Address	Ackerstraße 3A	**Country**	Germany

14 / 250 characters

Interreg
Baltic Sea Region

Project Acronym: BSG-Go
Submission Date : 25/04/2022 18:00:55
Project Number:
Project Version Number: 1

Postal Code	10115		**NUTS1 code**	Berlin
	5 / 250 characters			
Town	Berlin		**NUTS2 code**	Berlin
	6 / 250 characters			
Website	www.medianet-bb.de		**NUTS3 code**	Berlin
	18 / 100 characters			

Partner ID:

Organisation ID type	Company registration number (Handelsregisternummer)
Organisation ID	210 86
	6 / 50 characters
VAT Number Format	DE + 9 digits
VAT Number	**N/A** ☐ DE221140221
	11 / 50 characters
PIC	
	0 / 9 characters

Partner type:

Legal status	b) Private	
Type of partner	NGO	Non-governmental organisations, such as Greenpeace, WWF, etc.
Sector (NACE)	94.99 - Activities of other membership organisations n.e.c.	

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities? Yes

Financial data	Reference period	01/01/2020	—	31/12/2020
	Staff headcount [in annual work units (AWU)]			24.0
	Employees [in AWU]			11.0
	Persons working for the organisation being subordinated to it and considered to be employees under national law [in AWU]			10.0
	Owner-managers [in AWU]			1.0
	Partners engaged in a regular activity in the organisation and benefiting from financial advantages from the organisation [in AWU]			2.0
	Annual turnover [in EUR]			1,151,380.22
	Annual balance sheet total [in EUR]			245,399.07
	Operating profit [in EUR]			1,735.21

Role of the partner organisation in this project:

Media.net is a highly successful and very active community network, with strong relations across the BSR due to previous projects that focussed on opening up opportunities for their members, in particular young companies. They organised trips to international events, having a booth for the regional companies, they organised a lot of matchmaking dinners with investors which makes them a perfect lead for GoA 2.1. They will contribute to GoA 1.3 as looking into a hub for their region as a beacon to connect with other centres in the BSR is one of their interests. They will be contributing to GoA 3.3 as they have strong ties to the regional authorities.

656 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 4

LP/PP	Project Partner
Partner Status	Active

Active from	22/09/2022	**Inactive from**	

Partner name:

Organisation in original language	Erhvervsakademi Dania
	21 / 250 characters
Organisation in English	Dania Academy
	13 / 250 characters
Department in original language	Dania Games
	11 / 250 characters
Department in English	Dania Games
	11 / 250 characters

Partner location and website:

Address	N.P. Josiassens Vej 44A	**Country**	Denmark
	23 / 250 characters		
Postal Code	8500	**NUTS1 code**	Danmark
	4 / 250 characters		
Town	Grenaa	**NUTS2 code**	Midtjylland
	6 / 250 characters		
Website	www.spildatamatiker.dk	**NUTS3 code**	Østjylland
	22 / 100 characters		

Partner ID:

Organisation ID type	Civil registration number (CPR)
Organisation ID	10172430
VAT Number Format	DK + 8 digits
VAT Number	N/A ☐ DK31 56 51 62
	13 / 50 characters
PIC	949571025
	9 / 9 characters

Partner type:

Legal status	a) Public	
Type of partner	Higher education and research instituti	University faculty, college, research institution, RTD facility, research cluster, etc.
Sector (NACE)	85.41 - Post-secondary non-tertiary education	

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?	No

Role of the partner organisation in this project:

Dania combines many expertise: a transfer of young talents from university to their own business (pre-/ incubation), they have built a cluster for the northern region of Denmark, hence will contribute to GoA 1.3 for the beacon communication network, as they have also been strongly involved in the Scandinavian Game Hub initiative, which is a collaboration between different game business development supporting organisations. Their strong networks and excellent expertise in entrepreneurial skill development makes them perfect as leader of WP2, as their skills will be required in all testbeds, and in particular as lead of GoA 2.3 where their business development programme will serve as expert knowledge for adapting learning and working environments for more resilience. They will contribute in particular to GoA 3.1 and 3.2.

830 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

State aid relevance

For the partner type selected, the Programme sees a medium to high risk for implementing State aid relevant activities. If the partner is of the opinion that its activities are not State aid relevant, it can ask the MA/JS for a plausibility check on the State aid relevance. Does the partner want to do this?

○ Yes ○ No

Justification why the partner's activities are not State aid relevant

The organisation does not carry out an economic activity and there is no advantage involved, as the results are open and free to everyone and because there is no profit involved.

178 / 3,000 characters

2.2 Project Partner Details - Partner 5

LP/PP	Project Partner
Partner Status	Active

	Active from	22/09/2022	**Inactive from**	

Partner name:

Organisation in original language	Metropolia Ammattikorkeakouli Oy

32 / 250 characters

Organisation in English	Metropolia University of Applied Sciences

41 / 250 characters

Department in original language	Median, muotoilun ja konservoinnin osaamisalue

46 / 250 characters

Department in English	School of Media, Design and Conservation

40 / 250 characters

Partner location and website:

Address	PO BOX 4000 (Myllypurontie 1)	**Country**	Finland

29 / 250 characters

Postal Code	00079	**NUTS1 code**	Manner-Suomi

5 / 250 characters

Town	Metropolia, Helsinki	**NUTS2 code**	Helsinki-Uusimaa

20 / 250 characters

Website	www.metropolia.fi/en	**NUTS3 code**	Helsinki-Uusimaa

20 / 100 characters

Partner ID:

Organisation ID type	Business Identity Code (Y-tunnus)
Organisation ID	2094551-1
VAT Number Format	FI + 8 digits
VAT Number	**N/A** ☐ FI20945511

10 / 50 characters

PIC	997340033

9 / 9 characters

Partner type:

Legal status	a) Public
Type of partner	Higher education and research instituti	University faculty, college, research institution, RTD facility, research cluster, etc.
Sector (NACE)	85.42 - Tertiary education

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?

No

Role of the partner organisation in this project:

Providing the insights and expertise of game incubation, VR and 3D space, providing valuable community and stakeholder contacts (SME, mentors, investors, public authorities), very strong industry and business knowledge which is why they will lead GoA 1.4 as they provide skills for young talents in education (university), in business (incubation) both in games and VR/XR. They also have a strong interest in gender balance (the staff member being actively involved in Women in Games) and in strengthening in-house competences through better mentoring of interns. They bring along their experience made during BGI and BSGI. They will also lead the pilots in GoA 2.4 for the future orientation of their own expertise.

716 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

State aid relevance

For the partner type selected, the Programme sees a medium to high risk for implementing State aid relevant activities. If the partner is of the opinion that its activities are not State aid relevant, it can ask the MA/JS for a plausibility check on the State aid relevance. Does the partner want to do this?

○ Yes ○ No

Justification why the partner's activities are not State aid relevant

We think that the activities of Metropolia University of Applied Sciences in this project are not state aid relevant. We don't carry out economic activities that could be sold in the market by a private operator with the view to making profit. We also refer to what is said about UAS and education in these documents:
The Universities of Applied Sciences Act in Finland (Ammattikorkeakoululaki 14.11.2014/932)
"Universities of applied Sciences are part of the system of higher education. Universities of applied sciences and universities together constitute the system of higher education. "
"Universities of applied sciences are legal entities in the form of limited liability companies (university of applied sciences as a limited liability company) governed by the Limited Liability Companies Act (624/2006), unless otherwise provided in this Act."
"The purpose of the activities of universities of applied sciences as limited liability companies may not be profit seeking, and they may not distribute dividends or generate other financial gain for shareholders or other actors taking part in the activities."
Commission Notice on the notion of State aid as referred to in Article 107(1) of the Treaty on the Functioning of the European Union 2016/C 262/01
"2.5 Education and research activities
Public education organised within the national educational system funded and supervised by the State may be considered as a non-economic activity. The Court of Justice held that the State: 'by establishing and maintaining such a system of public education and financed entirely or mainly by public funds and not by pupils or their parents [...] does not intend to become involved in activities for remuneration, but carries out its task towards its population in the social, cultural and educational areas'. "

1,810 / 3,000 characters

2.2 Project Partner Details - Partner 6

LP/PP	Project Partner

Partner Status	Active		
	Active from	22/09/2022	**Inactive from**

Partner name:

Organisation in original language

Science City Skellefteå AB

26 / 250 characters

Organisation in English

Science City Skelleftea AB

26 / 250 characters

Department in original language

Arctic Game

11 / 250 characters

Department in English

Arctic Game

11 / 250 characters

Partner location and website:

Address

Laboratorgränd 9

16 / 250 characters

Country

Sweden

Postal Code

931 77

6 / 250 characters

NUTS1 code

Norra Sverige

Town

Skellefteå

10 / 250 characters

NUTS2 code

Övre Norrland

Website

www.skellefteasciencecity.se

28 / 100 characters

NUTS3 code

Västerbottens län

Partner ID:

Organisation ID type

Organisation number (Organisationsnummer)

Organisation ID

559006-5826

VAT Number Format

SE + 12 digits

VAT Number

N/A ☐ SE559006582601

14 / 50 characters

PIC

891646214

9 / 9 characters

Partner type:

Legal status

b) Private

Type of partner

Business support organisation

Chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.

Sector (NACE)

70.22 - Business and other management consultancy activities

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?

Yes

Financial data	Reference period	01/01/2021	–	31/12/2021
	Staff headcount [in annual work units (AWU)]			12.0
	Employees [in AWU]			11.0
	Persons working for the organisation being subordinated to it and considered to be employees under national law [in AWU]			0.0
	Owner-managers [in AWU]			1.0
	Partners engaged in a regular activity in the organisation and benefiting from financial advantages from the organisation [in AWU]			0.0
	Annual turnover [in EUR]			2,876,171.00
	Annual balance sheet total [in EUR]			1,118,744.00
	Operating profit [in EUR]			16,586.00

Role of the partner organisation in this project:

This partner is managing a larger cluster for CCI business with a specific game incubation focus. As such they give valuable knowledge for GoA 1.3 (which they lead), GoA 2.2 and 2.3, and GoA 3.1 (which they lead) and GoA 3.4, as they themselves are such a type of infrastructure we are targetting.

297 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 7

LP/PP	Project Partner
Partner Status	Active

	Active from	22/09/2022	Inactive from	

Partner name:

Organisation in original language	Invest Stockholm Business Region AB
	35 / 250 characters
Organisation in English	Invest Stockholm
	16 / 250 characters
Department in original language	n/a
	3 / 250 characters
Department in English	n/a
	3 / 250 characters

Partner location and website:

Address	Fleminggatan 4	Country	Sweden
	14 / 250 characters		
Postal Code	10226, PO Box 12240	NUTS1 code	Östra Sverige
	19 / 250 characters		
Town	Stockholm	NUTS2 code	Stockholm
	9 / 250 characters		
Website	www.investstockholm.com	NUTS3 code	Stockholms län
	23 / 100 characters		

Partner ID:

Organisation ID type	Organisation number (Organisationsnummer)

Organisation ID	556083-1306

VAT Number Format	SE + 12 digits

VAT Number   **N/A** ☐   SE556083130601

14 / 50 characters

PIC

0 / 9 characters

Partner type:

Legal status	a) Public
Type of partner	Business support organisation	Chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.

Sector (NACE)	82.99 - Other business support service activities n.e.c.

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?	Yes

Role of the partner organisation in this project:

Invest Stockholm is together with BGZ and LIC, the partners that connect us with the policymakers and the public interest in business development of CCI and ICT sectors. Invest has a long time experience in attracting investors to their region so they will be contributing a lot to GoA 1.1 and GoA 2.1. Sweden's policy is strenthening the industry to help themselves, by creating a strong support not so much in direct financing but in indirect support, such as being board members, creating relationships with investors, pushing certain topics by offering competence building measures. SDG and green transformation are high on their agenda, which is why they will strongly contribute to GoA 1.5 and GoA 2.4. As lead of WP3, they will guide the transfer - as often the formats can be combined - and as transfer is an important part of their remit.

847 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 8

LP/PP	Project Partner
Partner Status	Active
Active from	22/09/2022	Inactive from	

Partner name:

Organisation in original language	Sihtasutus Tartu Teaduspark

27 / 250 characters

Organisation in English	Tartu Science Park Foundation

29 / 250 characters

Department in original language	n/a

3 / 250 characters

Department in English	n/a

3 / 250 characters

Partner location and website:

Address	Riia 181A		Country	Estonia

9 / 250 characters

Postal Code	51014		NUTS1 code	Eesti

5 / 250 characters

Town	Tartu		NUTS2 code	Eesti

5 / 250 characters

Website	www.teaduspark.ee		NUTS3 code	Lõuna-Eesti

17 / 100 characters

Partner ID:

Organisation ID type	Registration code (Registrikood)
Organisation ID	90001121
VAT Number Format	EE + 9 digits

VAT Number	N/A ☐	EE100296086

11 / 50 characters

PIC	998505391

9 / 9 characters

Partner type:

Legal status	a) Public
Type of partner	Business support organisation	Chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.

Sector (NACE)	68.20 - Rental and operating of own or leased real estate

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?	Partly

VAT explanation	Tartu Science Park Foundation is entitled to recover any paid Value Addes Tax (VAT), except goods and services related to catering of guests and own staff at project seminars and other local events. Thus, these costs will include VAT in project reports.

253 / 1,000 characters

Role of the partner organisation in this project:

TSP has invaluable experience in peer-2-peer and mentored activities with Interreg projects like BGI, BSGI, Game Camps and Baltic Explorers. These past experiences, in particular those made during the pandemic, will help us prepare solutions in GoA 1.1., 1.3 and 1.4. They will also lead the pilots in the peer-2-peer environment testbeds (GoA 2.2) for their vast experience in different formats of community events (basecamps, jam, hackathons, developer days etc.). In the transfer, they will contribute to GoA 3.2 and 3.3.

525 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 9

LP/PP	Project Partner
Partner Status	Active

	Active from	22/09/2022	**Inactive from**	

Interreg
Baltic Sea Region

Project Acronym: BSG-Go
Submission Date : 25/04/2022 18:00:55
Project Number:
Project Version Number: 1

Partner name:

Organisation in original language

Viesoji istaiga Lietuvos inovaciju centras

42 / 250 characters

Organisation in English

Public Institution Lithuanian Centre

36 / 250 characters

Department in original language

n/a

3 / 250 characters

Department in English

n/a

3 / 250 characters

Partner location and website:

Address	Mokslininku 6A	**Country**	Lithuania
	14 / 250 characters		
Postal Code	08412	**NUTS1 code**	Lietuva
	5 / 250 characters		
Town	Vilnius	**NUTS2 code**	Sostinės regionas
	7 / 250 characters		
Website	www.lic.lt	**NUTS3 code**	Vilniaus apskritis
	10 / 100 characters		

Partner ID:

Organisation ID type

Legal person's code (Juridinio asmens kodas)

Organisation ID

110066875

VAT Number Format

Please select

VAT Number N/A ☑

0 / 50 characters

PIC

999456476

9 / 9 characters

Partner type:

Legal status   a) Public

Type of partner   Business support organisation   Chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.

Sector (NACE)   69.10 - Legal activities

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?   No

Role of the partner organisation in this project:

LIC has been highly successful in establishing an interest by the ministry and policymakers in the game industry. Thus, resilience is of political interest which they foster, and like their co-lead, BGZ, in WP1 want to see excellent outcomes that need this political long-term view as a monitoring perspective, ensuring that the big picture remains in focus and the goal of resilience is the driving principle of all pilot activities, thus the steering role as co-lead for the preparatory work. LIC has a strong position with the regional authorities and the business world, thus they are perfectly placed for leading the transfer in GoA 3.3 where we will be looking into fexternal management options for transferring piloted solutions.

736 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 10

LP/PP	Project Partner
Partner Status	Active

Active from	22/09/2022	**Inactive from**	

Partner name:

Organisation in original language
Fundacja Vitruvio

17 / 250 characters

Organisation in English
Vitruvio Foundation

19 / 250 characters

Department in original language
n/a

3 / 250 characters

Department in English
n/a

3 / 250 characters

Partner location and website:

Address
Wierzbiecice 57/2

17 / 250 characters

Postal Code
61-547

6 / 250 characters

Town
Poznan

6 / 250 characters

Website
https://gic.gd

14 / 100 characters

Country
Poland

NUTS1 code
Makroregion północno-zachodni

NUTS2 code
Wielkopolskie

NUTS3 code
Poznański

Partner ID:

Organisation ID type
Tax identification number (NIP)

Organisation ID
7831756276

VAT Number Format
PL + 10 digits

VAT Number   N/A ☐   PL7831756276

12 / 50 characters

PIC
891495670

9 / 9 characters

Partner type:

Legal status   b) Private

Type of partner	NGO		Non-governmental organisations, such as Greenpeace, WWF, etc.

Sector (NACE)	82.30 - Organisation of conventions and trade shows

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?	Yes

Financial data	**Reference period**	01/01/2020	_	31/12/2020
	Staff headcount [in annual work units (AWU)]			8.0
	Employees [in AWU]			3.0
	Persons working for the organisation being subordinated to it and considered to be employees under national law [in AWU]			3.0
	Owner-managers [in AWU]			2.0
	Partners engaged in a regular activity in the organisation and benefiting from financial advantages from the organisation [in AWU]			0.0
	Annual turnover [in EUR]			151,398.00
	Annual balance sheet total [in EUR]			253,270.00
	Operating profit [in EUR]			-20,190.00

Role of the partner organisation in this project:

This partner has a strong network in Poland which has shown big success in the game industry, but is driving it very differently from other mature industries (e.g. Finland). Thus their knowledge and experience will be perfect to complement to knowledge map of the industries. As organisors of a big conference with many satellite events, they are perfectly placed as lead of GoA 1.2 and 3.4. They have strong ties to the community, be it investors or start-ups, mentors or publishers. And their experiences made throughout the pandemic, in particular with the physical events going remote, are invaluable to prepare tools to provide a basis for resilient communication, events and community environments.

705 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 11

LP/PP	Project Partner
Partner Status	Active
Active from	22/09/2022	**Inactive from**	

Partner name:

Organisation in original language	Game Habitat
	12 / 250 characters
Organisation in English	Game Habitat
	12 / 250 characters
Department in original language	n/a
	3 / 250 characters
Department in English	n/a
	3 / 250 characters

Partner location and website:

Address	Torggatan 2	**Country**	Sweden
	11 / 250 characters		

Postal Code	21140	**NUTS1 code**	Södra Sverige
	5 / 250 characters		
Town	Malmö	**NUTS2 code**	Sydsverige
	5 / 250 characters		
Website	www.gamehabitat.se	**NUTS3 code**	Skåne län
	18 / 100 characters		

Partner ID:

Organisation ID type	Organisation number (Organisationsnummer)
Organisation ID	559100-1630
VAT Number Format	SE + 12 digits
VAT Number	N/A ☐ SE559100163001
	14 / 50 characters
PIC	891498095
	9 / 9 characters

Partner type:

Legal status	b) Private	
Type of partner	Business support organisation	Chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.
Sector (NACE)	94.11 - Activities of business and employers membership organisations	

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?	Yes

Financial data	Reference period	01/01/2021 — 31/12/2021
	Staff headcount [in annual work units (AWU)]	3.0
	Employees [in AWU]	3.0
	Persons working for the organisation being subordinated to it and considered to be employees under national law [in AWU]	0.0
	Owner-managers [in AWU]	0.0
	Partners engaged in a regular activity in the organisation and benefiting from financial advantages from the organisation [in AWU]	0.0
	Annual turnover [in EUR]	380,000.00
	Annual balance sheet total [in EUR]	310,000.00
	Operating profit [in EUR]	7,000.00

Role of the partner organisation in this project:

This partner has a long time experience in peer2peer environments, with their physical hub which is exemplary and will serve as model for other regions to copy. At the same time, they are one of the beacons we are trying to create a transnational communication network with (GoA 1.3). They will strongly contribute to GoA 1.2 as they are looking into solutions of hybrid concepts for teamwork and events (workshops etc). The hybrid solutions will be a horizontal component in all testbeds (GoA 2.1-2.4) which makes them a perfect lead of WP2 lead. Through their many activities with start-ups (lately also by introducing accelerator programmes), they are well placed to lead GoA 3.2 and engage with different stakeholders to find means of financing activities on a sharing and break-even basis.

