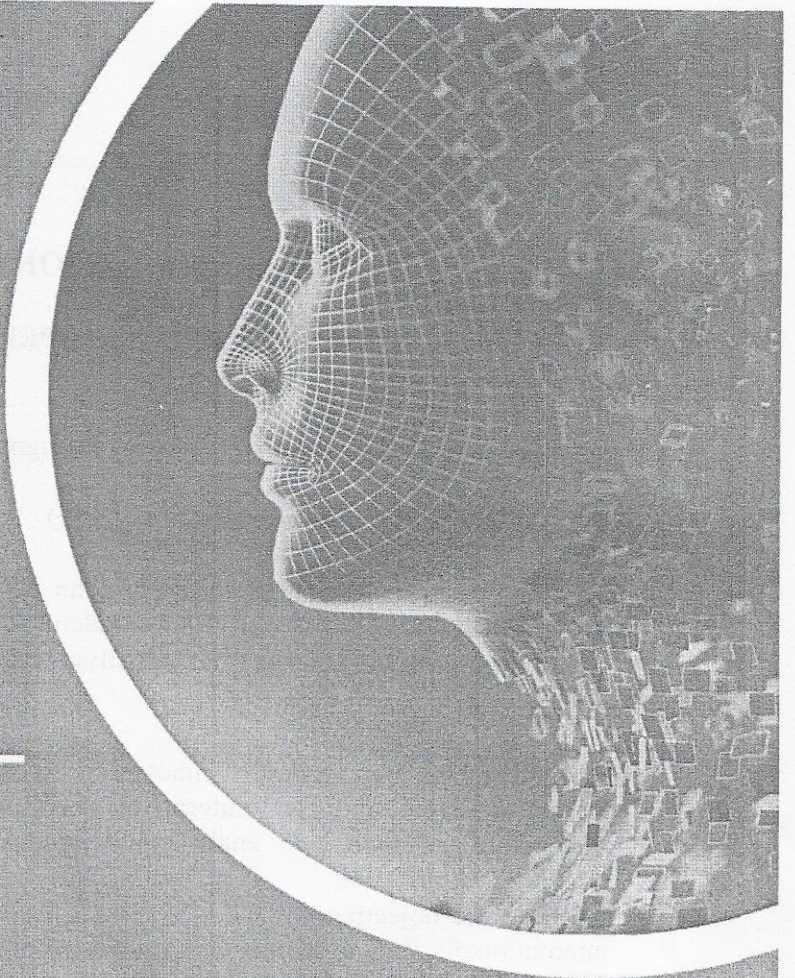


C.L.A.I.M.

Artificial Intelligence for Competences and Learning

Project Code: 2023-1-IT01-KA220-VET-000156965



External MoU



Co-funded by
the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or the European Education and Culture Executive Agency (EACEA). Neither the European Union nor EACEA can be held responsible for them.



CONFORM

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zbornica
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HELLenic
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UNION



Research Centre For
The Global Economy

CONFEDERAZIONE
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MEMORANDUM OF UNDERSTANDING

BETWEEN THE SIGNING PARTIES ON COOPERATION WITHIN THE FRAMEWORK OF THE C.L.A.I.M. PROJECT

KUMINIANO FRUIT (name of the first signatory party)

and CONFINDUSTRIA BULGARIA (name of the second signatory party)

(hereinafter referred to as “the Parties”), declare the desire to foster practical cooperation among the network of partners and stakeholders involved in the implementation of the **C.L.A.I.M. – Artificial Intelligence for Competences and Learning** project, an initiative funded by the European Commission under the Erasmus Plus programme and:

- recognising the importance of innovating Vocational Education and Training (VET) by equipping Small and Medium-sized Enterprises (SMEs) and VET providers with a common technical-methodological toolkit to analyse and diagnose training needs through AI-based proactive and predictive approaches;
- recalling the objectives of CLAIM, which include reducing skill mismatches in digital, green, and internationalisation competencies, and fostering lifelong e-learning for HR actors through open educational resources;
- conscious of the European Union’s frameworks encouraging strategic cooperation between key stakeholders (e.g. enterprises, HRM functions, VET institutions, research centres, public authorities) for enhancing human capital, as defined in initiatives such as the European Skills Agenda and the Pact for Skills

have reached the following understanding:

Paragraph I – Areas of Cooperation

Cooperation among the Parties will be focused on the dissemination, exploitation, and sustainable adoption of the CLAIM outputs, with particular reference to:

- The CLAIM model for **AI-based proactive and predictive analysis of training and professional needs** of SMEs.
- The microlearning pills, video tutorials and narrative branching scenarios developed within CLAIM as Open Educational Resources.
- The promotion of lifelong e-learning and AI-based people management approaches in the VET and SME sectors at local, national, and European levels.

The Parties will also explore synergies and collaborations with bilateral and multilateral cooperation mechanisms and regional platforms to expand the network of actors supporting CLAIM’s goals, ensuring a broader impact and sustainability of project results.

Paragraph II – Modes of Cooperation

Modes of cooperation may include, but are not limited to:

- **Sharing results and feedback** from the CLAIM model testing and piloting phases in the six EU countries.
- Promoting **information exchanges, awareness-raising campaigns, workshops, and dissemination events** to ensure the usability and outreach of CLAIM outputs.
- Supporting the **adoption and integration of the CLAIM model and tools** within the Parties' own networks, training systems, and HR management practices.
- Exploring further joint initiatives to **extend AI-based training needs analysis to other sectors and target groups**.



Paragraph III – Effect and Duration of the Memorandum of Understanding

This Memorandum of Understanding takes effect on the date of signature and will remain valid for a period of **three years**, unless terminated by either Party by giving the other Party written notice at least three months in advance.

Paragraph IV – Applicable Law

This Memorandum of Understanding does not constitute an international agreement that may lead to rights and obligations under international law. No provision of this Memorandum is to be understood and performed as a legal or financial obligation or commitment of the Parties.

Signed in SOFIA on date 6TH JANUARY in two authentic original copies.

<p>Signed by: MICHELE SANTORELLI</p> <p>In representation of: KUMINIANO FRUIT</p> <p>Signature </p>	<p>Signed by: ROBERTO SANTORELLI</p> <p>In representation of: CONFINDUSTRIA BULGARIA</p> <p>Signature </p>
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