

Main Project Concept: project concept describes activities, outputs, and results; potential partners; an indicative project budget and its breakdown into the category of costs

Deliverable D 2.1.1

Responsible Partner: National Cluster
Association

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1. Executive Summary

The "Main Project Concept" was created based on the findings from D.1.1.1, which examined the state of play on digital/AI-based B2B/C2C/B2C collaboration platforms.

Test datasets containing information on members of the three cluster organisations were prepared. These test sets were used to design the experiment.

We specified the basic scenarios that the AI platform should offer:

- Automated retrieval of publicly available information from company websites.
- Automating and 'creatively' recommending (using LLMs) which specific companies could collaborate with each other
- Automation and 'creative' recommendations (using LLMs), which specific companies might be interested in participating in various events - conferences, workshops, seminars, etc.

The aim was to test the feasibility. The assumptions were verified through an experiment carried out by a professional firm. The experiment confirmed that the defined scenarios were feasible.

Subsequently, the different parts of the future project were developed:

- Description of the primary and specific objectives of the main project
- Description of the result of the main project
- Description of the proposed methodology to reach the result
- Outline of the main activities and outputs to be delivered by the main project
- Description of the partnership, including the leading partners to be involved and their role in the project
- Budget estimation of the main project

The partners communicated regularly, and their comments were incorporated. The project plan was also discussed in the AI Expert Group meeting.

The future project contains four main work packages:

WP1 AI Platform development and improvement

WP2 AI-powered cooperation roll-out

WP3 Visibility and engagement

WP4 Management and Coordination

Each work package breaks down into sub activities with their deliverables.

An estimated budget 1 608 050 EUR.

Key Highlights:

- the main idea of the project was created
- the feasibility was verified using AI tools on test data and by scraping data from available sources and validating two scenarios for using the AI platform to connect companies and find suitable participants for matchmaking events. The project idea was successfully discussed with AI experts (Expert Group)

A proposal for a future project, including its objectives, activities, and budget, has been developed and is deemed feasible for submission to a suitable call.

2. Introduction

Europe's economy - and in particular SMEs in innovation clusters - faces the twin challenges of digital and green transformation. Yet only a minority of companies work systematically with machine learning or data analytics; they lack the knowledge, tools and capital to develop their own solutions.

The need for scalable, affordable and ethically designed use of AI is therefore becoming more urgent not only at the level of individual clusters, but also in a cross-regional and international context.

This document - D 2.1.1 "Main Project Concept" - builds on the initial study's findings on the state of digital/AI platforms and presents a specific project plan for AI4Clusters. Based on three test datasets of cluster member companies, we defined and validated three key scenarios: (1) automated collection of publicly available company data, (2) generation of recommendations for bilateral or multilateral cooperation, and (3) prediction of potential participants in professional events. An experiment conducted by an external contractor confirmed the feasibility of all scenarios and laid the technical and organizational foundation for a full-fledged project.

AI4Clusters is intended to be an open, secure and scalable cloud-based SaaS platform. Thanks to a layer of connectors to public and semi-public data sources, a set of AI services (NLP, prediction models, recommender systems) and user-friendly modules (intelligent dashboards, matchmaking & networking, marketplace services), it will enable fast expertise discovery, market trend analysis and management of international innovation projects.

- The project is based on five clearly defined specific objectives - technological, user, strategic, capacity-building and management - with measurable indicators (e.g. three major release platforms with SLA > 99% or at least 1,500 active SMEs within 36 months).
- During the conceptualisation, partners from the Czech Republic, Romania, Hungary, Slovakia, and Ukraine intensively cooperated, as did consultations with the AI Expert Group.

The result is a structure of four work packages:

WP1 AI Platform development and improvement

WP2 AI-powered cooperation roll-out

WP3 Visibility and engagement

WP4 Management and Coordination

These packages elaborate on detailed milestones, from procuring a vendor (M3) to the pilot MVP (M6) and full release (M24) to the final release with a capacity of 10,000 concurrent users (M36).

With a total budget of € 1,608,050, the project is financially realistic and ambitious enough to achieve pan-European impact.