794 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 12

LP/PP	Project Partner
Partner Status	Active

	Active from	22/09/2022	**Inactive from**	

Partner name:

Organisation in original language	Sankt Kors Fastighets AB
	24 / 250 characters

Organisation in English	Sankt Kors Fastighets AB
	24 / 250 characters

Department in original language	East Sweden Game
	16 / 250 characters

Department in English	East Sweden Game
	16 / 250 characters

Partner location and website:

Address	Fridtunagatan 24		Country	Sweden
	16 / 250 characters			
Postal Code	582 13		NUTS1 code	Östra Sverige
	6 / 250 characters			
Town	Linköping		NUTS2 code	Östra Mellansverige
	9 / 250 characters			
Website	www.eastswedengame.se		NUTS3 code	Östergötlands län
	21 / 100 characters			

Partner ID:

Organisation ID type	Organisation number (Organisationsnummer)
Organisation ID	556026-4342
VAT Number Format	SE + 12 digits

VAT Number	**N/A** ☐	SE556026434201
		14 / 50 characters
PIC	891875619	
		9 / 9 characters

Partner type:

Legal status	a) Public	
Type of partner	Business support organisation	Chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.
Sector (NACE)	68.20 - Rental and operating of own or leased real estate	

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?	Yes

Interreg
Baltic Sea Region

Project Acronym: BSG-Go
Submission Date : 25/04/2022 18:00:55
Project Number:
Project Version Number: 1

Role of the partner organisation in this project:

East Sweden Game is a successful incubator organised by Sankt Kors Fastighets. In previous projects (BGI and BSGI), they have provided first versions of solutions to attract investors for seed investment with start-ups that were promising but not yet oriented towards resilience in the sense of "tested and tried" in the context of a pandemic or other crisis with little or no mobility possible. The solutions from previous projects will be critically revisited and analysed for enhancement or alternative versions. Apart from that East Sweden bring a vast experience of working with young talents and providing entrepreneurial skills. With their range of different experiences, they are well place to lead the GoA 1.1 on resilient communication practices. They are looking into tools for recruitment (GoA 1.2) and provide their insights for skill building (GoA 1.4). They will mainly contribute to the pilots in GoA 2.1 and GoA 2.3, and the transfer in GoA 3.1.

964 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

○ Yes ○ No

2.2 Project Partner Details - Partner 13

LP/PP	Project Partner
Partner Status	Active

Active from	22/09/2022	**Inactive from**	

Partner name:

Organisation in original language	Det Kongelige Akademi

21 / 250 characters

Organisation in English	The Royal Danish Academy

24 / 250 characters

Department in original language	Institute of Visual Design

26 / 250 characters

Department in English	Institute of Visual Design

26 / 250 characters

Partner location and website:

Address	Philip de Langes Allé 10	**Country**	Denmark

24 / 250 characters

Postal Code	1435	**NUTS1 code**	Danmark

4 / 250 characters

Town	Copenhagen	**NUTS2 code**	Hovedstaden

10 / 250 characters

Website	https://royaldanishacademy.com/royal-danish-academy	**NUTS3 code**	Byen København

51 / 100 characters

Partner ID:

Organisation ID type	Civil registration number (CPR)
Organisation ID	18975734
VAT Number Format	DK + 8 digits

VAT Number	**N/A** ☐	DK18 97 57 34

13 / 50 characters

PIC	990942010

9 / 9 characters

Partner type:

Legal status	a) Public
Type of partner	Higher education and research instituti / University faculty, college, research institution, RTD facility, research cluster, etc.
Sector (NACE)	85.42 - Tertiary education

Partner financial data:

Is your organisation entitled to recover VAT related to the EU funded project activities?

Yes

Role of the partner organisation in this project:

RDA will be providing a valuable, innovative and important tool (GoA 1.2) for game designers which will strengthen their visibility towards investors (GoA 2.1) and help them create better business plan (GoA 2.3+2.4). They will organise preliminary test pilots to aggregate a critical mass of data and fine-tune the parameters for resilience building. The result is then to be piloted and with the evidence received from the pilot, the tools will then be offered to the community with the relevant technical documentation and instructions. Depending on the outcome, it will be transferred either as part of GoA3.2 or 3.3. This development is very resource-intensive with the involvement and iterative approach to create a tool providing compelling results.

755 / 1,000 characters

Has this organisation ever been a partner in the project(s) implemented in the Interreg Baltic Sea Region Programme?

⦿ Yes ○ No

State aid relevance

For the partner type selected, the Programme sees a medium to high risk for implementing State aid relevant activities. If the partner is of the opinion that its activities are not State aid relevant, it can ask the MA/JS for a plausibility check on the State aid relevance. Does the partner want to do this?

⦿ Yes ○ No

Justification why the partner's activities are not State aid relevant

The organisation does not carry out an economic activity and there is no advantage involved, as the results are open and free to everyone and because there is no profit involved.

178 / 3,000 characters

2.3 Associated Organisation Details - AO 1

Associated organisation name and type:

Organisation in original language	Senatsverwaltung für Wirtschaft, Energie und Betriebe

53 / 250 characters

Organisation in English	Senate Department for Economics, Energy and Enterprises

55 / 250 characters

Department in original language	n/a

3 / 250 characters

Department in English	n/a

3 / 250 characters

Legal status	a) Public
Type of associated organisation	Regional public authority Regional council, etc.

Associated organisation location and website:

Address	Martin-Luther-Straße 105	**Country**	Germany

24 / 250 characters

Postal Code	10825

5 / 250 characters

Town	Berlin

6 / 250 characters

Website	www.berlin.de/sen/web

21 / 100 characters

Role of the associated organisation in this project:

*Providing information, brief consultation and feedback to the project by connecting additional actors from the Berlin startup ecosystem
*Linking the project to availabele Berlin's business policy actors, strategies and initiatives particularly by using the information from startup-map.berlin
*Contributing to the discussion processes related to promoting the ties of Berlin within the BSR as a major location for creative industries
*Contributing to an increase in the project's visibility and wider dissemination through the available networks and dissemination channels
*Supporting to provide logistical support to the BGZ for events - e. g. with rooms

656 / 1,000 characters

2.3 Associated Organisation Details - AO 2

Associated organisation name and type:

Organisation in original language	Der Regierende Bürgermeister von Berlin - Senatskanzlei

55 / 250 characters

Organisation in English	Senate Chancellery of the federal state of Berlin

49 / 250 characters

Department in original language	n/a

3 / 250 characters

Department in English	n/a

3 / 250 characters

Legal status	a) Public
Type of associated organisation	Regional public authority

Regional council, etc.

Associated organisation location and website:

Address	Jüdenstraße 1	**Country**	Germany

13 / 250 characters

Postal Code	10178

5 / 250 characters

Town	Berlin

6 / 250 characters

Website	berlin.de/senatskanzlei

23 / 100 characters

Role of the associated organisation in this project:

*Giving the project access to city networks and platforms – both expertise and actors
*Linking the project to policies and initiatives in Berlin related to the Baltic Sea region
*Providing support to the BGZ for events – e.g. assistance with reserving rooms and facilities
*Contributing to strengthening the project's visibility and wider dissemination

352 / 1,000 characters

2.3 Associated Organisation Details - AO 3

Associated organisation name and type:

Organisation in original language	Berlin Partner für Wirtschaft und Technologie GmbH

50 / 250 characters

Organisation in English	Berlin Partner for Business and Technology

43 / 250 characters

Department in original language	n/a

3 / 250 characters

Department in English	n/a

3 / 250 characters

Legal status	b) Private
Type of associated organisation	Business support organisation	Chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.

Associated organisation location and website:

Address	Fasanenstraße 85	**Country**	Germany

16 / 250 characters

Postal Code	10623

5 / 250 characters

Town	Berlin

6 / 250 characters

Website	www.berlin-partner.de

21 / 100 characters

Role of the associated organisation in this project:

*Networking with the Berlin creative industries - involving actors from business, science and culture in terms of knowledge transfer, scaling and replication
*Linking the project to the Joint Innovation Strategy of the States of Berlin and Brandenburg and the strategic planning of the Berlin Cluster „ICT, Media and Creative Industries" e *Support in the planning and implementation of workshops and events for planning the formation of a game hub in Berlin with the community
*Support in identification of facilities for installation of this game hub (to be hosted by medianet)
*Contribute to strengthen the project's visibility and wider dissemination through the networks and dissemination channels of Berlin Partner and the Cluster IMC

740 / 1,000 characters

2.3 Associated Organisation Details - AO 4

Associated organisation name and type:

Organisation in original language	Helsinki Games Capital ry

25 / 250 characters

Organisation in English	Helsinki Games Capital ry

25 / 250 characters

Department in original language	n/a

3 / 250 characters

Department in English	n/a

3 / 250 characters

Legal status	b) Private
Type of associated organisation	NGO Non-governmental organisations, such as Greenpeace, WWF, etc.

Associated organisation location and website:

Address	Lapinlahdenkatu 16	**Country**	Finland

18 / 250 characters

Postal Code	00100

5 / 250 characters

Town	Helsinki

8 / 250 characters

Website	https://helsinkigamescapital.fi/

32 / 100 characters

Role of the associated organisation in this project:

Consulting in deep knowledge about the local industry ecosystem. Offering infrastructure for potential events and operations. Supporting the project with contacts and visibility.

178 / 1,000 characters

2.3 Associated Organisation Details - AO 5

Associated organisation name and type:

Organisation in original language	Peliosuuskunta Expa
	19 / 250 characters
Organisation in English	Peliosuuskunta Expa
	19 / 250 characters
Department in original language	n/a
	3 / 250 characters
Department in English	n/a
	3 / 250 characters
Legal status	b) Private
Type of associated organisation	Small and medium enterprise

Micro, small, medium enterprises < 250 employees, ≤ EUR 50 million turnover or ≤ EUR 43 million balance sheet total

Associated organisation location and website:

Address	Matarankatu 2	**Country**	Finland
	13 / 250 characters		
Postal Code	40100		
	5 / 250 characters		
Town	JYVÄSKYLÄ		
	9 / 250 characters		
Website	www.digigamecenter.org/		
	23 / 100 characters		

Role of the associated organisation in this project:

Consulting in deep knowledge about the local industry ecosystem. Offering infrastructure for reaching out to the industry in Jyväskylä region. Supporting the project with contacts and visibility.

195 / 1,000 characters

2.3 Associated Organisation Details - AO 6

Associated organisation name and type:

Organisation in original language	Neogames Finland ry
	19 / 250 characters
Organisation in English	Neogames Finland ry
	19 / 250 characters
Department in original language	n/a
	3 / 250 characters
Department in English	n/a
	3 / 250 characters
Legal status	b) Private
Type of associated organisation	NGO

Non-governmental organisations, such as Greenpeace, WWF, etc.

Associated organisation location and website:

Address	Eteläranta 10	**Country**	Finland
	13 / 250 characters		
Postal Code	00130		
	5 / 250 characters		
Town	Helsinki		
	8 / 250 characters		
Website	www.neogames.fi		
	15 / 100 characters		

Role of the associated organisation in this project:

Consulting in deep knowledge about the industry and offering expertise. Supporting the project with contacts and visibility.

124 / 1,000 characters

2.3 Associated Organisation Details - AO 7

Associated organisation name and type:

Organisation in original language	Tampere Game Hub ry
	19 / 250 characters
Organisation in English	Tampere Game Hub ry
	19 / 250 characters
Department in original language	n/a
	3 / 250 characters
Department in English	n/a
	3 / 250 characters
Legal status	b) Private
Type of associated organisation	NGO	Non-governmental organisations, such as Greenpeace, WWF, etc.

Associated organisation location and website:

Address	Åkerlundinkatu 8	**Country**	Finland
	16 / 250 characters		
Postal Code	33100		
	5 / 250 characters		
Town	Tampere		
	7 / 250 characters		
Website	https://tampere.games/		
	22 / 100 characters		

Role of the associated organisation in this project:

Consulting in deep knowledge about the local industry ecosystem. Offering infrastructure for reaching out to the industry in Pirkanmaa region. Supporting the project with contacts and visibility.

195 / 1,000 characters

2.3 Associated Organisation Details - AO 8

Associated organisation name and type:

Organisation in original language

We in Games Finland ry

22 / 250 characters

Organisation in English

We in Games Finland ry

22 / 250 characters

Department in original language

n/a

3 / 250 characters

Department in English

n/a

3 / 250 characters

Legal status   b) Private

Type of associated organisation

NGO   Non-governmental organisations, such as Greenpeace, WWF, etc.

Associated organisation location and website:

Address

Korkeavuorenkatu 35, c/o Wondershop

35 / 250 characters

Country   Finland

Postal Code

00130

5 / 250 characters

Town

Helsinki

8 / 250 characters

Website

https://weingames.fi/

21 / 100 characters

Role of the associated organisation in this project:

Consultation in ways of supporting diversity. Offering expertize in inclusion. Supporting the project with contacts and visibility.

131 / 1,000 characters

2.3 Associated Organisation Details - AO 9

Associated organisation name and type:

Organisation in original language	Lietuvos žaidimų kūrėjų asociacija
	34 / 250 characters
Organisation in English	Lithuanian Game Developers Association
	38 / 250 characters
Department in original language	n/a
	3 / 250 characters
Department in English	n/a
	3 / 250 characters
Legal status	b) Private
Type of associated organisation	Interest group

Trade union, foundation, charity, voluntary association, club, etc. other than NGOs

Associated organisation location and website:

Address	Vaidilutės g. 79	**Country**	Lithuania
	16 / 250 characters		
Postal Code	10100		
	6 / 250 characters		
Town	Vilnius		
	7 / 250 characters		
Website	http://www.lzka.lt		
	19 / 100 characters		

Role of the associated organisation in this project:

Lithuanian Game Developers Association will take over the relo of reaching out to Lithuanian video game industry and sharing their knowledge as an expert in the game industry and its networks. Lithuanian Game Developers Association will offer their members a chance to get mentoring and education on game development consultancy, and to a broader network of investors and start-ups in the BSR.

393 / 1,000 characters

3. Relevance

3.1 Context and challenge

Resilience is about strengthening those who have a potential to survive in a crisis and those who might fail. For the BSR, the game industry is representative for this situation. Already strong in SE and FI, growing in PL, DE and DK, and emerging in EE, LT and LV, the game industry was among those making profit during the crisis, proving it to be a resilient economy to be boosted to ensure GDP revenue and self-sufficiency in a crisis. However, as a creative industry, the resilience factor is being jeopardised by the "weak spot" of the industry: its need for a continuous influx of talent. In a crisis, this influx is threatened by the fragility of communication.

Communication for the young talent tier is crucial in many ways, all of which we intend to tackle in our project: peer2peer exchange, learning and working, business development, capital raising, B2C visibility etc. All these salient aspects for business growth have been disrupted during the pandemic limiting mobility and physical encounters. Merely "going online", meeting and working remote, has been a very disappointing experience. The reason is the lack of preparedness in our routines and practices for online communication, as well as the lack of proper, pro-active, resilient communication methods and tools. We will deep-dive into the very fabric of the different communication contexts, their requirements, their expected outcomes, their inherent characteristic, and provide resilient models for relationships that have so far relied heavily on physical encounters.

The game industry with its complex nature of creativity, technology and business is a good model to experiment and pilot, and then ultimately transfer resilient methods and tools for young creative entrepreneurs to grow even in times of a crisis. At the same time, Game is amongst the most efficient communication, learning and narration media of our times and as such a path to innovative options for resilient communication practices and instruments.

1,999 / 2,000 characters

3.2 Transnational value of the project

The game industry is highly dependent on international outreach. "BSG GO!" brings together partners from almost all BSR countries and shows a clear transnational value. Concerted action to strengthen resilience (framework, support structures, increased cooperation) will drive growth of BSR game industry as an important business factor in the whole region, ensure that the solutions are applicable in the different national systems and allow drawing full benefit of all players in the ecosystem - from the production and sales part of the industry, its business support structures, the affiliated educational environments, the capital providing sectors, advocacy and policy area. Only this will produce a critical mass of know-how and economic power to increase the attractiveness for investors and workforce from abroad and make the BSR a competitive hotspot on the global games market.

Transnational cooperation is embedded across the various activities:

WP1: A solid support group representing the whole ecosystem from all over the BSR will be formed. This ensures that vast expertise is available, access to the relevant decision-makers is ensured, different perspectives and national conditions are duly considered.

WP2: Piloting scenarios will address important relationships, paramount for the success in booming times and for survival in crises. In the test runs, the cross-functional teams from 3 or more countries show how strong ties within the ecosystem can uphold communication channels in a crisis. We will make these relationships fully functional to counteract crisis conditions.

WP3: A valuable body of knowledge on resilience strengthening is available from the piloting, bringing together resources from all over the BSR. When implementing, the business support structures may join forces for a resilient and powerful economic development. The project outcomes are designed and disseminated to be used by larger target groups. They all benefit from closer contacts across BSR.

1,998 / 2,000 characters

3.3 Target groups

Target group	Sector and geographical coverage	Its role and needs	
Business support organisation	Incubators, accelerators, hubs for economic sector: CCI or Game industry (DE, DK, SE, FI, EE) 93 / 500 characters	Analyse the requirements for skills development (GoA 1.3), testing new tools to replace or complement physical modes of knowledge transfer and trust building (GoA 2.2-2.4). Understanding the relationship and communication with investors (GoA 1.1 and 2.1) and mentors (GoA 1.1 and 2.3). Take on of solutions (GoA 3.1 and 3.2). 326 / 1,000 characters	
Interest group	Industry networks, industry association for economic sector: Game industry (DE, DK, SE, FI, LT, EE, LV, PL) 107 / 500 characters	Analyse the impact of peer-2-peer learning and exchange (GoA1.1, 1.3.), testing new methods and approaches for resilience (GoA 2.2-2.4), make contact with investors for the pilot GoA 2.1 and support the creation of forums for future thinking in GoA 2.4. Help introduce solutions into existing infrastructures (GoA 3.4) and lobby with authorities for support (GoA 3.3). 368 / 1,000 characters	
Small and medium enterprise	start-ups, scale-ups, splinters, larger companies as employers of young talents or as investors or mentors or business partners for smaller companies (DE, DK, SE, FI, LT, EE, PL) 178 / 500 characters	Generate data for the prognosis tool (GoA 1.2, GoA 1.4, GoA 2.1, GoA2.4), provide material for the pilots (GoA 2.1, 2.2, 2.3, 2.4), act as test user in pilots GoA 2.2-2.4. Use the solutions by a break-point payment contribution to attending events. 249 / 1,000 characters	
Regional public authority	Location promotion agencies of regional authorities (like Invest Sweden or innovations centres like LIC or Ministry of Economics) targeting investment, settlement of key players and supporting start-ups and local SME. 217 / 500 characters	Attract investors to join the pilots to validate the solution (GoA 2.1). Support solutions in the transfer phase to permanence (GoA 3.3) 136 / 1,000 characters	

3.4 Project objective

Your project objective should contribute to:

Resilient economies and communities

BSG Go! will contribute to the programme objective 1.1 "Resilient economies and communities" and provide solutions for strengthening the resilience of the emerging game industry, in view of the vast potential of the creative sector for economic development and long-term prosperity of the whole BSR.
In particular, BSR-Go! is aimed at strengthening resilience in view of the fields of interventions defined by Interreg BSR, namely:
*ASSISTING BUSINESS: equip the industry with easy-to-use solutions to handle external disturbances (e.g. risk management tools and response measures)
*Building resilience through CONNECTING RESEARCH AND REGIONAL INNOVATION SYSTEMS: Using recent research to improve the support programmes and practice for game start-ups and SMEs making the BSR a hotspot for game industry
*STRENGTHEN SOCIETAL RESILIENCE, COHESION AND REGIONAL IDENTITY: Contribute to societal aspects of development with games –regarding the awareness of the game industry towards societal challenges and how they may contribute to participation, social cohesion and regional identity – both at the level of their product addressing such issues, fighting stereotypes etc. and at the level of their institutional building with putting participation, gender equality and diversity on the agenda. It is where games may give a fresh impetus to mobilising engagement, behavioural shifts and cultural change through creativity. In the same manner, we understand the role of support structures as motivators to use culture as means for strengthening cohesion and regional identity.
In doing so, BSG-Go! provides solutions and tools both for the game SMEs and for the intermediaries (business support actors, interest groups and public authorities) that address the identified needs, show in demonstrations how they are to be transferred and achieve the necessary resilient transformation, and support institutional anchoring.

1,920 / 2,000 characters

3.5 Project's contribution to the EU Strategy for the Baltic Sea Region

Please indicate whether your project contributes to the implementation of the Action Plan of the EU Strategy for the Baltic Sea Region (EUSBSR).

○ Yes ○ No

Please select which Policy Area of the EUSBSR your project contributes to most.

PA Culture

Please list the action of this Policy Area that your project contributes to and explain how.

„BSG-GO" will support the EUSBSR sub-objective „Improved global competitiveness of the BSR" (SWD (2017) 118, p.53-55) and contribute to Action 1 of PA Culture „Promoting the BSR cultural and creative industries …" and PAC objective „Strengthening the competitiveness of the cultural and creative sectors" … „to share their creative potential and contribute to its faster and more coherent economic development" (SWD(2021) 24, p.61).
BSG-Go! continues BGZ's contributions made to the PAC that started with the 'Baltic Game Industry' flagship. It supports the PAC in "Mapping, generating, pooling and sharing knowledge, expertise and experience" and "Promotion of inter-sectoral cooperation".
As core elements of BSG-Go!, intensive cooperation of game industry actors across BSR, sharing of creative potential and resources, upgrading institutional capacities of support structures and joint efforts will facilitate prosperity and make the BSR a highly attractive game business location. As most game business are start-ups/young-game studios, we focus tools suitable and attractive for SMEs.
The project findings and the scenarios developed, piloted and transferred will be translated into policy conclusions (for national level, PAC & EUSBSR). Following the chain-of-trust principle, increased capacities of the industry will increase trust, attract talents and promote investments, improve access to capital and marketing opportunities, boost the economic upswing and support sustainability.

1,492 / 1,500 characters

If applicable, please describe which other Policy Areas of the EUSBSR your project contributes to and how.

In view of the highly innovative character of the game industry and its function as booster of digitalisation in businesses, BSG-Go! also contributes to the objectives and actions of Policy Area Innovation (PA INNO), in particular to Action 1 "Challenge-driven innovation" in terms of macro-regional recovery policies and actions on business and innovation, not just in the aftermath of the current crisis, but also in the long term. PA INNO aims at promoting global competitiveness and growth of BSR in support schemes, funding policies and investments to prepare the emerging game industry for common challenges of innovation.
BSG-Go! combines vast expertise on game business, digitalisation, start-up support and policy development, provides tailor made and practice-oriented solutions for innovation, capacity building and resilience in game business along complex scenarios that will function in "real life" and that are attractive for a diversity of users (science, business, policy) - also outside the game scene.
BSG-Go! provides valuable contributions to PA INNO as platform for an enhanced macroregional collaborative ecosystem. It will install practical support for young game studios and start-ups and upgrade institutional capacities of support structures. Its innovative solutions will connect people and their ideas, facilitate the prosperity of the industry, make it attractive for international innovation cooperation and boost sustainable economic growth.

1,473 / 1,500 characters

3.6 Other political and strategic background of the project

Strategic documents

"European Skills Agenda for sustainable competitiveness, social fairness and resilience" (2020): BSG-Go! will give input – in particular related to increase the resilience of the cultural and creative sectors, following the nine recommendations of the OMC-report "The role of public policies in developing entrepreneurial and innovation potential of the CCS", e.g. placing CCS in innovation support structures (rec.4), CCS hubs and networks integration (rec.5), and user-driven approaches (rec.7)

497 / 500 characters

"EU guidelines for the safe resumption of activities in the cultural and creative sectors - COVID-19" (C(2021) 4838), as part of the implementation of the "New European Agenda for Culture" (2018): BSG-Go! will contribute to "Actions for sustainable recovery of the cultural sectors" – in particular to (e) Strategies that promote … resilience of the sector, (f) Strengthening of skills, digital training and digital capacity-building and (g) Dissemination of data and follow-up on trial events.

494 / 500 characters

"Gender Equality Strategy 2020-2025": BSG-Go! will contribute solutions to advance gender equality, particularly in view of the recommendations in the OMC-report "Towards gender equality in the cultural and creative sectors" (June 2021) This concerns e.g. gender-sensitive measures in resilience plans, promoting employment and entrepreneurship of women in the sector and improving the accessibility of support structures and networks for women so that they can fully benefit.

477 / 500 characters

3.7 Seed money support

Please indicate whether your project is based on a seed money project implemented in the Interreg Baltic Sea Region Programme 2014-2020.

○ Yes ○ No

3.8 Other projects: use of results and planned cooperation

Full name of the project	Funding Source	Use of the project outcomes and/or planned cooperation
Baltic Game Industry - Empowering a Booster for Regional Development (BGI/BSGI, 2017-2021) 90 / 200 characters	Interreg Baltic Sea Reagion 27 / 200 characters	Solutions piloted (roadmap extension as a shared knowledge base option; competence building of key stakeholders in support of start-ups) in BGI and BSGI will be revisited in connection with the notion of resilience, ie. transformation and adaptation for preparedness to survive in adverse situations. 300 / 1,000 characters
Game Hub Scandinavia 20 / 200 characters	Interreg Öresund-Kattegat-Skagerrak, sub-region Kattegat-Skagerrak (KASK) under the development-area "Employment" and Central Denmark Region funds 146 / 200 characters	From Game Hub Scandinavia, we will benefit from their experience in a) collaborating across border for game incubation and b) reaching out to non-European markets and providing knowledge for their start-ups in a comprehensive knowledge base. 241 / 1,000 characters
Distance Lab (Skelleftea Science Park) 38 / 200 characters	Interreg Baltic Sea Region (Programme 2014-2020) 48 / 200 characters	Distance Lab has received seed funding for investigating into tools for resilient communication. As part of a cluster in which our partner Skelleftea Science City is a driving force, we will be able to benefit and collaborate with the main project (should it be granted), to test their tools within a creative industry such as the game industry, using their tools as components in our testbeds to validate methodologies and approaches piloted in the test beds. 460 / 1,000 characters
Baltic Explorers – Exploring New Markets for Central Baltic Games Industry (01.04.2020 – 30.09.2022) 100 / 200 characters	Interreg Central Baltic (Project no. Central Baltic 884) 56 / 200 characters	Baltic Explorers has a lot of experiences with internationalisation of start-ups and of acting as ambassador for the BSR game industry. At the same time they have experience in attracting investors which will benefit our GoA 2.1. The partners from that project have collaborated with BSGI and they have a wide network of stakeholders they could approach for both the pilot testruns and the transfer. 400 / 1,000 characters
Game Accelerate South Sweden 28 / 200 characters	European Regional Development Fund 34 / 200 characters	Game Accelerator Sweden are important because of the connection with a hub as the permanent element and the incubator programme as a project, thus they have taken a very different approach to institutionalised incubators which will provide interesting insights for building resilience. Also they foster women in games and represent an accelerator programme. The partner in this project, Game Habitat, is also a partner in BSG-Go! Through them we will receive first-hand knowledge of insights and lessons learnt to inform our own activities. 540 / 1,000 characters

3.10 Horizontal principles

Horizontal principles	Projects's direct impact
Sustainable development	neutral
Non-discrimination including accessibility	neutral
Equality between men and women	positive

4. Management	
Allocated budget	10%

4.1 Project management

☑ **Please confirm that the lead partner and all project partners will comply with the rules for the project management as described in the Programme Manual.**

If relevant, please indicate any other important aspects of the project management, e.g. external entity supporting the lead partner in the management of the project, advisory board, steering committee, any other relevant working groups, etc.

BGZ sets up a professional management (PM) using the global standard ISO 21500 (in line with IBSR-Manual C.3.1+3.2). Key elements:
*PM-EXPERTISE: project manager with certification as PMP (www.PMI.org)
*PM-PLAN with sub-plans for scope, quality, schedule, costs, risks, communication, incl. glossary & indicator system, joint project information system (PIS)
*PARTNERSHIP AGREEMENT ensuring fair relations and joint responsibility for proper project execution
*ADVISORY BOARD with key policy makers

498 / 500 characters

4.2 Project financial management

☑ **Please confirm that the lead partner and all project partners will comply with the rules for the financial management and control as described in the Programme Manual.**

If relevant, please indicate any other important aspects of the financial management, e.g. external entity supporting the lead partner, positions planned for financial management, involvement of special financial experts (e.g. for public procurement), etc.

ISO 21500 also guides financial management. Key elements:
*STAFF: Internal financial manager with IBSR expertise, regular advice to partners
*BUDGET: transparent processes, fair budget distribution upon partner roles
*PROCEDURES & TOOLS: Continuous finance monitoring according to PM-plan & financial indicators (CPI), PIS (accessible at any time on BGZ's own NAS-server), with internal budget tracking scheme, utilization display, financial guideline (part of PM-plan) with explanations & templates

499 / 500 characters

4.3 Input to Programme communication

☑ **Please confirm that you are aware of the obligatory inputs to Programme communication that must be submitted along the pre-defined progress reports, as described in the Programme Manual.**

If relevant, please describe other important aspects of project communication that you plan to introduce, e.g. a communication plan, opening and closing events, social media channel(s) etc.

Communication+PR:
*IBSR VISIBILITY & PROJECT CORPORATE DESIGN (images, colours, fonts, messages), presenting BSG Go! as part of the IBSR family
*PIS for continuous communication (online+face-to-face), proper storage and exchange of information, virtual collaboration space, calendar, blog, professional online conference system
*JOINT DISSEMINATION STRATEGY (ISO 21500), project website, platforms, active promotion measures, stakeholder &network events, lobbying with policy makers & PA, media work

499 / 500 characters

4.4 Cooperation criteria

Please select the cooperation criteria that apply to your project. In your project you need to apply at least three cooperation criteria. Joint development and joint implementation are the obligatory ones you need to fulfill in your project.

Cooperation criteria

Joint Development	☑
Joint Implementation	☑
Joint Staffing	☑
Joint Financing	☑

5. Work Plan

Number	Work Package Name
1	Preparing solutions

Number	Group of Activity Name
1.1	Resilient Communication Structures
1.2	Tools enhancing resilience
1.3	Beacons and strongholds of the game industry ecosystem
1.4	Efficient competence building during a crisis
1.5	Future Thinking

Number	Work Package Name
2	Piloting and evaluating solutions

Number	Group of Activity Name
2.1	Testbed: Resilient investor engagement
2.2	Testbed: Peer-2-Peer Environment Scenarios
2.3	Testbed: Work and Business environment
2.4	Testbed: Game Business of tomorrow

Number	Work Package Name
3	Transferring solutions

Number	Group of Activity Name
3.1	Transfer to an operational community network
3.2	Cost-sharing and break-even models
3.3	Public support and private investment
3.4	Integration in existing infrastructures

Work plan overview

	Period: 1	2	3	4	5	6	Leader
WP.1: Preparing solutions							**PP1**
A.1.1: Resilient Communication Structures							PP12
D.1.1: Resilient communication scenarios for a creative industry		D					
A.1.2: Tools enhancing resilience							PP10
D.1.2: Assessment of tools suitable for resilience scenarios		D					
A.1.3: Beacons and strongholds of the game industry ecosystem							PP6
D.1.3: Scenarios for holistic business support structures		D					
A.1.4: Efficient competence building during a crisis							PP5
D.1.4: Resilient learning environment scenarios		D					
A.1.5: Future Thinking							PP2
D.1.5: Future Business Model Scenarios		D					
WP.2: Piloting and evaluating solutions							**PP4**
A.2.1: Testbed: Resilient investor engagement							PP3
O.2.1: Toolbox for a resilient game investor engagement			O				
A.2.2: Testbed: Peer-2-Peer Environment Scenarios							PP8
O.2.2: Toolbox for resilient peer2peer environments			O				
A.2.3: Testbed: Work and Business environment							PP4
O.2.3: Toolbox for resilient work and business relations			O				
A.2.4: Testbed: Game Business of tomorrow							PP5
O.2.4: Toolbox for a forward-looking game business			O				
WP.3: Transferring solutions							**PP1**
A.3.1: Transfer to an operational community network							PP6
D.3.1: Durability plan and transfer report to an operational network				D			
A.3.2: Cost-sharing and break-even models							PP11
D.3.2: Durability plan and transfer report to a break-even business case				D			
A.3.3: Public support and private investment							PP9
D.3.3: Durability plan and transfer report to a financed business case				D			
A.3.4: Integration in existing infrastructures							PP10
D.3.4: Durability plan and transfer report for integration into existing infrastructures				D			

Outputs and deliverables overview

Code	Title	Description	Contribution to the output	Output/ deliverable contains an investment
D 1.1	Resilient communication scenarios for a creative industry	The pandemic-induced limitations on in-person communication impacted in particular the transnational value of B2B conferences and fairs, capital raising activities (e.g. pitching) with (often foreign) publishers and investors, market visibility (e.g. award ceremonies, B2C events) for the highly important international client segment. This is why we focus in this deliverable on how to optimise online and hybrid communication to minimise the impact of crisis impositions on travel and physical encounters. Though the negative impact of the Covid crisis on communication is generally endorsed, the underlying factors that encumbered communication are not commonly and fully understood. But without understanding, no feasible and sustainable solution can be developed. And as communication always is inherently based on motivation and expected outcome, a very concise look needs to be taken at these two driving forces. They ultimately shape different communication environments e.g., amongst peers, with a dependent person, with an authority, with a client or investor etc. In a crisis, these different communication types need to be reorganised and supported by different types of tools, environments, strategies and routines. The deliverable will provide insights into challenges that a crisis restricting travel and physical encounters entails. Different industries will have different communication practices and thus different challenges. Looking to the game industry will provide solutions for other creative industries where motivations behind the communication are similar. The deliverable offers recommendations for new approaches to foster resilient communication structures and methods. As a horizontal principle, these recommendations will drive the scenarios that shape the pilot activities in WP2 to assess and evaluate their value for feasibility and long-term implementation (transfer perspective of WP3 and the outputs).	O2.1 O2.2. O 2.3 O 2.4	
D 1.2	Assessment of tools suitable for resilience scenarios	While we prided ourselves in our digital aptitude, the pandemic uncovered massive deficiencies in our digital preparedness, competences, practices and a shocking lack of digital proficiency. Although on a superficial level, we managed to keep things functioning (home office, Covid apps, online registrations, online events etc.), everything was done in weak substitute mode "until things would get better". Slowly, users and technology developers came to understand that we need to improve our tools, as much as trainers, psychologists etc. start promoting adaptation of online behaviour and etiquette. Not only do we need better tools, we also need to be able to use them efficiently, to provide a valuable alternative to physical meetings or a useful complement to restricted physical meetings (e.g. hybrid formats). The deliverable will reflect the assessment of existing tools, their usage and the missed opportunities of their full potential, it will describe new trends and the results from investigating and adapting current tools, further developing solutions still in the pipeline and pursuing new ideas for tools. We believe that the game industry is particularly predestined to come up with solutions that combine new approaches both in terms of innovative functionalities and playful usage which will impact online behaviour and communication. This assessment will lead to a selection of tools to be integrated as supporting elements across all pilots demonstrating hands-on "resilient communication scenarios" in WP 2, in sync with the results from GoA 1.1.	O2.1 O2.2. O 2.3 O 2.4	
D 1.3	Scenarios for holistic business support structures	Cluster formation, one-stop-shop hubs and transnational alliances have been emerging ideas that are yet to be further pursued and experimented with to benefit the game industry ecosystem long-term, in particular the lower tiers (young talents, start-ups, splinters and scale-ups). Though the project is mainly concerned with providing solutions for a resilient talent pool, these models present solutions for a resilient game industry as a whole i.e., including the established and strong tiers of the ecosystem. Clusters and hubs are directed towards business development of young and small companies to help them grow, but as a one-stop shop and centre of the community they attract veteran companies, journalists, publisher, consultants and investors etc. The alliances that already exist (national associations for example) are divided in their mission (national only or European policy only) and often in their priorities (focus on supporting or attracting established and large companies, or focus on "indies" and small developers) which in some cases leads to competition amongst each other. This is not a helpful situation for a transnational effort to provide joint business development support. The deliverable will therefore provide the design for a model cluster, a model hub and a model association dedicated to BSR game business development activities (focus: assistance and competence building for young developers, teams and companies). These models will be piloted in WP2 to provide evidence-based blueprints to be implemented for sustainable performance of cross-border networking of community and industry strongholds beyond the project lifetime.	O2.1 O2.2. O 2.3 O 2.4	