The introductory chapter thus provides a framework from which to base the detailed descriptions of objectives, methodology and budget in the following sections of the document, and sets the ambition to make AI4Clusters a major partner of European clusters on the path to data-driven and more sustainable growth.

3. Description of the main and specific objectives of the main project

3.1 Context and baseline

Small and medium-sized enterprises (SMEs), organised in innovation clusters, are the backbone of the economy. However, only a minority have a systematic approach to using data analytics and artificial intelligence (AI).

They lack the appropriate tools, knowledge and financial capacity to develop AI solutions in-house. Yet it is AI that can accelerate new product development, optimise operational processes and improve decision-making in relation to sustainable innovation.

Nor do innovation clusters systematically use AI to find business and R&D opportunities within their own clusters and for inter-cluster collaboration at the national level.

3.2 The main objective of the project

The objective is to develop, deploy and operate an open, secure and scalable AI platform ("AI4Clusters") for European cluster organisations and their member SMEs on a long-term basis. This platform will enable:

- Quickly search for experts, technologies and opportunities based on advanced machine learning algorithms,
- analyse market trends and consumer behaviour for targeted sustainable product development,
- create and manage international innovation projects through integrated collaboration and project management tools.

The project aims to create a platform that, through the use of AI, would enable cluster managers to have a practical tool to support inter-cluster collaboration not only at the national level but especially at the European level.

3.3 Specific Objectives and Measurable Indicators

Specific Objective	Description	Indicator	Target Value
SC1 – Technological	Develop an MVP, full and final version of the AI platform with modularity and API for external integrations.	Number of releases meeting SLA > 99 %	3 releases (M6, M24, M36)
SC2 – User-centric	Engage pilot cluster organizations and expand the platform to clusters and SMEs in 5 regions.	Active users / month	≥ 30 (M18), ≥ 150 (M36)
SC3 – Strategic	Anchor AI4Clusters in national and regional RIS3 strategies and Digital Europe policies.	Official references in strategic documents	5 national/regional strategies
SC4 – Capacity Building	Create a comprehensive training and communication ecosystem for platform users.	Number of completed training sessions	≥ 250 people
SC5 – Governance	Establish transparent project management, financial control, and QA processes.	Percentage of deliverables delivered on time	≥ 95 %

3.4 Consistency with EU policies

The project directly supports Horizon Europe - Cluster 4: Digital, Industry & Space and the Interreg CE/Danube priorities on digital skills development. It contributes to:

- The Digital Decade 2030: increasing the share of SMEs using AI and big data;
- Green Deal: AI-enabled process optimisation reduces carbon footprint;
- AI Act: the platform will be designed from the outset to comply with transparency, data governance and risk management requirements.

3.5 Long-term vision and sustainability

Once funding is complete, the service will be commercialised through subscriptions and third party licensing. The open architecture will allow the functionality to be extended with additional modules (e.g. predictive maintenance, circular economy monitoring). Strategic partnerships with ECCP and national agencies will ensure long-term visibility and an influx of new users.

4. Description of the result of the main project

4.1 Functional Definition of AI4Clusters

AI4Clusters is a multilingual cloud SaaS platform built on a microservices architecture. It consists of the following layers:

1. Data layer – connectors to public data (company websites, company social media, Eurostat, Patstat), semi-public data sources (OpenAIRE) with automatic pseudonymization of sensitive data.
2. AI service layer – models for NLP (patent classification, sentiment analysis), machine learning for market potential prediction, and recommendation systems for partner matching.
3. Application layer – three key modules:
 - o Intelligent dashboards: visualization of trends, markets and technologies with export capability to policy briefs;
 - o Matchmaking & networking: peer-to-peer video rooms, shared “project canvases” and automatic notifications to relevant partners;
 - o Service marketplace: catalogue of validated services and external APIs (IP advisory, R&D testbeds).
4. User layer – responsive web, mobile application and a self-service portal with on-demand tutorials.

4.2 Legal and Security Framework

The platform will comply with GDPR (Privacy by Design), the AI Act (risk management, human oversight) and the NIS2 Directive (cybersecurity). Server hosting in EU zone Tier III, AES-256 data encryption, ISO 27001 certification by M24.