D 1.4	Resilient learning environment scenarios	Different learning environments fit different purposes, different knowledge transfer methods fit different target groups. "Learning" is a complex interaction and so much more than a single person conveying knowledge to another person or a group. A transnational group combines a richness of invaluable additional knowledge, the transfer of which the expert can be the facilitator or stimulator. Peer2Peer environments for professional competence building have proven to be a very efficient type of knowledge acquisition. This deliverable will provide arguments for the different proposed resilient skill building schemes to be piloted, corroborated by stakeholders through their assessment of past experiences and new proposed schemes. The deliverable will provide the rationale and evidence to prove the soundness of the approach and conceptual strategy. Proposed schemes would be looking at enhancing intensive learning environments such as basecamps or compact workshops and embedding them in bespoke online measures, tailored resources for before and after the workshop, dedicated communication channels e.g., in discord, or at an exclusive event for CEO levels e.g, in a VR environment with HMD and Apps specifically provided for. The deliverable will outline the scenarios which will shape the pilot design and determine the details of its execution.	O2.1 O2.2. O 2.3 O 2.4	
D 1.5	Future Business Model Scenarios	In the deliverables D1.1-1.4 we describe components and features (solutions) that will establish continuous support for the young companies and talent pool enabling them to be resilient in times of contact and mobility restrictions or isolation, tested in a context (scenario) which is piloted to demonstrate and then assess the expected impact and value of the proposed solutions. This deliverable describes solutions to be embedded and validated in a "future business model" scenario in WP2, i.e. strengthening the companies to grow resilient and be prepared for a crisis situation, from their own business design. The solutions presented in this deliverable are support structures (a knowledge base, knowledge transfer, forum etc.) placed at the game companies' disposal to offer new ideas and options for foresight in their business planning and to understand how to add flexibility and grasp opportunities for business beyond the entertainment game development. As the knowledge harvested and to be made available through the here described scenarios is still an emergent knowledge and therefore widely scattered across the globe, this kind of knowledge can only be garnered through an international expert community and needs a transnational approach as its inherent feature to take effect. The described scenarios will drive the pilot design for the test bed "Game Business of Tomorrow" (GoA 2.5).	O2.4	
O 2.1	Toolbox for a resilient game investor engagement	General note on the outputs (valid also for O2.2, O2.3 and O2.4): With a view to transferring the solutions during WP3, all four outputs need to be understood as promotion packages that will convince organisations to take charge of exploiting the tools for their clients, networks, community, stakeholders from their ecosystems etc. To persuade someone to adopt a new method, approach or technical tool will need a lot more than just the tool itself: the rationale behind it with initial expectations (white paper approach), the decisions made in the pilot development, the guidance for deploying the solutions, the experiences (lessons learnt), the assessment by the test groups, the adaptions for improvement, the expected impact all need to be added as ancillary features to the actual tools and models. All outputs will present several components, as individual solutions and depending on the pilot results with recommendations about their combination for an optimal impact. The toolbox for resilient engagement with (prospective) game investors will comprise the identified optimal communication approach from GoA 1.1, supported by select communication tools from GoA 1.2, the assessment and impact of the ambassador model, the hot-listing tool, skills development process, and finally the documentation (where possible as video, too, or dummy version for test users) of the prognosis and data-gathering tool (which will be piloted in depth in GoA 2.4 and are counted there as "pilots").		
O 2.2	Toolbox for resilient peer2peer environments	The solutions piloted in these testbed environments are placing means and tools into the hands of those organisations whose main remit is to support and engage with the community and in particular the "weaker" tiers (young talents, start-ups, scale-ups, spin-offs, indies), to ensure a strong and vibrant game industry rich in creativity and successful in their entrepreneurships. For these pilots, the partners drew on the results from GoA 1.3 and 1.4. A best practice which is beginning to expand, has been the creation of regional strongholds for the communities as a beacon in the ecosystem. As a transversal instrument we will pilot the STRONGHOLDS and their IMPACT as an operative networking model as a means of ensuring resilience for the industry, providing a safe haven for the community, and a central communication point of the region with the outside world. At the same time, they provide the testbed environment for the SUPPORT SKILL TRAINING MODEL and the BUSINESS DEVELOPMENT SUPPORT MODEL and will take charge of the CAPACITY BUILDING MODEL to demonstrate the scope and power of their network activities. As explained for output 2.1, the toolbox needs to provide the complete panorama around the tools to be able to persuade of the soundness of the approach and the potency of the evidence provided by the pilots.		

O 2.3	Toolbox for resilient work and business relations	The solutions piloted in these testbed environments are combining tools that would best be handled by organisers of the community strongholds. For example if a hub offers co-working space which in contract restriction times might lead to disruption of the teamwork. We will therefore pilot hybrid modalities for teamwork and describe here how to best implement both routines (from GoA 1.1) and tools (from GoA 1.2). At the same time, the strongholds (all three formats) can facilitate business contacts and promote online tools for recruitment. With the pilot, we will demonstrate best practices and routines to create an operative and impactful context with the online tools for recruitment and business contact. The operators of the strongholds are also best placed to carry on the promotion of guidance in business and leadership development as outlined in this output (e.g. leadership training for women, mentoring interns or young professionals, finding and working with a mentor as a start-up). As explained for output 2.1, the toolbox needs to provide the evidence-based documentation of the contexts of tool usage, to be able to persuade of the soundness of the approach and its beneficial impact.		
O 2.4	Toolbox for a forward-looking game business	The solutions provided in this toolbox demonstrate good practices and promising tools to address innovative business modelling and interesting business opportunities that foster resilience, e.g. in case "entertainment" is not the primary concern (i.e. contrary to the hype it has been during the pandemic). These solutions present alternative approaches to the common risk management models in the game industry and promote foresight capacity in business development. With the SDG angle, we put in place platforms for facilitating and opening up business opportunities, in particular with the green transition, where the game industry not only would provide innovative ideas on greener production and consumption but also on addressing these topics across different economic and public sectors. The tools described here are building a bridge to (near) future business models supporting the game industry in providing foresight into cross-sectoral collaboration and accepting their responsibility towards society and the environment.		
D 3.1	Durability plan and transfer report to an operational network	General remark on the result description for WP3: The results of this GoA are described as deliverable (interim) rather than as output (final product) as the solution developed is the final product usable on its own or in combination with other solutions, therefore described as output of the pilot phase in WP2. The transfer of these solutions to the community, industry, or market can only be validated for its success after a certain period of time (2-3 years). Hence the result of the transfer phase can only be the successful initiation of the transfer, which is an interim result. Thus ALL deliverables in WP3 will contain the respective durability plan for the solutions transferred in each GoA, including the respective lean canvas business plan and a SWOT & TOWS analysis and a transfer report, i.e. how the transfer took place and in what form. For this GoA, the transfer will include the creation of statutes, by-laws or Memorandum of Understanding and the establishment of an association or federation, network organisation or alliance, together with its organisational and management structure for taking over the above-mentioned solutions and the respective lean canvas plan it is based on. This in itself is the durability plan for this transfer solution, as it will outline how the body can carry out the solutions as a joint activity on the long term. The transfer report will describe the type of community body established, the members and the agreed commitment.	O2.1 O2.2. O 2.3 O2.4	
D 3.2	Durability plan and transfer report to a break-even business case	Though all presented transfer solutions can have some forms of combination, this type of solution is most likely to be combined with one of the other solutions, be it a network, an individual organisation, or a private company or an individual entrepreneur with the interest of the game industry at heart and prepared to offer their own time and infrastructure for taking over the solution, only seeking cash-flow to cover extra expenses. For the above-mentioned piloted solutions that would fall into this form of transfer, the durability plan would need to detail the type of costs that the solution incurs, and recommendations on creating best value for money and on how to keep costs at a minimum for the best value. It would also outline recommendations based on the experience during WP2, of reaching out to the target groups, the type of target group, the platforms to communicate or advertise the solution, external support opportunities (e.g. help from industry associations, public authorities, universities, conference organisers or larger companies). The transfer report will state which organisation has committed to taking on a solution on the basis of the proposed business case and how they intend to implement it, including anticipated moderations to comply with regional framework conditions and specific requirements or trends.	O2.1 O2.2. O 2.3 O2.4	

| D 3.3 | Durability plan and transfer report to a financed business case | The difference between this transfer and the one accomplished in GoA 3.1 and GoA 3.2 is that in this case, the management and infrastructure needs to be financed, while in the two previous and in GoA 3.4, these costs are already covered or provided for on a voluntary basis. The requirement for extra funding is usually the case with larger solutions that would benefit the community but for which the community cannot raise the money on its own. While the other transfer options usually already have a budget and use this for a new solution which brings better or added value, the solutions transferred here are most likely concerned with either spin-offs of existing structure or fully newly introduced initiatives. E.g. a physical hub might be proposed by a group engaged in building up a game community and interested in managing a support programme or by an existing community body who would facilitate such an initiative, act as lobbyist to the authorities and provide the means for reaching out and communication to the target groups. But in both cases a location, equipment, services costs and management remuneration would need to be financed. Other instances could be regions that have no local or regional community organisation, but interested individuals or game companies that are willing to drive and facilitate solutions as those mentioned above (e.g. regular peer2peer events) and would also cover the management and location costs for them. With all the solutions, public financing will most likely be a short or medium-term knock-on financing until the organisational entity can "stand on its own feet", while private financing is likely to continue as long as the added value is given (image, recruitment facilitation, etc). The transfer report will outline the conditions under which financing commitment and by whom, have been achieved. It will also describe the way the solutions are planned to be implemented in the future and if adaptations to the solutions are planned. | O2.1 O2.2. O 2.4 | |
| D 3.4 | Durability plan and transfer report for integration into existing infrastructures | The durability plan would argue the added value for integrating a solution, as demonstrated and evidenced in the pilots, using the lean canvas tool and SWOT and TOWS analysis. Based on the findings in GoA 1.1, we can recommend in the durability plan the optimal way of integration the suitable solutions for each infrastructure: which solution would be best value for their specific remit and target groups, how should the solution best be deployed (reach-out strategy, conceptual approach, parameters such as duration, size of group etc.). Also questions of who to onboard, e.g. existing support structures (from the community, or public bodies). The durability plan will also recommend success indicators (this applies for all durability plans in this WP) and networking and transnational collaboration opportunities (e.g. through hybrid formats). The transfer report will outline who committed to integrating a solution into their infrastructure and in which mode they plan to do so. Modifications to the piloted version will be described as well. | O2.2. O2.3 O 2.4 | |

Work package 1

5.1 Preparing solutions

5.2 Aim of the work package

The aim of this work package is to prepare solutions to help address the identified challenge. You can either develop entirely new solutions or adapt existing solutions to the needs of your target groups. Prepare your solutions in a way that you can pilot them in Work Package 2. Consider how you involve your target groups in preparation of the solutions.
Organise your activities in up to five groups of activities to present the actions you plan to implement. Describe the deliverables and outputs as well as present the timeline.

5.3 Work package leader

Work package leader 1	PP 1 - BGZ Berlin International Cooperation Agency GmbH
Work package leader 2	PP 9 - Public Institution Lithuanian Centre

5.4 Work package budget

Work package budget	25%

5.5 Target groups

	Target group	How do you plan to reach out to and engage the target group?
1	Business support organisation Incubators, accelerators, hubs for economic sector: CCI or Game industry (DE, DK, SE, FI, EE) 93 / 500 characters	There is only a limited number of incubators both in BSR and Europe. Some of them are partners, most of them have taken part in discussions initiated by BSGI, thus establishing the BSR region as hotspot of the European game industry and as a driving and pioneering force within business development support for the young talents in the game industry. We will invite those organisations that are not yet part of the project to join us in dedicated preparation workshops to receive feedback of the value and benefit of our proposed approach for the pilots. 554 / 1,000 characters
2	Interest group Industry networks, industry association for economic sector: Game industry (DE, DK, SE, FI, LT, EE, LV, PL) 107 / 500 characters	In WP1, we will invite those groups to join us in dedicated preparation workshops to receive feedback of the value and benefit of our proposed approach for the pilots as these groups have a deep industry knowledge and perfect contacts. On the other hand they are usually quite interested to provide their network with interesting new tools, approaches, etc. 358 / 1,000 characters
3	Small and medium enterprise start-ups, scale-ups, splinters, larger companies as employers of young talents or as investors or mentors or business partners for smaller companies (DE, DK, SE, FI, LT, EE, PL) 178 / 500 characters	In WP1, the start-ups will provide data as test users for tools to be developed in WP1 (communication tools, prognosis tools, user data aggregations tools, recruitment tools). 175 / 1,000 characters
4	Regional public authority Location promotion agencies of regional authorities (like Invest Sweden or innovations centres like LIC or Ministry of Economics) targeting investment, settlement of key players and supporting start-ups and local SME. 217 / 500 characters	At this stage it will be in preparation of the transfer that we will involve the target groups on a basis of keeping them informed about the progress, plans and results of WP1. 176 / 1,000 characters

5.6 Activities, deliverables, outputs and timeline

No.	Name
1.1	**Resilient Communication Structures**
1.2	**Tools enhancing resilience**
1.3	**Beacons and strongholds of the game industry ecosystem**
1.4	**Efficient competence building during a crisis**
1.5	**Future Thinking**

WP 1 Group of activities 1.1

5.6.1 Group of activities leader

Group of activities leader   PP 12 - Sankt Kors Fastighets AB

A 1.1

5.6.2 Title of the group of activities

Resilient Communication Structures

34 / 100 characters

5.6.3 Description of the group of activities

Communication has proven to be one of the most vulnerable activities during the Covid pandemic and as such has forecast resilience issues for all types of crises (be it environmental, health, economic or political) that obstruct or limit in-person communications. To be better equipped, we need to adapt our communication strategies and practices to situations such as: no physical contact (purely online), time-limited contact (e.g. curfew, blackout), geographically limited contact (e.g., only local), group limitations (no mass events), periodically limited contact (e.g., only in summer).
We have experienced how difficult online and even more so, hybrid communication can be, how psychologically challenging physical contact restraints are and the reactions these entail, the shock at our inaptitude in dealing in a digital environment. When it comes to communication needs, there is certainly some common ground across all types of human interaction, however, there are very diverse situations, with underlying motivations and expectations that require a special approach. Creative industries are particularly vulnerable in this respect. The game industry is perfectly set to provide innovative solutions for CCI.
To determine a course of action that would foster resilient communication, the different inherent fabric of each salient communication within a given ecosystem needs to be understood, their building blocks and driving motor need to be dissected, their (unconscious) routines need to be exposed.
This GoA will act as horizontal principle steering all piloted and transferred solutions in WP2 and WP3, focused on maintaining a sound and meaningful communication between stakeholders involved in nurturing the talent pool. We will investigate the needs and requirements of different "fragile" types of communication, the challenges in normal times and how a crisis is exponentially increasing these challenges. By "fragile" types of communication, we mean those relying on trust building, reassurance, creative exchange, ideation and informal learning, but also dissemination i.e., attracting people to commit their time e.g., to join an event.
Our investigation will include analysing existing studies on the pandemic-induced challenges and behaviours, researching existing tools and practices that have proven beneficial and exploring the gaps in the current solutions, in particular through interviews and surveys with all stakeholder groups salient for these communications: game business developers (coaches, trainers), mentors, investors, publishers, industry and community representatives, game developers, game entrepreneurs across the whole BSR. Based this in-depth analysis, which is unique in its objective and ambition, we will develop scenarios for the different communication types to foster new routines, behaviours and communications practices and driven or assisted by the solutions prepared in the other GoA of WP1 and form an integral part of all outputs.

2,993 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable   ☑

D 1.1

Title of the deliverable

Resilient communication scenarios for a creative industry

57 / 100 characters

Description of the deliverable

The pandemic-induced limitations on in-person communication impacted in particular the transnational value of B2B conferences and fairs, capital raising activities (e.g. pitching) with (often foreign) publishers and investors, market visibility (e.g. award ceremonies, B2C events) for the highly important international client segment. This is why we focus in this deliverable on how to optimise online and hybrid communication to minimise the impact of crisis impositions on travel and physical encounters. Though the negative impact of the Covid crisis on communication is generally endorsed, the underlying factors that encumbered communication are not commonly and fully understood. But without understanding, no feasible and sustainable solution can be developed. And as communication always is inherently based on motivation and expected outcome, a very concise look needs to be taken at these two driving forces. They ultimately shape different communication environments e.g., amongst peers, with a dependent person, with an authority, with a client or investor etc. In a crisis, these different communication types need to be reorganised and supported by different types of tools, environments, strategies and routines. The deliverable will provide insights into challenges that a crisis restricting travel and physical encounters entails. Different industries will have different communication practices and thus different challenges. Looking to the game industry will provide solutions for other creative industries where motivations behind the communication are similar. The deliverable offers recommendations for new approaches to foster resilient communication structures and methods. As a horizontal principle, these recommendations will drive the scenarios that shape the pilot activities in WP2 to assess and evaluate their value for feasibility and long-term implementation (transfer perspective of WP3 and the outputs).

1,938 / 2,000 characters

Which output does this deliverable contribute to?

O2.1 O2.2. O 2.3 O 2.4

22 / 100 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.1: Preparing solutions							
A.1.1: Resilient Communication Structures		■	■				
D.1.1: Resilient communication scenarios for a creative industry			■				

5.6.7 This deliverable/output contains productive or infrastructure investment

WP 1 Group of activities 1.2

5.6.1 Group of activities leader

Group of activities leader | PP 10 - Vitruvio Foundation

A 1.2

5.6.2 Title of the group of activities

Tools enhancing resilience

26 / 100 characters

5.6.3 Description of the group of activities

Business and professional communications usually have ulterior motives and expectations regarding the outcome (e.g. convincing someone to purchase goods). While GoA 1.1 investigates this question to understand the underlying dynamics and patterns of different communication types (for types: see GoA 1.1), this GoA inspects both the benefits and incongruencies of existing tools that could be useful or have proved expedient during mobility and contact restrictions. Though we might not yet fully understand why despite those tools, communication never reached the quality level of the physical encounter, we in general do know the immediate challenges and benefits from using online tools instead of meeting in person. And while some tools such as Zoom, Meets, Teams etc. are well-known, others such as Altspace, Wonder.me, Mozilla Hub are less commonly used. Also collaborative tools such as Miro or Trello are still slow in being widely accepted for creative and spontaneous interaction. In the past 12 months, a lot of new tools have been designed, however, mainly to replace physical large events (fairs and conferences), which only cover part of the encumbered communication situations and outcomes. Thus, in parallel to the GoA 1.1 investigation which will help pinpoint the gaps in online communication tools and strategies, we will map out the "communication tools landscape" starting with meetings tools but then using the input from GoA 1.1 to move on to tools that could leverage other types of expected outcomes which motivate in-person communication (e.g., product visibility at a fair, matchmaking for different purposes, recruitment, user feedback). We will also look into solutions that are in the pipeline and which become known to us either through our network, through open calls or through looking through existing ongoing or recent projects focusing on that kind of solution. Those that seem particularly beneficial for fostering resilient communication within the creative business will be pursued and adapted or further developed, e.g. for matchmaking, data analysis, recruitment.
For this, we will need to get input from SMEs and business developers, mentors and teachers, all those who need to communicate and work closely and regularly with young talents and companies. This will happen with interviews and surveys, but also desk research for the tools being used by known event organisers and within the business support network. As online tools are more frequently used to provide an alternative to travel, this by its very nature is looking at the transnational level. The communication scenarios will be underpinned by complementing new routines and strategies with suitable tools and their combination to arrive at digital communication scenarios that foster resilience of emerging and creative industries, using the game industry as an example. The scenarios will be piloted in WP2.

2,916 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable ☑

D 1.2

Title of the deliverable

Assessment of tools suitable for resilience scenarios

53 / 100 characters

Description of the deliverable

While we prided ourselves in our digital aptitude, the pandemic uncovered massive deficiencies in our digital preparedness, competences, practices and a shocking lack of digital proficiency. Although on a superficial level, we managed to keep things functioning (home office, Covid apps, online registrations, online events etc.), everything was done in weak substitute mode "until things would get better". Slowly, users and technology developers came to understand that we need to improve our tools, as much as trainers, psychologists etc. start promoting adaptation of online behaviour and etiquette. Not only do we need better tools, we also need to be able to use them efficiently, to provide a valuable alternative to physical meetings or a useful complement to restricted physical meetings (e.g. hybrid formats). The deliverable will reflect the assessment of existing tools, their usage and the missed opportunities of their full potential, it will describe new trends and the results from investigating and adapting current tools, further developing solutions still in the pipeline and pursuing new ideas for tools. We believe that the game industry is particularly predestined to come up with solutions that combine new approaches both in terms of innovative functionalities and playful usage which will impact online behaviour and communication. This assessment will lead to a selection of tools to be integrated as supporting elements across all pilots demonstrating hands-on "resilient communication scenarios" in WP 2, in sync with the results from GoA 1.1.

1,571 / 2,000 characters

Which output does this deliverable contribute to?

O2.1 O2.2. O 2.3 O 2.4

22 / 100 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.1: Preparing solutions							
A.1.2: Tools enhancing resilience		■	■				
D.1.2: Assessment of tools suitable for resilience scenarios			■				

5.6.7 This deliverable/output contains productive or infrastructure investment ☐

WP 1 Group of activities 1.3

5.6.1 Group of activities leader

Group of activities leader | PP 6 - Science City Skelleftea AB

A 1.3

5.6.2 Title of the group of activities

Beacons and strongholds of the game industry ecosystem

54 / 100 characters

5.6.3 Description of the group of activities

Forming and maintaining the perception of a common identity is a particularly difficult endeavour for a region like the Baltic Sea for mainly two reasons:
•to connect the regions bordering the southern coast with those bordering the northern coast requires either long car or ferry journeys or flight travels, which is why it is easier to think in terms of "the Nordics" and "the Baltics" than in terms of "The Baltic Sea Regions", as the former can rely on car and train or coach travels.
•The individual BSR states or regions (as in the case of DE the perception of being a Baltic Sea state does not apply for the whole state) are characterised by vast and sparsely populated regions far away from the central and densely populated metropolitan areas.
In times of a crisis limiting or obstructing traveling and meeting in person, these two aspects are vulnerabilities for maintaining a strong identity for the regional cohesion and a powerful industry within the BSR in.
In this GoA, we will investigate different solutions to uphold central communication channels within regional communities, allowing to keep the local and regional ecosystem functioning even in a crisis. At the same time we will invigorate the transnational tier of the ecosystem by establishing organisational structures that act as beacons for the whole BSR industry and its relations with the international market.
We will investigate existing good practices to complement or improve current or nascent structures in the BSR game industry ecosystem. Basically, this concerns three models:
•Clusters for large but sparsely populated regions (e.g., basically all northern regions of the individual BSR states)
•Hubs for metropolitan areas or densely populated area (large cities or often southern parts of the regions bordering the Baltic Sea)
•Transnational alliance, league or coalition comprising the key organisations in the ecosystem with a dedicated remit to supporting the industry's talent growth
We will analyse and determine from existing best practices what are the optimal framework conditions and components needed for these three types of "beacons" to entertain a network and foster a transregional identity and transnational industry. To prepare for piloting these three models, we will involve those type of stakeholders typical in charge of such network communication (e.g., community representatives, network organisations, incubators, accelerators, universities, public authorities and their agents such as investment or trading agencies, or location marketing, cluster policy departments etc). We will also set procedures in motion such as drafting association statutes and responsibility structures, possible programmes, cluster activities and structures, investigate different methodologies to be used, design programmes for hubs, and in addition to the remote tools investigated in GoA1.2 provide ideas for hybrid and regional physical activities and environments to be piloted in WP2.

2,985 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable ☑

D 1.3

Title of the deliverable

Scenarios for holistic business support structures

50 / 100 characters

Description of the deliverable

Cluster formation, one-stop-shop hubs and transnational alliances have been emerging ideas that are yet to be further pursued and experimented with to benefit the game industry ecosystem long-term, in particular the lower tiers (young talents, start-ups, splinters and scale-ups). Though the project is mainly concerned with providing solutions for a resilient talent pool, these models present solutions for a resilient game industry as a whole i.e., including the established and strong tiers of the ecosystem. Clusters and hubs are directed towards business development of young and small companies to help them grow, but as a one-stop shop and centre of the community they attract veteran companies, journalists, publisher, consultants and investors etc. The alliances that already exist (national associations for example) are divided in their mission (national only or European policy only) and often in their priorities (focus on supporting or attracting established and large companies, or focus on "indies" and small developers) which in some cases leads to competition amongst each other. This is not a helpful situation for a transnational effort to provide joint business development support. The deliverable will therefore provide the design for a model cluster, a model hub and a model association dedicated to BSR game business development activities (focus: assistance and competence building for young developers, teams and companies). These models will be piloted in WP2 to provide evidence-based blueprints to be implemented for sustainable performance of cross-border networking of community and industry strongholds beyond the project lifetime.

1,665 / 2,000 characters

Which output does this deliverable contribute to?

O2.1 O2.2. O 2.3 O 2.4

22 / 100 characters

5.6.6 Timeline

	Period: 1	2	3	4	5	6
WP.1: Preparing solutions						
A.1.3: Beacons and strongholds of the game industry ecosystem	▮	▮				
D.1.3: Scenarios for holistic business support structures		▮				

5.6.7 This deliverable/output contains productive or infrastructure investment

Project Acronym: BSG-Go
Submission Date : 25/04/2022 18:00:55
Project Number:
Project Version Number: 1

5.6.7 This deliverable/output contains productive or infrastructure investment

47/76

WP 1 Group of activities 1.4

5.6.1 Group of activities leader

Group of activities leader	PP 5 - Metropolia University of Applied Sciences

A 1.4

5.6.2 Title of the group of activities

Efficient competence building during a crisis

45 / 100 characters

5.6.3 Description of the group of activities

There are two areas where skill building is essential:
1. honing the entrepreneurial skills of young companies and professional skills of young developers.
2. competence building of those groups that are salient for helping a young company grow and professionalise young developers: business developers, senior management, mentors, investors.
Considering that there exist a lot of skill development schemes for the first group and hardly any for the second, we have the opportunity in this GoA to optimise the first types of schemes to be resilient in times of crises, and to introduce new resilient measures for the second group to ensure competent start-ups support in times of crisis and beyond. We will assess common entrepreneurial skill development measures in incubators and how their impact can be redesigned into resilient schemes e.g. by working in smaller groups, distributed geographically, connected through hybrid tools, intensive local workshops embedded in online environments. A "skills" matrix will provide a map of which skills are commonly provided for in e.g. incubation, and where – regardless of a crisis – gaps should be closed, because often these gaps are filled in community events which might not happen during a crisis. Thus, to be resilient, these gaps should be recognised and closed by the professional support and not fall short in times of crises.
The second group is more difficult to cater for. They usually work alone and as competence building often implies "group attendance" (workshop or seminar) and admitting to a knowledge gap, they usually are reluctant to join such events. However, the pandemic has shown them that they can no longer rely on their common "foraging grounds" (e.g., conferences, Award ceremonies). For them it has always been vital to meet the game developers and entrepreneurs in person, as a lot of their decision-making relies on their judgment from the personal interaction with them to assess mindset, business culture, trustworthiness, ambition etc.
A key lesson learnt from the pandemic is the value of time spent together in person and the importance of concise and effective methods for online communication. Many people suffered from the overwhelming amount of time suddenly spent in online meetings – more than they ever used to spend in in-person meetings. To be resilient, we need to be very careful and smart in how we spend our time. Our schemes will be carefully tailored to respond to these lessons. Input from stakeholders representing both areas – the new talents, and the veterans needed to facilitate their growth – will be queried for their experience with different common schemes and their assessment of our adapted or new resilient schemes. This GoA will describe schemes for resilient competence building measures that will make use of the results in GoA 1.1 and 1.2 to creative compelling scenarios demonstrating their usefulness for the industry (WP2) with the aim of transferring them in WP3.

2,985 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable ☑

D 1.4

Title of the deliverable

Resilient learning environment scenarios

40 / 100 characters

Description of the deliverable

Different learning environments fit different purposes, different knowledge transfer methods fit different target groups. "Learning" is a complex interaction and so much more than a single person conveying knowledge to another person or a group. A transnational group combines a richness of invaluable additional knowledge, the transfer of which the expert can be the facilitator or stimulator. Peer2Peer environments for professional competence building have proven to be a very efficient type of knowledge acquisition. This deliverable will provide arguments for the different proposed resilient skill building schemes to be piloted, corroborated by stakeholders through their assessment of past experiences and new proposed schemes. The deliverable will provide the rationale and evidence to prove the soundness of the approach and conceptual strategy. Proposed schemes would be looking at enhancing intensive learning environments such as basecamps or compact workshops and embedding them in bespoke online measures, tailored resources for before and after the workshop, dedicated communication channels e.g., in discord, or at an exclusive event for CEO levels e.g, in a VR environment with HMD and Apps specifically provided for. The deliverable will outline the scenarios which will shape the pilot design and determine the details of its execution.

1,357 / 2,000 characters

Which output does this deliverable contribute to?

O2.1 O2.2. O 2.3 O 2.4

22 / 100 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.1: Preparing solutions							
A.1.4: Efficient competence building during a crisis		▓	▓				
D.1.4: Resilient learning environment scenarios			▓				

5.6.7 This deliverable/output contains productive or infrastructure investment ☐

WP 1 Group of activities 1.5

5.6.1 Group of activities leader

Group of activities leader	PP 2 - HTW Berlin University of Applied Sciences

A 1.5

5.6.2 Title of the group of activities

Future Thinking

15 / 100 characters

5.6.3 Description of the group of activities

Though all GoAs in this proposal are oriented towards a future scenario of a strengthened industry, this GoA intends to prepare for an evidence-based investigation (i.e. a pilot) into the potential of (currently still) peripheral areas that would provide further resilience through new business opportunities for which the game development competence provides a unique gateway. The intrinsic innovative nature of the game industry originates from their inherent driving force to improve their games: quicker, more virtual, 3D, multiplayer, real-time action etc. if the technology didn't exist, they invented it. Compared to other innovative industries that commonly solve external problems, the game industry is strongly motivated from "within" to find ever better solutions to their storytelling and interaction. This feature makes them also highly interesting for other sectors, which is why cross-sectoral collaboration is an important factor in the resilience building, but it also leads new technologies seeking out game developer competences, e.g. in VR, XR, game engines and lately in grasping and developing the concept of "metaverse". Another aspect of future orientation, but in part linked to looking at peripheral or uncommon avenues for new business, is the Capacity building in risk management and foresight. Yet another aspect, but again linked to the above, is opening up the mindset of game developers to issues that concern society. In times of crisis, entertaining and providing fun is definitely a precious value to endure isolation or fears, however, as seen with the war in Ukraine, noone remains untouched by the urgency of concerns such as the environment and peacekeeping. The industry has a good potential to contribute to such concerns as sustainability, inclusion, democracy and therefore needs to find innovative ways to interweave their entertainment goal with societal concerns. This GoA will prepare solutions on how to prepare the industry for a sustainable connection of the game industry with society and other sectors. These solutions will be piloted in WP2. The preparation will consist of involving a range of stakeholders (young and veteran game producers interested in supporting SDG or in metaverse, also those who can provide good examples for this) and creating awareness, inciting interest and encouraging game companies to open up their business vision and model towards a cross-sectoral collaboration and flexibility of their business performance. In practical terms this will imply interviews, discussion rounds, best practice demonstrations and workshops. We will also reach out to groups and projects with an interest of creating an exchange platform for topics such as the metaverse or SDG and related cross-sectoral CCI collaborations. Optimal reach-out strategies for the pilot participants are to be identified. Also piloting an online forum for meeting with other people interested this cross-cutting approach will be prepared.

2,981 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable ☑

D 1.5

Title of the deliverable

Future Business Model Scenarios

31 / 100 characters

Description of the deliverable

In the deliverables D1.1-1.4 we describe components and features (solutions) that will establish continuous support for the young companies and talent pool enabling them to be resilient in times of contact and mobility restrictions or isolation, tested in a context (scenario) which is piloted to demonstrate and then assess the expected impact and value of the proposed solutions. This deliverable describes solutions to be embedded and validated in a "future business model" scenario in WP2, i.e. strengthening the companies to grow resilient and be prepared for a crisis situation, from their own business design. The solutions presented in this deliverable are support structures (a knowledge base, knowledge transfer, forum etc.) placed at the game companies' disposal to offer new ideas and options for foresight in their business planning and to understand how to add flexibility and grasp opportunities for business beyond the entertainment game development. As the knowledge harvested and to be made available through the here described scenarios is still an emergent knowledge and therefore widely scattered across the globe, this kind of knowledge can only be garnered through an international expert community and needs a transnational approach as its inherent feature to take effect. The described scenarios will drive the pilot design for the test bed "Game Business of Tomorrow" (GoA 2.5).

1,404 / 2,000 characters

Which output does this deliverable contribute to?

O2.4

4 / 100 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.1: Preparing solutions							
A.1.5: Future Thinking							
D.1.5: Future Business Model Scenarios							

5.6.7 This deliverable/output contains productive or infrastructure investment ☐

Work package 2

5.1 Piloting and evaluating solutions

5.2 Aim of the work package

The aim of this work package is to pilot, evaluate and adjust solutions. Plan one or several pilots to validate the usefulness of the solutions prepared in Work Package 1. Start Work Package 2 early enough to have time to pilot, evaluate and adjust solutions, together with your target groups. By the end of this work package implementation the solutions should be ready to be transferred to your target groups in Work Package 3.
The piloted and adjusted solution should be presented in one project output.
Organise your activities in up to five groups of activities. Describe the deliverables and outputs as well as present the timeline.

5.3 Work package leader

Work package leader 1	PP 4 - Dania Academy
Work package leader 2	PP 11 - Game Habitat

5.4 Work package budget

Work package budget	40%

5.4.1 Number of pilots

Number of pilots	19

5.5 Target groups

	Target group	How do you plan to reach out to and engage the target group?
1	Business support organisation Incubators, accelerators, hubs for economic sector: CCI or Game industry (DE, DK, SE, FI, EE) 93 / 500 characters	This target group will be invited to the pilots as evaluators. Having involved them in WP1, they will have already contributed to the preparation phase and be aware of the conceptual approach. Their engagement in WP2 will be to use their networks to reach out to the beneficiaries (i.e. the ultimate target group whom these organisations work with or for). They will then help assess the outcome and adapt the concept depending on the outcome of the pilot. 458 / 1,000 characters
2	Interest group Industry networks, industry association for economic sector: Game industry (DE, DK, SE, FI, LT, EE, LV, PL) 107 / 500 characters	The interest groups are our best conduit to start-ups and other stakeholders within the industry ecosystem but outside our direct reach through our (the partners) own networks (e.g. startups or indies outside of incubators). They are interested in gaining knowledge about how to support their communities and therefore, it is in their interest to communicate our activities and invite their communities to join the test runs. 425 / 1,000 characters
3	Small and medium enterprise start-ups, scale-ups, splinters, larger companies as employers of young talents or as investors or mentors or business partners for smaller companies (DE, DK, SE, FI, LT, EE, PL) 178 / 500 characters	These are the target groups that we involve through our partner networks or through the networks of the above target groups 1 and 2. The start-ups and scale-ups will be involved in particular as test persons and expert evaluators in GoA 2.2.-2.4 while investors will be involved in GoA 2.1 and mentors more in GoA2.2-2.3. 321 / 1,000 characters
4	Regional public authority Location promotion agencies of regional authorities (like Invest Sweden or innovations centres like LIC or Ministry of Economics) targeting investment, settlement of key players and supporting start-ups and local SME. 217 / 500 characters	As with WP1, we will in particular keep these groups informed to create awareness and understanding of the focus needed for building up resilience on the long-term, as a preparation of their support to be given beyond the project. Learning about the outcome of the pilots and the feedback of the participating experts, will guide them in their decision-making and policy-making in support of creative industries and the ICT sector (e.g. in their smart specialisation strategies). 479 / 1,000 characters

5.6 Activities, deliverables, outputs and timeline

No.	Name
2.1	**Testbed: Resilient investor engagement**
2.2	**Testbed: Peer-2-Peer Environment Scenarios**
2.3	**Testbed: Work and Business environment**
2.4	**Testbed: Game Business of tomorrow**

WP 2 Group of activities 2.1

5.6.1 Group of activities leader

Group of activities leader | PP 3 - medianet berlinbrandenburg e. V.

A 2.1

5.6.2 Title of the group of activities

Testbed: Resilient investor engagement

39 / 100 characters

5.6.3 Description of the group of activities

The testbed creates a comprehensive environment in which stand-alone solutions (tools) or a compilation of components (models) will be piloted. Some solutions that might be used in different contexts (= testbed) will be counted only once as a piloted solution.
The need for this testbed derives from the experience that young companies have been relying strongly on physical conferences for attracting investors, be it through pitching events or through the intervention of accelerators, mentors etc., or plainly by booking a booth at a fair. Attracting an investor has never been easy for young talents, but with the pandemic jeopardising their usual approach, it is time to remedy this vulnerability by a more resilient approach. But the lack of physical conferences has also proved to be a challenge for investors, too, who need to meet with teams to gauge their mindset, their vision, their team dynamic, as also for an investor it is more than just the product they invest into, and they need to rely on their instincts for which they need to meet in person. What would help, would be trusted intermediaries (ambassadors, curators) to be able to focus on a pre-selection of interesting young talents. Today, data-driven technologies have become a useful tool for decision-making to pre-assess success. Why not test this for the games industry to underpin curators' choices?
This testbed will pilot several solutions that work on their own or in tandem for a more holistic approach.
*OPTIMISING REACH-OUT to investors and publishers by intermediaries (mentors, accelerators, incubators) through the "AMBASSADOR MODEL"– involved partners: PP7 (SE), PP4 (DK), PP10 (PL), PP6 (SE), PP8 (EE), PP3 (DE), PP9 (LT), LP1 (DE).
*CURATING START-UP or scale-up game projects for investors and publishers through the "HOT-LISTING MODEL". Involved partners: PP4 (DK), PP5 (FI), PP8 (EE), PP11 (SE), PP6 (SE), PP12 (SE), PP2 (DE), PP10 (PL).
*BOOSTING THE ASSESSMENT of the success prospects of a game (USER DATA ANALYTICS TOOL) or game company (PROGNOSIS TOOL) for investors and publishers. Involved partners: PP4 (DK), PP13 (DK), PP9 (LT), PP3 (DE), PP5 (FI), PP8 (EE), PP11 (SE), PP6 (SE), PP12 (SE).

The WORKFLOW for ALL pilots is deployed in following manner:
Setting up the operational test environment for piloting the components
Compiling the test participants and inviting them
In parallel: Preparing the evaluation methodology for the test users
Executing the pilots
Evaluation by test users
Project partners assess the external evaluation and identify necessary adaptation requirements.
Adaptations are executed
Compilation of documented pilot and tested tools as the output.
Determining the methodology for deployment (transfer) in WP3.