4.3 Users and User Scenarios

- Cluster managers: easy creation of project consortia, partner search by competencies and geography.
- SMEs: access to AI tools for market analysis and the opportunity to participate in projects that would otherwise be inaccessible.
- Policy and public administration: tracking impacts of cluster collaboration on the regional innovation ecosystem.

4.4 Additional Project Deliverables

- Methodologies and standards: Data Governance Framework, Best Practice Guide for ethical use of AI in SMEs.
- Strategic reports: joint report (M36) addressed to the European Commission and national governments with recommendations for scaling.
- Communication infrastructure: fully responsive product website, digital communication packages for partners, archive of video tutorials.

4.5 Impact and Monitored Indicators

Indicator	Baseline	Target at M36	Long-term Impact (3 years post-project)
Active innovation clusters on the platform	0	≥ 50	≥ 150
Active SMEs on the platform	0	≥ 1500	≥ 4500
New international projects initiated via AI4Clusters	0	≥ 10	≥ 25
Number of recommended potential collaborations between companies	0	≥ 1500	≥ 4500
Number of recommended participants in matchmaking events	0	≥ 1500	≥ 4500

5. Description of the proposed methodology to reach the result

5.1 Work Package Structure and Timeline

The development of the AI platform itself is the main objective of the project. We will engage as wide a cluster community as possible to comment on the core focus and functionality of the platform. A development specification will be created. The supplier will be selected through a tender. First, a pilot tool will be developed, then in two further iterations functionality will be expanded. The supplier will also provide technical support.

WP1 – Technical Development (M1–M36)

- M1–M3: Requirements gathering, public procurement for the supplier; output: Tender specifications.
- M4–M6: Development of MVP (core functionality, MVP UI). Internal security audit.
- M7–M17: Integration of additional data sources, unit + integration testing; output: Pilot platform.
- M18–M29: Refactoring, expansion of AI models, modular API; output: Full version.
- M30–M36: Final optimization, load testing for 10,000 concurrent users, preparation for SLA.

However, developing the platform alone will not suffice. It will be necessary to educate cluster managers and their companies, motivating them by showcasing successes to join and use the platform. Educational activities will be organized for cluster managers. We expect engagement in a “snowball” manner. Engagement of relevant stakeholders—who will support the development and use of the platform—will be extremely important.

WP2 – Roll-out and Scaling (M1–M36)

- Sub-activity 2.1: Awareness & Trust – design thinking workshops, creation of a training toolkit (M1–M6).
- Sub-activity 2.2: Pilot Adoption – 18 clusters, 30 users, evaluation of utility value (M7–M18).
- Sub-activity 2.3: General Adoption – digital marketing, self-service tutorials, service marketplace (M19–M36).
- Sub-activity 2.4: Strategic Partnerships – MoUs with ECCP, EEN, national IAs; creation of Joint Strategic Report (M30–M36).

Successful project implementation will be supported by communication activities aimed at promoting successful examples of platform use and concrete benefits for participating companies.

WP3 – Communication and Visibility (M1–M36)

- Continuous content marketing on LinkedIn, ECCP, Twitter (5 posts/month), SEO-oriented website.
- Physical promo events: 2 events per partner per year, total of 10 events.
- Final Dissemination Event: European conference (100+ participants) in M36.

We will use professional communication services.

WP4 – Coordination and Management (M1–M36)

- Governance Setup (M1–M3): Consortium Agreement, Advisory Board, quality documents.
- Operational Management: monthly online meetings, quarterly QA gate reviews, and ongoing financial reports.
- Risk Management: risk register, Monte Carlo method for quantitative scenarios.

The project will be managed using standard project management methods.

5.2 Agile Approach and Tools

The project uses standard project management tools. For AI platform development, we will use tools such as JIRA for backlog management, Confluence for documentation, GitLab CI/CD for deployment, and SonarQube for code quality.

5.3 User and Stakeholder Engagement

- Living labs: test environments in each region with participation of real SMEs.
- Focus groups: every 4 months, validation of UX, requirements, and impacts on business processes.

5.4 Horizontal Themes

- Gender mainstreaming: targeted engagement of women founders of SMEs.
- Environmental sustainability: development in a cloud environment with a lower carbon footprint (Green IT data centres).
- Open Science & Open Source: publication of non-sensitive datasets and parts of the code under the MPL 2.0 license.