2,746 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable

O 2.1

Title of the output

Toolbox for a resilient game investor engagement

48 / 100 characters

Description of the output

General note on the outputs (valid also for O2.2, O2.3 and O2.4): With a view to transferring the solutions during WP3, all four outputs need to be understood as promotion packages that will convince organisations to take charge of exploiting the tools for their clients, networks, community, stakeholders from their ecosystems etc. To persuade someone to adopt a new method, approach or technical tool will need a lot more than just the tool itself: the rationale behind it with initial expectations (white paper approach), the decisions made in the pilot development, the guidance for deploying the solutions, the experiences (lessons learnt), the assessment by the test groups, the adaptions for improvement, the expected impact all need to be added as ancillary features to the actual tools and models. All outputs will present several components, as individual solutions and depending on the pilot results with recommendations about their combination for an optimal impact.

The toolbox for resilient engagement with (prospective) game investors will comprise the identified optimal communication approach from GoA 1.1, supported by select communication tools from GoA 1.2, the assessment and impact of the ambassador model, the hot-listing tool, skills development process, and finally the documentation (where possible as video, too, or dummy version for test users) of the prognosis and data-gathering tool (which will be piloted in depth in GoA 2.4 and are counted there as "pilots").

1,494 / 3,000 characters

Target groups and uptake of the solution presented in this output

Target groups	How will this target group apply the output in its daily work?	
Target group 1 Business support organisation Incubators, accelerators, hubs for economic sector: CCI or Game industry (DE, DK, SE, FI, EE)	They will be part of the network organisation created and use it to join forces for dedicated solutions piloted here. The solutions will be part of their programme. 164 / 1,000 characters	
Target group 2 Small and medium enterprise start-ups, scale-ups, splinters, larger companies as employers of young talents or as investors or mentors or business partners for smaller companies (DE, DK, SE, FI, LT, EE, PL)	We mean here a part of this target group: i.e. investors, publishers and because we are looking at seed investment, this will involve more veteran companies and their senior staff, helping them to find interesting young talents to collaborate with or to finance. As the solutions presented here will facilitate their own mission, they will use the new competences gained and the tools offered (the curated hotlists of young talents) to guide them in their work. 461 / 1,000 characters	

Durability of the output

The target groups here are being supported in their institutional remit, hence through the network they can enhance the performance of their work and impact of their mission. The success and benefit will be the basis on which they will dedicate their resources on these solutions out of their institutional capacity. For the second target group, it is their interest in investing their time and money in promising young talents with as little risk as possible, which these solutions here offer them. So it is to be expected that they will form a large part of the tools they use to find young talents to invest into or to publish.

630 / 1,000 characters

5.6.6 Timeline

Period:	1	2	3	4	5	6
WP.2: Piloting and evaluating solutions						
A.2.1: Testbed: Resilient investor engagement						
O.2.1: Toolbox for a resilient game investor engagement						

5.6.7 This deliverable/output contains productive or infrastructure investment

WP 2 Group of activities 2.2

5.6.1 Group of activities leader

Group of activities leader | PP 8 - Tartu Science Park Foundation

A 2.2

5.6.2 Title of the group of activities

Testbed: Peer-2-Peer Environment Scenarios

42 / 100 characters

5.6.3 Description of the group of activities

The need for this testbed derives from the fact that the game industry with its sharing mindset has suffered from the lack of physical peer2peer exchange and learning opportunities. In preparation of this project proposal, we conducted a small survey with young game developers about what they missed during and how they dealt with the pandemic. Wherever "community events" were always on the top of the list. This creative community strives on contacts and exchange during community events, peer2peer working and competence building environments. This applies also to new competences such as game mentoring or game investment where veterans lack specific experience, something that they might be reluctant to openly admit.
Physical encounters are key in this. Therefore, this testbed deploys scenarios that are embedding physical events into a larger online environment and communication context.
We are testing three types of obstacles:
a) limited travel, i.e. a regional scope,
b) limited period for meeting physically (e.g. restrictions lifted during summer or winter)
c) limited number of participants.
Naturally, combinations of these occur, too. The solutions to be piloted here are based on the knowledge gained from tapping into different event types for their salient and distinctive features (GoA 1.3):
*SUPPORT TRAINING FOR VETERAN ENTREPRENEURS: a combination of two or more physical regional peer2peer events based on the developed SUPPORT SKILL TRAINING MODEL with hybrid modality to connect these events live (=> a) + c) situation), embedded in online peer support structures before and after the events. Involved: PP4 (DK), PP5 (FI), PP8 (EE), PP11 (SE), PP6 (SE), PP10 (PL), PP3 (DE).
*INCREASING PRIVATE INVESTMENT into game companies through a CAPACITY BUILDING MODEL for seed investors and business angels. Involved: PP7 (SE), PP3 (DE), PP10 (PL), PP9 (LT), PP6 (SE), PP11 (SE), PP4 (DK), LP1 (DE).
*BUSINESS DEVELOPMENT SUPPORT MODEL: taking up two best practice examples from the BSGI and Baltic Explorer projects, we combine two peer2peer learning environments (group 1: business developers and group 2: start-ups or scale-ups) with a coached skill acquisition element. Embedded in an online environment (preparation and follow-up, continuous communication), we will test two versions of the model:
- Secluded environment over a longer period (1+ week): intensive, focused work situation, embedded in social time together for trust building – responding to the => b) + c) situation – involved: PP10 (PL), PP8 (EE), PP9 (LT), PP2 (DE), PP5 (FI), PP4 (DK), PP3 (DE), LP1 (DE).
- Urban environment (2 + 2 days): a specific business orientation (cross-sectoral or co-production) as a topic for a coached jam session (2 days) and a coached follow-up for selected teams and using the hybrid modality to connect these events live. Involved: PP4 (DK), PP11 (SE), PP6 (SE), PP8 (EE), PP9 (LT), PP10 (PL), PP3 (DE).
The workflow for the pilot is as in GoA 2.1.

2,982 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable

O 2.2

Title of the output

Toolbox for resilient peer2peer environments

45 / 100 characters

Description of the output

The solutions piloted in these testbed environments are placing means and tools into the hands of those organisations whose main remit is to support and engage with the community and in particular the "weaker" tiers (young talents, start-ups, scale-ups, spin-offs, indies), to ensure a strong and vibrant game industry rich in creativity and successful in their entrepreneurships. For these pilots, the partners drew on the results from GoA 1.3 and 1.4. A best practice which is beginning to expand, has been the creation of regional strongholds for the communities as a beacon in the ecosystem. As a transversal instrument we will pilot the STRONGHOLDS and their IMPACT as an operative networking model as a means of ensuring resilience for the industry, providing a safe haven for the community, and a central communication point of the region with the outside world. At the same time, they provide the testbed environment for the SUPPORT SKILL TRAINING MODEL and the BUSINESS DEVELOPMENT SUPPORT MODEL and will take charge of the CAPACITY BUILDING MODEL to demonstrate the scope and power of their network activities.
As explained for output 2.1, the toolbox needs to provide the complete panorama around the tools to be able to persuade of the soundness of the approach and the potency of the evidence provided by the pilots.

1,329 / 3,000 characters

Target groups and uptake of the solution presented in this output

Target groups	How will this target group apply the output in its daily work?	
Target group 1 Interest group Industry networks, industry association for economic sector: Game industry (DE, DK, SE, FI, LT, EE, LV, PL)	These target groups have been hit hard in their mission to provide the community with a peer-2-peer environment for experience exchange, creating business relationship, collaboration and knowledge transfer. Thus, having solutions that will support this work will be a logical step in adapting their previous performance in community support, to a more resilient mode. It will drive their daily work as it will transform their current activities to be better equipped for times of crisis, but at the same time have a better focus even in normal times. 550 / 1,000 characters	
Target group 2 Business support organisation Incubators, accelerators, hubs for economic sector: CCI or Game industry (DE, DK, SE, FI, EE)	As peer-2-peer learning is an important component in incubation and entrepreneurial skill development, these groups naturally always had strong relationships with community representatives (interest groups) and their events. However, for a learning environment, their expert skills are required to drive e.g. hackathons, basecamps etc. So either they collaborate with the interest groups or with other stakeholders of the ecosystem, to organise the type of solutions piloted here. As with the other target group, it is a question of adapting and transforming current practices to ensure resilience. 599 / 1,000 characters	

Durability of the output

As with the outputs in GoA 2.1, these solutions are a natural component of the mission of these institutions. The "novelty" is not in adding necessarily something totally new, though there are solutions that prove to be more impactful than what some of the target groups did before, but it might well be the transformation of existing practices that is new. Hence, the question of financing or extra resources is not an issue, as it is more a question of replacing current practices and solutions with more resilient ones.

522 / 1,000 characters

5.6.6 Timeline

	Period: 1	2	3	4	5	6
WP.2: Piloting and evaluating solutions						
A.2.2: Testbed: Peer-2-Peer Environment Scenarios			▓	▓		
O.2.2: Toolbox for resilient peer2peer environments				▓		

5.6.7 This deliverable/output contains productive or infrastructure investment ☐

WP 2 Group of activities 2.3

5.6.1 Group of activities leader

Group of activities leader   PP 4 - Dania Academy

A 2.3

5.6.2 Title of the group of activities

Testbed: Work and Business environment

38 / 100 characters

5.6.3 Description of the group of activities

The need for this testbed derives from a feature of creative industries, and specifically those that rely on teamwork, that turns into a vulnerability during a crisis: the need of in-person contacts for a creative work environment and for business relations. From remote team work to remote recruitment to remote support for business development to remote pitching to investors and publishers and creating business opportunities. The ecosystem strongholds, defined in GoA 1.3 will again (as for the pilots in GoA 2.2) act as antennae and transceivers in communication network piloted transversally across multiple testbeds, sheltering and upholding salient opportunities to reassure young talents and cultivate their contact with the industry and community during a crisis.
*CANVASSING BUSINESS/- WORK-RELATED CONTACTS
There are several portals for game developer recruitment, but very few – according to industry experts – are to be recommended, as many lack industry knowledge, are very aggressive or use the portal as conduit for marketing other services. Also, the recruitment often targets senior developers. The difficult situation for interns, entry-level employees, and young professions is difficult in normal times and forlorn in a crisis. This calls for resilient measures facilitating young talent recruitment be it as intern, young professional or freelancers. Tools that we adapt in GoA 1.2 for canvassing suitable young developers will be piloted here along typical scenarios (recruitment, assignments etc), some of which also involve presentations or pitching.
*IN LEADERSHIP AND BUSINESS DEVELOPMENT
While some regional game communities value entrepreneurial skill support from seniors (scenario 1 – common in e.g. Finland), others rely on their creative powers and common sense (which they equal with business acumen) to juggle their new business (scenario 2 – common in e.g. Germany). The adequacy of the scenario 1 approach is reflected in the average solidity of this group's businesses and superior revenue levels. Industry representatives have worked hard to impress on young talents, the value of entrepreneurial savvy and the respective guidance by experienced business developers. The delicate first ties between experienced and young developers have been threatened by the pandemic, while the importance and impact of a senior working with young teams is even higher in a crisis. The scenarios describe tool-based competence building such as leadership for women developers, in-house mentoring training (measures prepared in GoA 1.4). The skill matrix (GoA 1.5) indicating competencies-gap will be used for the solutions which will be piloted here. To fill the gaps and ensure a level playing field within the talent pool of the BSR, we will benefit from the "new international communication methods" developed in GoA 1.1.
involved: PP10 (PL), PP8 (EE), PP9 (LT), PP2 (DE), PP5 (FI), PP4 (DK), PP12 (SE), PP11 (SE), PP6 (SE). The workflow for the pilot is as in GoA 2.1.

2,999 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable   ☐

O 2.3

Title of the output

Toolbox for resilient work and business relations

49 / 100 characters

Description of the output

The solutions piloted in these testbed environments are combining tools that would best be handled by organisers of the community strongholds. For example if a hub offers co-working space which in contract restriction times might lead to disruption of the teamwork. We will therefore pilot hybrid modalities for teamwork and describe here how to best implement both routines (from GoA 1.1) and tools (from GoA 1.2). At the same time, the strongholds (all three formats) can facilitate business contacts and promote online tools for recruitment. With the pilot, we will demonstrate best practices and routines to create an operative and impactful context with the online tools for recruitment and business contact. The operators of the strongholds are also best placed to carry on the promotion of guidance in business and leadership development as outlined in this output (e.g. leadership training for women, mentoring interns or young professionals, finding and working with a mentor as a start-up).
As explained for output 2.1, the toolbox needs to provide the evidence-based documentation of the contexts of tool usage, to be able to persuade of the soundness of the approach and its beneficial impact.

1,206 / 3,000 characters

Target groups and uptake of the solution presented in this output

Target groups	How will this target group apply the output in its daily work?	
Target group 1 Small and medium enterprise start-ups, scale-ups, splinters, larger companies as employers of young talents or as investors or mentors or business partners for smaller companies (DE, DK, SE, FI, LT, EE, PL)	The SME will have new knowledge on how to strengthen their business and work performance through a better focus, improved skills for business planning and engaging with their employees to because valuable assets, to function as a team and employer even in times of a crisis, and to engage with supporting institutions or other organisations or persons (e.g. investors, publishers, clients) effectively in a crisis. 415 / 1,000 characters	

Durability of the output

The solutions provided here are not linked to an understanding and a change of mind-set and behaviour that in itself is not requiring extra budget. It might well lead to re-organising the structure of the business which will require extra effort, however, the pilots and the evidence through the validation by experts will convince SME the value and benefit of the solutions which are designed to required little effort to integrate in their daily business.

457 / 1,000 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.2: Piloting and evaluating solutions							
A.2.3: Testbed: Work and Business environment							
O.2.3: Toolbox for resilient work and business relations							

5.6.7 This deliverable/output contains productive or infrastructure investment

WP 2 Group of activities 2.4

5.6.1 Group of activities leader

Group of activities leader	PP 5 - Metropolia University of Applied Sciences

A 2.4

5.6.2 Title of the group of activities

Testbed: Game Business of tomorrow

34 / 100 characters

5.6.3 Description of the group of activities

To be resilient, an industry must tap into their full potential. It is widely known and been strongly promoted, that games have become a very powerful communication medium, far beyond entertainment. Yet, for two reasons many stick to entertainment: a) it's more fun making a fun game, and b) there's likely more money in it. Also, there is a sense that the creative freedom might be curtailed if moving outside the entertainment sphere of games.

With these pilots, we want to explore with and demonstrate to scale-ups and start-ups the full potential of gameplay, game thinking, and as cross-sectoral innovation in which games can play a key agent. The scope embraces all forms of operating in the 3D environment, something where game developers feel more at home than most other tech professionals. On the other hand, data-driven technology has become a solid trend with other industries but has only shown a very reluctant acceptance in the game industry. Using these technologies goes hand in hand with an entrepreneurial spirit. Raising the latter will increasing the acceptance and use of the former. All this is part of business foresight and prospective risk management.

Another solution we will pilot here concerns addressing SDGs as a contribution to current developments in society, politics and economy.

This model present opportunities for all pillars of the industry (influencers, trendsetters, leaders, industry associations and community networkers, and institutions involved in education and vocational skill building):

*SCOUTING THE METAVERSE OPTIONS

Bringing together actors interested in metaverse projects and opening up a cross-sectoral discussion paving the way for collaboration projects with game enterprises and developers.

*DATA-DRIVEN BUSINESS MODELS

We will pilot two data-driven tools with large test user groups (starting with some in period 2), to aggregate data a) from businesses to forecast their medium-term survival potency and from gamers to predict the best parameters for a successful launch and publication (best target group, platform type, marketing strategy, timing etc.) – the tools will be demonstrated in the context of other testbeds (GoA 2.1 and GoA 2.3) and here in dedicated workshops on innovative business modelling.

*SDG-DRIVEN BUSINESS DEVELOPMENT

We will pilot measures driven by SDG to create a forum of exchange, a platform that can benefit from tools piloted in the other testbeds (e.g. for recruitment, communication, pitching etc.).

In GoA 1.5, the tools and scenarios prepared will drive the model to be piloted.

involved: PP2 (DE), PP5 (FI), PP13 (DK), PP9 (LT), PP7 (SE), PP6 (SE), LP1 (DE), PP11 (SE)

The workflow for the pilot is as described GoA 2.1, only that here the testing is twofold: testing for adapting and improving the tools will be part of the preparation (proof of concept in GoA 1.2), and the prototype will then be piloted here and in GoA 2.1 and 2.3 to show the range of usefulness of the tools for different purposes.

3,000 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable   ☐

O 2.4

Title of the output

Toolbox for a forward-looking game business

43 / 100 characters

Description of the output

The solutions provided in this toolbox demonstrate good practices and promising tools to address innovative business modelling and interesting business opportunities that foster resilience, e.g. in case "entertainment" is not the primary concern (i.e. contrary to the hype it has been during the pandemic). These solutions present alternative approaches to the common risk management models in the game industry and promote foresight capacity in business development. With the SDG angle, we put in place platforms for facilitating and opening up business opportunities, in particular with the green transition, where the game industry not only would provide innovative ideas on greener production and consumption but also on addressing these topics across different economic and public sectors. The tools described here are building a bridge to (near) future business models supporting the game industry in providing foresight into cross-sectoral collaboration and accepting their responsibility towards society and the environment.

1,033 / 3,000 characters

Target groups and uptake of the solution presented in this output

Target groups	How will this target group apply the output in its daily work?	
Target group 1 Small and medium enterprise start-ups, scale-ups, splinters, larger companies as employers of young talents or as investors or mentors or business partners for smaller companies (DE, DK, SE, FI, LT, EE, PL)	This group will apply the new knowledge and solutions for expanding their business portfolio and business planning. 115 / 1,000 characters	
Target group 2 Business support organisation Incubators, accelerators, hubs for economic sector: CCI or Game industry (DE, DK, SE, FI, EE)	This group will use the tools and knowledge to shape their own knowledge transfer (incubation/entrepreneurial skill building) and support (in business development) for the above group to offer improved assistance in creating more resilient business in particular with start-ups and scale-ups. 292 / 1,000 characters	

Durability of the output

As the tools are highly beneficial and opening up a plethora of new opportunities, the extra effort required for including those solutions is quickly gratified and providing positive impact, that the adaptation of the solutions for both groups is very promising.

262 / 1,000 characters

5.6.6 Timeline

Period:	1	2	3	4	5	6
WP.2: Piloting and evaluating solutions						
A.2.4: Testbed: Game Business of tomorrow						
O.2.4: Toolbox for a forward-looking game business						

5.6.7 This deliverable/output contains productive or infrastructure investment ☐

Work package 3

5.1 Transferring solutions

5.2 Aim of the work package

In Work Package 3, communicate and transfer the ready solutions to your target groups. Plan at least one year for this work package to transfer your solutions to the target groups, considering their respective needs. Select suitable activities to encourage your target groups to use the solutions in their daily work.
Organise your activities in up to five groups of activities. Describe the deliverables and outputs as well as present the timeline.

5.3 Work package leader

| Work package leader 1 | PP 1 - BGZ Berlin International Cooperation Agency GmbH |
| Work package leader 2 | PP 7 - Invest Stockholm |

5.4 Work package budget

| Work package budget | 25% |

5.5 Target groups

	Target group	How do you plan to reach out to and engage the target group?
1	Business support organisation Incubators, accelerators, hubs for economic sector: CCI or Game industry (DE, DK, SE, FI, EE) 93 / 500 characters	For the transfer we have them join our business support organisation partners (in particular for GoA 3.1 and 3.2) and act as advocate for the benefits and value of the proposed solutions towards similarly oriented organisations. For GoA 3.2, they will also advocate the solutions towards the SME in their networks. And if they are part of a larger infrastructure (e.g. university, tech park, cluster, hub), they will support inclusion of solutions (GoA 3.4). 460 / 1,000 characters
2	Interest group Industry networks, industry association for economic sector: Game industry (DE, DK, SE, FI, LT, EE, LV, PL) 107 / 500 characters	The interest groups will also be invited to join the community network together with the Business support organisations. On top of taking up solutions through the formats of GoA 3.1 and 3.2, they will provide lobbying activities for public authorities to support the take up of solutions by providing an stable basis for carrying out the solutions, while the interest groups act as a communication bridge, also to ensure take up by suitable and competent experts in the community (e.g. as hub manager). 502 / 1,000 characters
3	Small and medium enterprise start-ups, scale-ups, splinters, larger companies as employers of young talents or as investors or mentors or business partners for smaller companies (DE, DK, SE, FI, LT, EE, PL) 178 / 500 characters	Through the above target groups, and through dissemination in social media, we will in particular reach out to this group for taking up solutions in form of GoA 3.2. 165 / 1,000 characters
4	Regional public authority Location promotion agencies of regional authorities (like Invest Sweden or innovations centres like LIC or Ministry of Economics) targeting investment, settlement of key players and supporting start-ups and local SME. 217 / 500 characters	Regional authorities will have been kept informed and made aware of the opportunities the solutions offer for the more fragile parts of emerging industries, which are a target group of their own political business development support and agendas. In this transfer phase, we will present them with concrete solutions and ways to transfer them long-term for the economy sector. 375 / 1,000 characters

5.6 Activities, deliverables, outputs and timeline

No.	Name
3.1	**Transfer to an operational community network**
3.2	**Cost-sharing and break-even models**
3.3	**Public support and private investment**
3.4	**Integration in existing infrastructures**

WP 3 Group of activities 3.1

5.6.1 Group of activities leader

Group of activities leader | PP 6 - Science City Skelleftea AB

A 3.1

5.6.2 Title of the group of activities

Transfer to an operational community network

44 / 100 characters

5.6.3 Description of the group of activities

In the transfer activities, we are looking into different ways of take-up and determine the respective potential stakeholder group (institutions, organisations, public bodies) for this approach. What we need to do for all successfully piloted solutions, is to build a business case around it. We will apply the lean canvas model as an approach to demonstrate the viability and value of the solutions (https://leanstack.com/lean-canvas). This business planning methodology will also inform the durability plan that we will develop separately for each "transfer group" (GoA 3.1-3.4).
In this GoA, we are considering the take-up of solutions being motivated by the remit of organisations, as these solutions would greatly enhance their mission or business case. The kind of organisations we have in mind are incubators, accelerators, hubs, clusters, universities with incubation programmes, representations of the industry (community network organisations or industry associations, like IGDA). Some solutions have more impact if these interest groups join forces. Thus, the work done in this GoA is not only convincing individual organisations of carrying on the solutions, but to do so as an operative community support network. By the time of the transfer (WP3), we will have fostered this network during WP1 and WP2 as part of looking into "industry strongholds" (GoA 1.3), piloted as transversal element throughout different solutions. Part of the durability plan will be to propose a charter, responsibility sharing and management structures and routines to facilitate launching the network in the making (during WP1+2). Naturally, it depends on the success of the pilot whether there is a potential of being transferred. But optimally the solutions fitting into this kind of context of appreciation and interest, would be the following:
* From GoA 2.1: the ambassador model and curation board, the hot-listing tool and the best communication approach (derived from GoA 1.1) for investors
* From GoA 2.2: the skill and competence building measures for mentors
* From GoA 2.3: using and updating the skills matrix, maintaining the matchmaking tools for mentors/teams, institutionalising the "leadership of women" capacity building measures
* From GoA 2.4: encourage and pursuing the discussion around SDG, metaverse and cross-sectoral collaboration.

2,350 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable ✔

D 3.1

Title of the deliverable

Durability plan and transfer report to an operational network

61 / 100 characters

Description of the deliverable

General remark on the result description for WP3:
The results of this GoA are described as deliverable (interim) rather than as output (final product) as the solution developed is the final product usable on its own or in combination with other solutions, therefore described as output of the pilot phase in WP2. The transfer of these solutions to the community, industry, or market can only be validated for its success after a certain period of time (2-3 years). Hence the result of the transfer phase can only be the successful initiation of the transfer, which is an interim result.
Thus ALL deliverables in WP3 will contain the respective durability plan for the solutions transferred in each GoA, including the respective lean canvas business plan and a SWOT & TOWS analysis and a transfer report, i.e. how the transfer took place and in what form.
For this GoA, the transfer will include the creation of statutes, by-laws or Memorandum of Understanding and the establishment of an association or federation, network organisation or alliance, together with its organisational and management structure for taking over the above-mentioned solutions and the respective lean canvas plan it is based on. This in itself is the durability plan for this transfer solution, as it will outline how the body can carry out the solutions as a joint activity on the long term.
The transfer report will describe the type of community body established, the members and the agreed commitment.

1,484 / 2,000 characters

Which output does this deliverable contribute to?

O2.1 O2.2. O 2.3 O2.4

21 / 100 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.3: Transferring solutions							
A.3.1: Transfer to an operational community network							
D.3.1: Durability plan and transfer report to an operational network							

5.6.7 This deliverable/output contains productive or infrastructure investment ☐

WP 3 Group of activities 3.2

5.6.1 Group of activities leader

Group of activities leader | PP 11 - Game Habitat

A 3.2

5.6.2 Title of the group of activities

Cost-sharing and break-even models

34 / 100 characters

5.6.3 Description of the group of activities

The transfer to operational networks (GoA 3.1) works well where mainly human resources area involved, i.e. the managers or operatives in the kind of institutions addressed by GoA 3.1. However, as soon as cash flow comes into play, the preparedness for taking over solutions will become precarious. Therefore, some solutions need to be aided through cost-sharing or break-even models. The latter being an option of a) the costs can be subsubmised under the regular budget of such institutions, e.g. incubators will often have a budget for external tutors or experts giving a workshop. If they feel that a solution is valuable for their own business case, then they might redirect some of this type of budget to a joint operation. The other option is that the institutions take over the organisation of the event, but have participants cover the extra costs to break even on the additional cash flow expenses.
This would also be a model for tool operation: to have users contribute for having access to a tool to break even the costs of maintaining it, so that institutions or in the case of a tool perhaps even the developing company ensures its maintenance and operation without revenue expectations, only coverage of costs. This type of transfer would in particular apply to:
*Specifically developed (or prototyped or adapted) online tools and platforms in this project (in GoA 1.2, deployed in GoA 2.2-2.4)
Mentored skills development for game developers, such as in GoA 2.2 and 2.3.
There are two ecosystem solutions (GoA 1.3, deployed across the testbeds)
that would also benefit from a cost-sharing and break-even model through a membership model:
*The transnational network or association
*The regional/local hub as physical one stop-shop with co-working space and a community support remit.

1,799 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable ✔

D 3.2

Title of the deliverable

Durability plan and transfer report to a break-even business case

66 / 100 characters

Description of the deliverable

Though all presented transfer solutions can have some forms of combination, this type of solution is most likely to be combined with one of the other solutions, be it a network, an individual organisation, or a private company or an individual entrepreneur with the interest of the game industry at heart and prepared to offer their own time and infrastructure for taking over the solution, only seeking cash-flow to cover extra expenses.
For the above-mentioned piloted solutions that would fall into this form of transfer, the durability plan would need to detail the type of costs that the solution incurs, and recommendations on creating best value for money and on how to keep costs at a minimum for the best value. It would also outline recommendations based on the experience during WP2, of reaching out to the target groups, the type of target group, the platforms to communicate or advertise the solution, external support opportunities (e.g. help from industry associations, public authorities, universities, conference organisers or larger companies).
The transfer report will state which organisation has committed to taking on a solution on the basis of the proposed business case and how they intend to implement it, including anticipated moderations to comply with regional framework conditions and specific requirements or trends.

1,347 / 2,000 characters

Which output does this deliverable contribute to?

O2.1 O2.2. O 2.3 O2.4

21 / 100 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.3: Transferring solutions							
A.3.2: Cost-sharing and break-even models							
D.3.2: Durability plan and transfer report to a break-even business case							

5.6.7 This deliverable/output contains productive or infrastructure investment ☐

WP 3 Group of activities 3.3

5.6.1 Group of activities leader

Group of activities leader	PP 9 - Public Institution Lithuanian Centre

A 3.3

5.6.2 Title of the group of activities

Public support and private investment

37 / 100 characters

5.6.3 Description of the group of activities

Some solutions would best fall into the remit of either public support or private investment, or a combination of both. The solutions concerned here are in particular the support of stronghold or beacon structures: a hub, a cluster or a network. It is not unusual for the local or regional authorities to support the basic management or provide the location for free or at low rent for such initiatives. In tech-driven industries, a large company might well establish an incubator or hub within their premises to ensure proximity to young talents. There is also the option of a regional authority supporting such initiatives to attract large companies to their region through the young talents. Naturally, there could be the combination of the industry providing the location and the authority covering the costs for the organising body, or vice versa.

As many public authorities have the support of young talents including their internationalisation on their agenda, solutions for skill development as piloted in GoA 2.2 and GoA 2.3 could be supported, though this most commonly is done either for the participating local team (thus feeding into the break-even model) or the local organisations taking care of local teams, e.g. when a local community organisation (incubator or networking body) takes a group of game developers to the GDC in San Francisco (the most renowned game developer B2B conference worldwide). Innovation and SDG also key goals on many policy agendas, thus providing for fora that would foster the exchange on these topics is likely to interest the authority and provide the necessary funds for it.

In contrast to public funding where society's benefit is providing the larger picture, and organisations wanting support are in competition with each other, needing to convince the authorities of the importance of their request, private investment is naturally driven by their own business interests and as community representative, to receive financing for a solution, the benefit for the company, even if long-term, needs to be taken into account. Following solutions would fit into this angle:
*Competence training for in-house mentoring or women in leadership positions (GoA2.3)
*Peer2peer events for young talents, e.g. the basecamp or mentored jam session (GoA2.2)
*Future business models, e.g. organising the forum on metaverse or SDG focus (GoA2.4)
Private investment could also take on the form of investing in a tool as business, e.g. the technical tools could provide a business case for an entrepreneur:
*The recruitment tool, e.g. through online ads, or payment of vacancy advertising or both (GoA 1.2 and 2.3)
*The user-data aggregation or business analysis tool, again through online ads, or payment for running the App etc. (GoA 1.2 and 2.3).

2,781 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable ✔

D 3.3

Title of the deliverable

Durability plan and transfer report to a financed business case

63 / 100 characters

Description of the deliverable

The difference between this transfer and the one accomplished in GoA 3.1 and GoA 3.2 is that in this case, the management and infrastructure needs to be financed, while in the two previous and in GoA 3.4, these costs are already covered or provided for on a voluntary basis. The requirement for extra funding is usually the case with larger solutions that would benefit the community but for which the community cannot raise the money on its own. While the other transfer options usually already have a budget and use this for a new solution which brings better or added value, the solutions transferred here are most likely concerned with either spin-offs of existing structure or fully newly introduced initiatives. E.g. a physical hub might be proposed by a group engaged in building up a game community and interested in managing a support programme or by an existing community body who would facilitate such an initiative, act as lobbyist to the authorities and provide the means for reaching out and communication to the target groups. But in both cases a location, equipment, services costs and management remuneration would need to be financed.

Other instances could be regions that have no local or regional community organisation, but interested individuals or game companies that are willing to drive and facilitate solutions as those mentioned above (e.g. regular peer2peer events) and would also cover the management and location costs for them.

With all the solutions, public financing will most likely be a short or medium-term knock-on financing until the organisational entity can "stand on its own feet", while private financing is likely to continue as long as the added value is given (image, recruitment facilitation, etc).

The transfer report will outline the conditions under which financing commitment and by whom, have been achieved. It will also describe the way the solutions are planned to be implemented in the future and if adaptations to the solutions are planned.

1,996 / 2,000 characters

Which output does this deliverable contribute to?

O2.1 O2.2. O 2.4

16 / 100 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.3: Transferring solutions							
A.3.3: Public support and private investment						▓ ▓	
D.3.3: Durability plan and transfer report to a financed business case						▓	

5.6.7 This deliverable/output contains productive or infrastructure investment

WP 3 Group of activities 3.4

5.6.1 Group of activities leader

Group of activities leader	PP 10 - Vitruvio Foundation

A 3.4

5.6.2 Title of the group of activities

Integration in existing infrastructures

39 / 100 characters

5.6.3 Description of the group of activities

Solutions that would add value to existing infrastructures and their remit would be transferred in this GoA. As part of our investigation into optimising communication to support resilience in times of crisis (GoA 1.1), we will have tapped into existing communication requirements covered by existing infrastructures (clusters, conferences, associations, tech & science parks, educational organisations, co-working hubs etc.). These existing infrastructures have already a business case in the sense of financial resources or revenue, which can be private (membership, rent, admission fee, ads) or public or a combination of both. Depending on the financial resources and the remit attached to it: for example, if an organisation is being publicly funded for the purpose of fostering young enterprises or attracting investment, then some solutions piloted in this project would fall into the remit of the existing infrastructure. Game support might not have figured in their portfolio, but in this GoA and during the piloting, we will have invited these stakeholder groups for potential transfer options, persuading them to add the game sector to their scope of remit.
We will also discuss with existing game-related infrastructures to take on some of our solutions that would fall into their interests and provide an added value for them. For example, it might be of interest for a conference to offer the investor or mentor competence building solution as part of their regular programme, or to host the BSR curation board meetings connected with a presentation or award of the most successful games from their hotlists, or to accommodate an ambassador programme.
Universities, in particular those with an interest in preparing their students for the work environment, might make use of tools such as recruitment and matchmaking with mentors, or introduce regular courses on questions of women in games, leadership training, cross-sectoral collaboration, foresight capacity training.

1,986 / 3,000 characters

5.6.4 This group of activities leads to the development of a deliverable ✔

D 3.4

Title of the deliverable

Durability plan and transfer report for integration into existing infrastructures

81 / 100 characters

Description of the deliverable

The durability plan would argue the added value for integrating a solution, as demonstrated and evidenced in the pilots, using the lean canvas tool and SWOT and TOWS analysis. Based on the findings in GoA 1.1, we can recommend in the durability plan the optimal way of integration the suitable solutions for each infrastructure: which solution would be best value for their specific remit and target groups, how should the solution best be deployed (reach-out strategy, conceptual approach, parameters such as duration, size of group etc.). Also questions of who to onboard, e.g. existing support structures (from the community, or public bodies). The durability plan will also recommend success indicators (this applies for all durability plans in this WP) and networking and transnational collaboration opportunities (e.g. through hybrid formats).
The transfer report will outline who committed to integrating a solution into their infrastructure and in which mode they plan to do so. Modifications to the piloted version will be described as well.

1,050 / 2,000 characters

Which output does this deliverable contribute to?

O2.2. O2.3 O 2.4

16 / 100 characters

5.6.6 Timeline

	Period:	1	2	3	4	5	6
WP.3: Transferring solutions							
A.3.4: Integration in existing infrastructures							
D.3.4: Durability plan and transfer report for integration into existing infrastructures							

5.6.7 This deliverable/output contains productive or infrastructure investment

6. Indicators

Indicators

Output indicators				Result indicators		
Output indicators	Total target value in number	Project outputs	Please explain how the solution presented in this output serves the target group(s).	Result indicator	Total target value in number	Please explain how organisations in the target groups within or outside the partnership will take up or upscale each solution.
RCO 84 – Pilot actions developed jointly and implemented in projects	19	N/A	N/A	RCR 104 - Solutions taken up or up-scaled by organisations	4	GoA 3.1 - taking up the solutions as a productive group formation (network, association, alliance etc.) and scaling them up after newly gained experiences. GoA 3.2 - taking up the solutions through asking participants to carry the cost on a break-even basis, or through sharing costs by the collaborating organisations, or a combination of both. GoA 3.3 - taking up the solution through a funding by the public authorities that would cover the management or infrastructure, ie. providing the stabilising finances, upon which break-even income could be generated. Having this secure basis will give space to scale up the solutions to maximise the benefit and the attraction for e.g. paying member or participants in activities. GoA3.4 - taking up the solutions by an existing infrastructure (tech park, university, incubator, hub etc.) *835 / 2,000 characters*
RCO 116 – Jointly developed solutions	4	O.2.1: Toolbox for a resilient game investor engagement	The solutions provided here will provide a basis for young companies to gain visibility with investors and publishers, and thus heighten their chances of acquiring capital in the early stages of their business, regardless of a crisis and despite mobility restrictions. It will on the other hand facilitate discovery of young talents for investors and publishers through trusted and tested solutions of pre-selection and prognosis tools. *436 / 1,000 characters*			
		O.2.2: Toolbox for resilient peer2peer environments	The peer2peer learning has been to most affected during the pandemic. It is a vital environment for young creatives and therefore cannot easily be replaced by "pure online" events. The solution here offer dedicated and focused methods to use the physical encounters to the utmost effect and highest impact, and embed them in an online environment to allow for longevity of connections made. *390 / 1,000 characters*			
		O.2.3: Toolbox for resilient work and business relations	The solutions here are to create resilient business relations that were threatened during the pandemic, this ranges from healthy team work, e.g. through tested hybrid practices, to engaging effectively with young employees or interns, to promoting leadership skills as a resilience factor. *289 / 1,000 characters*			
		O.2.4: Toolbox for a forward-looking game business	The solutions here shall provide tools for the future business thinking, preparedness, innovation and flexibility of companies to adapt to adverse situation by taking early on an interest in applying their competences outside the pure entertainment sector. This includes innovative business support tools to a broadening of the business plans, goals and portfolio by embracing SDG and cross-sectoral collaboration. *414 / 1,000 characters*			

Output indicators		Result indicators		
Output indicator	**Total target value in number**	**Result indicator**	**Total target value in number**	**Please describe what types of organisations are planned to actively participate in the project. Explain how this participation will increase their institutional capacity. These types of organisations should be in line with the target groups you have defined for your project.**
RCO 87 - Organisations cooperating across borders	22			Project partners and associated organisations
				BSG-Go! contributes to the institutional capacity building of all participating organisations (partners and associates) in its five dimensions (as consensus approach defined by the large donors UN, EC and World Bank for their funding programmes: policy framework, institutional development and legal framework, democratic participation, HR improvements, and sustainability): *16 Business support organisations, sectoral interest groups, game hubs: integration of resilience objectives into their underlying development strategies and action plans (including gender and diversity), widening and upgrading of their business support programmes, coaching and training offers, hub capacities etc. through integrating the projects' solutions/tools into their portfolio, strengthening participatory approaches, know-how improvement/training of expert staff, as well as more emphasis on sustainability criteria for the assessment of business ideas; *3 higher education institutions: improved know-how of teaching staff regarding resilience aspects for development of the game ecosystem and upgrade of their start-up programmes and accelerators with tailor-made support to their students; *3 regional authorities: improved know-how of the staff, using solutions provided to align the start-up policies and programmes to the actual needs of the game developers and young game studios and install sustainable structures for start-up support integrating resilience as a core value in the legal framework.
				1,496 / 1,500 characters
		PSR 1 - Organisations with increased institutional capacity due to their participation in cooperation activities across borders	115	