5.5 Monitoring and Evaluation Framework

- KPI Dashboard: tracking fulfilment of key indicators.
- Mid-term review (M18): independent external audit of technological maturity and user impact.
- Ex post evaluation (M42): six months after project end, measuring commercial continuation of the platform.

6. Outline of the main activities and outputs to be delivered by the main project

WP1 AI Platform development and improvement

Activity 1.1 The creation and development of the AI platform (M1 – M36)

D.1.1.1 Confirmation of needs (delivery date M2)

In each region, partners confirm the needs of selected clusters, peer-to-peer reviews, round table discussions. The deliverable is a structured report from each partner.

D.1.1.2 Tender documentation (delivery date M3)

Reports from individual partners will be considered. An aggregated material will be produced. The deliverable is a "requirements for the first version and tender specifications".

D.1.1.3 Data management and AI regulations (delivery date M6)

The activity leader and an external expert will prepare a methodology for operating the platform to comply with security and legislation (GDPR, AI Act, cybersecurity). The server on which the platform will be operated will be secured. The deliverables are methodology and server hosting.

D.1.1.4 The AI platform testing (delivery date M18)

Testing the platform (dedicated tester in each partner), getting feedback from early users, modifying requirements, and requesting customisation/development. The deliverable is documentation for the enhancement of the AI platform.

D.1.1.5 The AI platform second version testing (delivery date M30)

Testing the second version of the platform, getting feedback from regular users, monitoring trends in AI, and commissioning for the final adjustment of the AI platform. The deliverable is documentation for the final AI platform enhancement.

D.1.1.6 Recommendations for further technical development of the AI platform behind the project (delivery date M36)

A proposal for further technical development of the AI platform will be prepared using the experience from the existing use of the platform, user requirements and technical developments in the field of AI. The delivery is the recommendation report for future development.

Activity 1.2 Software development of the AI platform (M4 – M36)

D.1.2.1 Tender for AI platform supplier (delivery date M4)

Based on D.1.1.2 the results of the tender for the AI platform supplier will be announced and the supplier will be selected. The deliverable is the contract with the selected supplier/SW developer.

D.1.2.2 Software development of the pilot version of the AI platform (delivery date M6)

Software development of the pilot version of the AI platform. The deliverable is the deployment of the pilot version of the AI platform.

D.1.2.3 AI platform support (delivery date M18)

Support (helpdesk) will be provided to early adopters.

D.1.2.4 Development of the second version of the AI platform (delivery date M24)

Based on D.1.1.4, improvements of the AI platform will be developed. The deliverable is the deployment of the full version of the AI platform.

D.1.2.5 AI platform support and the final improvement (delivery date M36)

Support (helpdesk) will be provided to regular users. Based on D.1.1.5 the last improvements will be done. The deliverable is the deployment of the final version of the AI platform.

Output 1.1 Pilot version of the AI platform (M6)

Pilot version of the AI platform with MVP functionality

Output 1.2 Full version of the AI platform (M24)

Full version of the AI platform ready for general use

Output 1.3 Final version of the AI platform (M36)

Final version of the AI platform ready for future

WP2 AI powered cooperation roll-out

Activity 2.1 Understanding the concept (M1 – M20)

D.2.1.1 Understanding the concept (delivery date M6)

Preparation of materials explaining the possibilities of using the AI platform, training plans and training event plans. The goal is to gain an understanding of the first users, removing mistrust. The deliverables are developed training tools in each partner region.

D.2.1.2 Early adopters' pilot (delivery date M18)

Getting the first users of the AI platform - involvement of at least 3 cluster organisations for each partner. Training provided for early adopters. Support in testing the platform. The deliverable is 18 trained and regular users of the platform.

Activity 2.2 General adoption of the AI platform (M21–M36)

D.2.2.1 Training tools and tutorials for general use (delivery date M24)

Create training tools and tutorials that will provide training without the physical involvement of trainers (video tutorials, etc.). The deliverable is a set of training tools.

D.2.2.2 Service design (delivery date M30)

Developing the design of packages of services provided by the AI platform in a simple form (according to individual uses). The deliverable is the document with the service offer.

D.2.2.3 Launching a portal with an AI platform as a generally available service (delivery date M36)

Publication of packages of services. The deliverable is a service offer published on the website.

Activity 2.3 Gaining the strategic partners for further expansion and use (M30 – M36)

D.2.3.1 Strategic report for stakeholders (delivery date M32)

Each partner will deliver a report on how AI platform contributes to the implementation of national development strategies.

D.2.3.2 Join Strategic report for stakeholders (delivery date M36)

Develop a strategic report for stakeholders (European Commission, ECCP, national cluster associations, national governments, etc.) highlighting the benefits of an AI platform.

D.2.3.3 General platform support (delivery date M36)

Sign letters of support, platform usage agreements, etc.

Output 2.1 Report from "early adoption" stage (M18)

The joint pilot report gives a detailed account of how the pilots ran in the regions (involved SMEs, achievements, types of expertise used by SMEs, challenges of pilot implementation, etc.) and also includes partners' experience.

Output 2.2. Finetuned AI platform (M36)

An AI platform as a regular service for general use is published on the website and is fully operational.

WP3 Visibility and engagement

Activity 3.1 Project and product web page (M1 – M36)

D.3.1.1 Project web page (M4)

Developed training tools in each partner region

D.3.1.2 The rollout communication pack (M4)

Developed comprehensive communication pack for general use

D.3.1.3 The Pilot Action using Communication pack

Pilot testing and improvement suggestions (M6)

D.3.1.4 Product web page (delivery date M36)

Product web page ready for the future

Activity 3.2 Communication and promotion (M1 – M36)

D.3.2.1 The Pilot Action Communication pack (delivery date M4)

Set of communication materials

D.3.2.2 Digital communication materials (M18)

Based on guidelines from communication leader partners put together a set of digital communication materials (digital flyers, teaser videos, banners) that target SMEs to be involved in the pilot. These will be used in communication channels by partners.

D.3.2.3 Regular communication (M36)

Regular communication channels, including LinkedIn, Facebook, the European Cluster Collaboration Platform website, LinkedIn forums, the project website, newsletters, press releases, as well as partners' social media accounts and websites, will be utilised to promote the project and effectively engage with the target audience. The frequency and scope of communication activities will be outlined in the communication and dissemination plan, ensuring alignment with the project work plan, milestones, and anticipated outcomes.

D.3.2.4 Local promo events (M36)

Each partner will organize 1 national event (preferably in-person but online is also possible) per second and third project year (resulting in 2 events per partner throughout the project duration) to present the project and AI platform.

D.3.2.5 Business cases creation (M36)

A series of case studies on the use of the AI platform, at least 5 studies per project partner.

Activity 3.3 The final dissemination event (M28 – M36)

D.3.3.1 The final dissemination (M36)

A final event will be organized at the European level. Each consortium partner will participate in this event, showcasing the project's achievements.

Output 3.1 Communication and dissemination plan (M18)

The communication strategy and set of digital communication materials.

Output 3.2 The final dissemination event (M36)

Transnational event

WP4 Management and Coordination

Activity 4.1 Project start and general project management (M1 – M36)

D.4.1.1 Project start (delivery date M3)

Design the management structures, appoint the members of the Advisory Board and the work packages, and organise the project launch meeting (on-site). The internal binding rules of the project will be defined in a consortium agreement.

D.4.1.2 Regular project meetings (delivery date M36)

Monthly internal project meetings organised mainly online (all heads of the working groups will participate, in order to monitor the technical, strategic and financial implementation of the project activities and to ensure compliance and efficiency).

D.4.1.3 On-site and Advisory Board meetings (delivery date M36)

In addition, three on-site meetings are planned (project launch meeting, mid-term meeting, closing meeting) to present central milestones and achievements and strengthen the networking between partners. Furthermore, meetings with the Advisory Board will be organized and held.

D.4.1.4 Consortium Coordination (delivery date M36)

Organizing the General Assembly meetings (2x), including agenda preparation, formal minutes, and follow-up actions. Coordinating milestones, deliverables, and reviews as per the description of work.