Result indicator	Total target value in number	Please describe what types of organisations are planned to actively participate in the project. Explain how this participation will increase their institutional capacity. These types of organisations should be in line with the target groups you have defined for your project.	
		Other organisations	Beyond partners and associates, we expect approx. 10 business support organisations and interest groups, 70 SMEs and 6 public authorities across and 7 universities the whole BSR will be actively involved in the project, to equip them with the solutions and tools developed and piloted within the project to improve their support schemes and programmes for young talents/start-ups in the game sector – as contribution to both resilience strengthening for the game industry and the institutional capacity building of the support organisations and policy decision makers. As both public and private organisations often struggle to determine the effectiveness of their support schemes, in particular regarding sustainability, BSG-Go! will give practical demonstrations on main challenges and practical solutions for resilience improvement and show, how to anchor these solutions at the level of the institution. BSG-Go! will offer a concise mechanism on how to (1) integrate resilience criteria into their policy framework, (2) set-up suitable structures and processes, (3) strengthen transparency of their programmes ensuring democratic participation, (4) train/coach their personnel, and (5) install the necessary resources to make the support schemes sustainable. 1,265 / 1,500 characters

7. Budget

7.0 Preparation costs 67

Preparation Costs

Would you like to apply for reimbursement of the preparation costs? | Yes

Other EU support of preparatory cost

Did you receive any other EU funds specifically designated to the development of this project application? | No

7.1 Breakdown of planned project expenditure per cost category & per partner

No. & role	Partner name	Partner status	CAT0 - Preparation costs	CAT1 - Staff	CAT2 - Office & administration
1 - LP	BGZ Berlin International Cooperation Agency GmbH	Active 22/09/2022	24,000.00	247,680.00	37,152.00
2 - PP	HTW Berlin University of Applied Sciences	Active 22/09/2022	0.00	155,520.00	23,328.00
3 - PP	medianet berlinbrandenburg e. V.	Active 22/09/2022	0.00	180,000.00	27,000.00
4 - PP	Dania Academy	Active 22/09/2022	0.00	240,556.80	36,083.52
5 - PP	Metropolia University of Applied Sciences	Active 22/09/2022	0.00	237,600.00	35,640.00
6 - PP	Science City Skelleftea AB	Active 22/09/2022	0.00	215,430.00	32,314.50
7 - PP	Invest Stockholm	Active 22/09/2022	0.00	85,170.00	12,775.50
8 - PP	Tartu Science Park Foundation	Active 22/09/2022	0.00	172,086.00	25,812.90
9 - PP	Public Institution Lithuanian Centre	Active 22/09/2022	0.00	160,820.00	24,123.00
10 - PP	Vitruvio Foundation	Active 22/09/2022	0.00	158,276.80	23,741.52
11 - PP	Game Habitat	Active 22/09/2022	0.00	250,760.52	37,614.08
12 - PP	Sankt Kors Fastighets AB	Active 22/09/2022	0.00	125,380.26	18,807.04
13 - PP	The Royal Danish Academy	Active 22/09/2022	0.00	233,376.00	35,006.40
Total			24,000.00	2,462,656.38	369,398.46

No. & role	Partner name	CAT3 - Travel & accommodation	CAT4 - External expertise & services	CAT5 - Equipment	Total partner budget
1 - LP	BGZ Berlin International	37,152.00	27,000.00	1,500.00	374,484.00
2 - PP	HTW Berlin University of	23,328.00	18,000.00	22,000.00	242,176.00
3 - PP	medianet berlinbrandenb	27,000.00	30,000.00	0.00	264,000.00
4 - PP	Dania Academy	36,083.52	33,000.00	2,500.00	348,223.84
5 - PP	Metropolia University of	35,640.00	40,000.00	0.00	348,880.00
6 - PP	Science City Skelleftea A	32,314.50	36,000.00	0.00	316,059.00
7 - PP	Invest Stockholm	12,775.50	90,000.00	0.00	200,721.00
8 - PP	Tartu Science Park Foun	25,812.90	29,000.00	0.00	252,711.80
9 - PP	Public Institution Lithuania	24,123.00	20,500.00	2,000.00	231,566.00
10 - PP	Vitruvio Foundation	23,741.52	35,000.00	0.00	240,759.84
11 - PP	Game Habitat	37,614.08	5,000.00	25,000.00	355,988.68
12 - PP	Sankt Kors Fastighets A	18,807.04	48,000.00	1,500.00	212,494.34
13 - PP	The Royal Danish Acade	35,006.40	10,000.00	0.00	313,388.80
Total		369,398.46	421,500.00	54,500.00	3,701,453.30

7.1.1 External expertise and services

Contracting partner	Group of expenditure	Item no.	Specification	Investment item?	Group of activities no.	Planned contract value
1. BGZ Berlin Intern	National control	CAT4-PP1-F-0	Verifications, controller 25 / 100 characters	No	1.1 N/A	9,000.00
1. BGZ Berlin Intern	Communication	CAT4-PP1-C-0	Website and dissemination 26 / 100 characters	No	N/A	5,000.00
1. BGZ Berlin Intern	Specialist support	CAT4-PP1-E-0	SGD - industry expert 21 / 100 characters	No	1.5	5,000.00
1. BGZ Berlin Intern	Events/meetings	CAT4-PP1-A-0	Hosting project meetings (2) 28 / 100 characters	No	N/A	4,000.00
1. BGZ Berlin Intern	Events/meetings	CAT4-PP1-A-0	Travel costs for external stakeholders (several testbeeds) 58 / 100 characters	No	N/A	4,000.00
2. HTW Berlin Unive	National control	CAT4-PP2-F-0	Verifications, controller 25 / 100 characters	No	N/A	3,000.00
2. HTW Berlin Unive	Specialist support	CAT4-PP2-E-0	Expert fees for pilot validation several testbeds 49 / 100 characters	No	N/A	6,000.00
2. HTW Berlin Unive	Events/meetings	CAT4-PP2-A-0	Cross-sectoral game development (experts, travel costs, hosting mutiple day event) 82 / 100 characters	No	2.4	4,500.00
2. HTW Berlin Unive	Events/meetings	CAT4-PP2-A-0	Accommodation for participants in workshop 42 / 100 characters	No	2.4	1,000.00
2. HTW Berlin Unive	Events/meetings	CAT4-PP2-A-1	Hosting Panel (hybrid) (including expert travel / fees) 55 / 100 characters	No	1.5	3,500.00
3. medianet berlinbr	National control	CAT4-PP3-F-1	Verifications, controller 25 / 100 characters	No	N/A	3,000.00
3. medianet berlinbr	Specialist support	CAT4-PP3-E-1	Industry expert requirements 28 / 100 characters	No	1.3 2.1 2.3	6,000.00
3. medianet berlinbr	Communication	CAT4-PP3-C-1	Promotion, communication 24 / 100 characters	No	N/A	2,000.00
	Total					421,500.00

Contracting partner	Group of expenditure	Item no.	Specification	Investment item?	Group of activities no.	Planned contract value	
3. medianet berlinbr	Events/meetings	CAT4-PP3-A-1	IT support 10 / 100 characters	No	3.1	3,000.00	
3. medianet berlinbr	Events/meetings	CAT4-PP3-A-1	Services for events and meetings (e.g. rent, catering) across test beds 71 / 100 characters	No	N/A	12,000.00	
3. medianet berlinbr	Events/meetings	CAT4-PP3-A-1	Participation in events several pilots 38 / 100 characters	No	N/A	4,000.00	
4. Dania Academy	Events/meetings	CAT4-PP4-A-1	Access to industry events 26 / 100 characters	No	N/A	2,000.00	
4. Dania Academy	Events/meetings	CAT4-PP4-A-1	Travel and accommodation (test users) 37 / 100 characters	No	2.2	4,000.00	
4. Dania Academy	Events/meetings	CAT4-PP4-A-1	Travel and accommodation (test users) 37 / 100 characters	No	2.4	2,000.00	
4. Dania Academy	Events/meetings	CAT4-PP4-A-2	Event costs 11 / 100 characters	No	2.3	3,000.00	
4. Dania Academy	IT	CAT4-PP4-B-2	Tool/platform development 26 / 100 characters	No	1.2	12,000.00	
4. Dania Academy	National control	CAT4-PP4-F-2	Verifications, controller 25 / 100 characters	No	N/A	10,000.00	
5. Metropolia Unive	Specialist support	CAT4-PP5-E-2	VR-Expertise 12 / 100 characters	No	1.4	8,000.00	
5. Metropolia Unive	Specialist support	CAT4-PP5-E-2	3D Expertise 12 / 100 characters	No	1.2	8,000.00	
5. Metropolia Unive	Specialist support	CAT4-PP5-E-2	Industry knowledge experts 26 / 100 characters	No	2.2	8,000.00	
5. Metropolia Unive	Events/meetings	CAT4-PP5-A-2	Travel for participants - all testbeds 38 / 100 characters	No	N/A	12,000.00	
5. Metropolia Unive	Events/meetings	CAT4-PP5-A-2	Event costs 11 / 100 characters	No	2.4	4,000.00	
6. Science City Ske	Events/meetings	CAT4-PP6-A-2	Pilot events in Testbed 23 / 100 characters	No	2.1 2.2	10,000.00	
	Total					421,500.00	

Contracting partner	Group of expenditure	Item no.	Specification	Investment item?	Group of activities no.	Planned contract value	
6. Science City Ske	Events/meetings	CAT4-PP6-A-2	External partner travels 24 / 100 characters	No	2.1 2.2 2.3 2.4	6,000.00	
6. Science City Ske	Specialist support	CAT4-PP6-E-3	External consultancy - Cluster and Network components 53 / 100 characters	No	1.3	5,000.00	
6. Science City Ske	Specialist support	CAT4-PP6-E-3	External consultancy - Communication approach 46 / 100 characters	No	1.1	5,000.00	
6. Science City Ske	Specialist support	CAT4-PP6-E-3	External consultancy - Community networks 41 / 100 characters	No	3.1	5,000.00	
6. Science City Ske	Specialist support	CAT4-PP6-E-3	External consultancy - Peer2Peer Test environment 49 / 100 characters	No	2.2	5,000.00	
7. Invest Stockholm	Specialist support	CAT4-PP7-E-3	Game industry requirement expertise 36 / 100 characters	No	1.1	10,000.00	
7. Invest Stockholm	Specialist support	CAT4-PP7-E-3	VR / CCI industry expertise (incl. SDG angle) 45 / 100 characters	No	1.5	10,000.00	
7. Invest Stockholm	Specialist support	CAT4-PP7-E-3	Industry expertise (incl. SDG angle) 36 / 100 characters	No	2.4	20,000.00	
7. Invest Stockholm	Events/meetings	CAT4-PP7-A-3	Participation of evaluators and test users across testbeds 58 / 100 characters	No	N/A	10,000.00	
7. Invest Stockholm	Events/meetings	CAT4-PP7-A-3	Organisation of event 21 / 100 characters	No	3.1	20,000.00	
7. Invest Stockholm	Events/meetings	CAT4-PP7-A-3	Forum on SDG in Games 22 / 100 characters	No	3.4	10,000.00	
7. Invest Stockholm	Other	CAT4-PP7-G-4	Procurement for external expertise several GoA 46 / 100 characters	No	N/A	10,000.00	
	Total					421,500.00	

Contracting partner	Group of expenditure	Item no.	Specification	Investment item?	Group of activities no.	Planned contract value	
8. Tartu Science Pa	Events/meetings	CAT4-PP8-A-4	Event hosting (inc.Expert fees) 31 / 100 characters	No	2.2	8,000.00	
8. Tartu Science Pa	Events/meetings	CAT4-PP8-A-4	Participation costs for test users & evaluators for all pilots 64 / 100 characters	No	N/A	12,000.00	
8. Tartu Science Pa	Events/meetings	CAT4-PP8-A-4	Hosting project meeting 23 / 100 characters	No	N/A	2,000.00	
8. Tartu Science Pa	Specialist support	CAT4-PP8-E-4	Industry expertise 18 / 100 characters	No	3.2	5,000.00	
8. Tartu Science Pa	Communication	CAT4-PP8-C-4	Visibility: promotion materials and media coverage for promotion of activities 78 / 100 characters	No	N/A	2,000.00	
11. Game Habitat	Events/meetings	CAT4-PP11-A-	Test user participation 23 / 100 characters	No	2.2 2.3	5,000.00	
13. The Roval Dani	Events/meetings	CAT4-PP13-A-	Test user participation 23 / 100 characters	No	2.2 2.3	5,000.00	
13. The Roval Dani	National control	CAT4-PP13-F-	Verifications, controller 25 / 100 characters	No	N/A	5,000.00	
9. Public Institution	National control	CAT4-PP9-F-4	Verifications, controller 25 / 100 characters	No	N/A	4,000.00	
9. Public Institution	Events/meetings	CAT4-PP9-A-5	Travel and accommodation costs for external experts 51 / 100 characters	No	2.1 2.4	9,000.00	
9. Public Institution	Events/meetings	CAT4-PP9-A-5	Local meeting costs 19 / 100 characters	No	3.3	2,000.00	
9. Public Institution	Specialist support	CAT4-PP9-E-5	External experts on competencies, matrix development etc. 57 / 100 characters	No	1.4	4,000.00	
9. Public Institution	Specialist support	CAT4-PP9-E-5	Communication & dissemination material 38 / 100 characters	No	N/A	1,500.00	
	Total					421,500.00	

Contracting partner	Group of expenditure	Item no.	Specification	Investment item?	Group of activities no.	Planned contract value	
10. Vitruvio Foundat	Communication	CAT4-PP10-C-	Promotion and communication 27 / 100 characters	No	2.1 2.2 2.3 2.4	10,000.00	
10. Vitruvio Foundat	IT	CAT4-PP10-B-	Development of online tools 28 / 100 characters	No	2.1 2.4	10,000.00	
10. Vitruvio Foundat	Specialist support	CAT4-PP10-E-	Industry experts analysis service 34 / 100 characters	No	1.2 2.2 2.3	15,000.00	
12. Sankt Kors Fas	Specialist support	CAT4-PP12-E-	Expert fees - industry requirements 36 / 100 characters	No	1.1 1.3 1.4	10,000.00	
12. Sankt Kors Fas	Specialist support	CAT4-PP12-E-	Expert fees - consultation 27 / 100 characters	No	2.1 2.2 2.3 2.4	12,000.00	
12. Sankt Kors Fas	Specialist support	CAT4-PP12-E-	Expert fees - curation requirements 36 / 100 characters	No	2.1	10,000.00	
12. Sankt Kors Fas	Events/meetings	CAT4-PP12-A-	Test user travel and accommodation 34 / 100 characters	No	2.1 2.2 2.3 2.4	16,000.00	
	Total					421,500.00	

7.1.2 Equipment

Contracting partner	Group of expenditure	Item no.	Specification	Investment item?	Group of activities no.	Planned contract value	
1. BGZ Berlin Intern	IT hardware and soft	CAT5-PP1-B-0	Staff workstation 17 / 100 characters	No	N/A	1,500.00	
2. HTW Berlin Unive	Other specific equip	CAT5-PP2-H-0	Infrastructure/equipment for hybrid meeting and events 54 / 100 characters	No	1.5	22,000.00	
11. Game Habitat	Other specific equip	CAT5-PP11-H-	Infrastructure/equipment for hybrid meeting and events 54 / 100 characters	No	2.2 2.3	25,000.00	
9. Public Institution	IT hardware and soft	CAT5-PP9-B-0	Staff workstation 17 / 100 characters	No	N/A	2,000.00	
12. Sankt Kors Fas	IT hardware and soft	CAT5-PP12-B-	Staff workstation 17 / 100 characters	No	N/A	1,500.00	
4. Dania Academy	Other specific equip	CAT5-PP4-H-0	Event equipment 15 / 100 characters	No	2.3	2,500.00	
	Total					54,500.00	

7.1.3 Infrastructure and works

Contracting partner	Group of expenditure	Item no.	Specification	Investment item?	Group of activities no.	Planned contract value	
Please select	Please select	CAT6-PP--01	 0 / 100 characters	Please select		0.00	
	Total					0.00	

7.2 Planned project budget per funding source & per partner

No. & role	Partner name	Partner status	Country	Funding source	Co-financing rate [in %]	Total [in EUR]	Programme co-financing [in EUR]	Own contribution [in EUR]	State aid instrument
1-LP	BGZ Berlin International Cooperation Agency GmbH	Active 22/09/2022	DE	ERDF	80.00 %	374,484.00	299,587.20	74,896.80	For each partner, the State aid relevance and applied aid measure are defined in the **State aid section**
2-PP	HTW Berlin University of Applied Sciences	Active 22/09/2022	DE	ERDF	80.00 %	242,176.00	193,740.80	48,435.20	
3-PP	medianet berlinbrandenburg e. V.	Active 22/09/2022	DE	ERDF	80.00 %	264,000.00	211,200.00	52,800.00	
4-PP	Dania Academy	Active 22/09/2022	DK	ERDF	80.00 %	348,223.84	278,579.07	69,644.77	
5-PP	Metropolia University of Applied Sciences	Active 22/09/2022	FI	ERDF	80.00 %	348,880.00	279,104.00	69,776.00	
6-PP	Science City Skelleftea AB	Active 22/09/2022	SE	ERDF	80.00 %	316,059.00	252,847.20	63,211.80	
7-PP	Invest Stockholm	Active 22/09/2022	SE	ERDF	80.00 %	200,721.00	160,576.80	40,144.20	
8-PP	Tartu Science Park Foundation	Active 22/09/2022	EE	ERDF	80.00 %	252,711.80	202,169.44	50,542.36	
9-PP	Public Institution Lithuanian Centre	Active 22/09/2022	LT	ERDF	80.00 %	231,566.00	185,252.80	46,313.20	
10-PP	Vitruvio Foundation	Active 22/09/2022	PL	ERDF	80.00 %	240,759.84	192,607.87	48,151.97	
11-PP	Game Habitat	Active 22/09/2022	SE	ERDF	80.00 %	355,988.68	284,790.94	71,197.74	
12-PP	Sankt Kors Fastighets AB	Active 22/09/2022	SE	ERDF	80.00 %	212,494.34	169,995.47	42,498.87	
13-PP	The Royal Danish Academy	Active 22/09/2022	DK	ERDF	80.00 %	313,388.80	250,711.04	62,677.76	
Total ERDF						3,701,453.30	2,961,162.63	740,290.67	
Total						3,701,453.30	2,961,162.63	740,290.67	

7.3 Spending plan per reporting period

	EU partners (ERDF)		Total	
	Total	Programme co-financing	Total	Programme co-financing
Preparation costs	24,000.00	19,200.00	24,000.00	19,200.00
Period 1	569,905.25	455,924.19	569,905.25	455,924.19
Period 2	496,556.20	397,244.96	496,556.20	397,244.96
Period 3	772,265.20	617,812.16	772,265.20	617,812.16
Period 4	772,265.20	617,812.16	772,265.20	617,812.16
Period 5	496,556.20	397,244.96	496,556.20	397,244.96
Period 6	569,905.25	455,924.20	569,905.25	455,924.20
Total	3,701,453.30	2,961,162.63	3,701,453.30	2,961,162.63