Activity 4.2 Administrative and Financial Project Management, QA (M1 – M36)

D.4.2.1 Administrative management (delivery date M36)

Supervising the project timeline and ensuring timely delivery of activities, results, administrative documents, and reports. This includes periodic and final reports, as well as issuing formal notifications to the consortium of due dates.

D.4.2.2 Financial Management (delivery date M36)

Managing the allocation and distribution of contributions to partners and stakeholders (SMEs) based on consortium decisions and the Grant Agreement. The coordinator will ensure transparency in payments, maintain accurate accounts of fund distribution, and prepare financial reports for the EC

D.4.2.3 Quality Assurance (delivery date M36)

Ensuring compliance with project policies, including Quality Management, Consortium Agreement, Knowledge and Intellectual Property (IP) management, and ethical considerations. These procedures will be formalized in the Consortium Agreement to guarantee transparency and accountability across the project.

D.4.2.4 Risk Management (delivery date M36)

Identifying, monitoring, and mitigating risks, with regular updates to the risk register. Risk analysis will be a standing agenda item during progress meetings. Polling all partners for risk inputs and maintaining a proactive approach to mitigation strategies.

Activity 4.3 Internal Communication and Quality Management (M1 – M36)

D.4.3.1 Internal Communication and Coordination (delivery date M36)

The coordinator will act as the central communication point for all partners, ensuring consistent and effective communication within the consortium. Regular updates, including meeting minutes, task reports, and relevant publications will be shared across all partners to maintain transparency. Periodic project team meetings will be organized to review progress, address challenges, and make decisions collaboratively.

D.4.3.2 Monitoring and Quality Improvement (delivery date M36)

Monitoring project performance against established indicators and contractual commitments. Adjustments to the work plan will be made as needed based on findings, ensuring alignment with the project's goals and external conditions. Progress reviews will supervise achievements and propose adaptations in line with market evolution and project milestones.

Project timeline

[illegible]

7. Description of the partnership, including the main partners to be involved and their role in the project

We assume that the project will be implemented by partners from the existing consortium:

Coordinator

PP1

Romania: Romanian Cluster Association (CLUSTERO)

Main partner responsible for WP4 Management and Coordination.

Project partners

PP2

Czech Republic: National Cluster Association (NCA)

Partner responsible for WP1 AI platform development and improvement.

PP3

Hungary: Hungarian Cluster Alliance (HCA), emphasizing competence mapping, academic partnerships, and regular cluster ecosystem analyses.

Partner responsible for WP2 AI-powered cooperation roll-out.

PP4

Slovakia: Union of Slovak Clusters (USC)

PP5

Ukraine: Ukrainian Cluster Alliance (UCA)

Partners responsible for WP3 Visibility and engagement.

8. Budget estimation of the main project

Main Cost Categories

- Personnel: project staff salaries (developers, RPA/AI experts, communication managers, project managers) over 36 months.
- Subcontracting: RPA/LLM integration services, external technical audit
- Services: servers (Tier III EU-hosted), testing devices, subscription for IT tools.
- Travel & Subsistence: partner meetings (3x on-site), 10 workshops per partner, final conference (≥ 100 participants).
- Other Direct Costs: workshops, website, communication services
- Indirect Costs: flat rate 7 % covering general administration and facility costs.

Your Requested EU Grant Amount : 1 376 490,80 EUR

BE NR/AE	Acronym	WP 001 AI Platform development and improving	WP 002 AI powered cooperation roll- out	WP 003 Visibility and engagement	WP 004 Management and Coordination	Maximum Grant Amount
Romanian Cluster Association	Clustero	290 030	79 471	74 359	136 191	580 051
National Cluster Association	NCA	189 792	53 534	43 372	12 927	299 626
Hungarian Cluster Alliance	HCA	29 464	52 764	64 601	18 663	165 490
Union of Slovak Clusters	USC	48 467	52 764	63 060	16 351	180 642
Ukrainian Cluster Alliance	UCA	39 736	51 737	46 453	12 756	150 682
TOTAL	Consortium	597 488	290 270	291 845	196 889	1 376 491

BE 001		BE 001		
Romanian Cluster Association		Romanian Cluster Association		
		UNITS	COST PER UNIT	BENEFICIARY TOTAL COSTS
Total WORK PACKAGES:				725 064,10
AI Platform development and improving				
WP 001	A. DIRECT PERSONNEL COSTS			51 500,00
	A1. Employees (or equivalent) person months			51 500,00
	Project Manager	9,00	3 500,00	31 500,00
	IT expert	2,00	5 200,00	10 400,00
	Administrative	3,00	3 200,00	9 600,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-

	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")	1,00	225 000,00	225 000,00
	C. Purchase costs			62 320,00
	C.1 Travel and subsistence per travel or day			3 320,00
	Travel	5,00	500,00	2 500,00
	Accommodation	2,00	200,00	400,00
	Subsistence	5,00	84,00	420,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			59 000,00
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")	1,00	59 000,00	59 000,00
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			338 820,00
	E. Indirect costs 7%			23 717,40
	TOTAL COSTS (A+B+C+D+E) -			362 537,40

	AI powered cooperation roll-out			
	A. DIRECT PERSONNEL COSTS			51 500,00
	A1. Employees (or equivalent) person months			51 500,00
	Project Manager	9,00	3 500,00	31 500,00
	IT expert	2,00	5 200,00	10 400,00
	Administrative	3,00	3 200,00	9 600,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			41 340,00
	C.1 Travel and subsistence per travel or day			3 340,00
	Travel	10,00	250,00	2 500,00
	Accommodation			-
	Subsistence	10,00	84,00	840,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			38 000,00
	Consumables			-
	Services for Meetings, Seminars	10,00	500,00	5 000,00
	Services for communication/promotion/dissemination			-

	Website	1,00	33 000,00	33 000,00
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			92 840,00
	E. Indirect costs 7%			6 498,80
	TOTAL COSTS (A+B+C+D+E) -			99 338,80

		Visibility and engagement		
	A. DIRECT PERSONNEL COSTS			44 900,00
	A1. Employees (or equivalent) person months			44 900,00
	Project Manager	2,00	3 500,00	7 000,00
	IT expert			-
	Administrative	2,00	3 200,00	6 400,00
	Marketing expert	9,00	3 500,00	31 500,00
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			41 968,00
	C.1 Travel and subsistence per travel or day			2 468,00
	Travel	2,00	950,00	1 900,00
	Accommodation	2,00	200,00	400,00
	Subsistence	2,00	84,00	168,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			39 500,00
	Consumables			-
	Services for Meetings, Seminars	1,00	19 500,00	19 500,00
	Services for communication/promotion/dissemination	1,00	10 000,00	10 000,00
	Website	1,00	10 000,00	10 000,00
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			86 868,00
	E. Indirect costs 7%			6 080,76
	TOTAL COSTS (A+B+C+D+E) -			92 948,76

		Management and Coordination		
	A. DIRECT PERSONNEL COSTS			154 800,00

	A1. Employees (or equivalent) person months			154 800,00
	Project Manager	36,00	3 500,00	126 000,00
	IT expert	-	-	-
	Administrative	9,00	3 200,00	28 800,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			4 302,00
	C.1 Travel and subsistence per travel or day			4 302,00
	Travel	3,00	950,00	2 850,00
	Accommodation	6,00	200,00	1 200,00
	Subsistence	3,00	84,00	252,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			159 102,00
	E. Indirect costs 7%			11 137,14
	TOTAL COSTS (A+B+C+D+E) -			170 239,14

BE 002		BE 002		
National Cluster Asociation		National Cluster Asociation		
		UNITS	COST PER UNIT	BENEFICIARY TOTAL COSTS
Total WORK PACKAGES:				374 532,10
WP 001	AI Platform development and improving			
	A. DIRECT PERSONNEL COSTS			218 400,00
	A1. Employees (or equivalent) person months			218 400,00
	Project Manager	18,00	3 800,00	68 400,00

	IT expert	27,00	5 200,00	140 400,00
	Administrative	3,00	3 200,00	9 600,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			3 320,00
	C.1 Travel and subsistence per travel or day			3 320,00
	Travel	5,00	500,00	2 500,00
	Accommodation	2,00	200,00	400,00
	Subsistence	5,00	84,00	420,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			221 720,00
	E. Indirect costs 7%			15 520,40
	TOTAL COSTS (A+B+C+D+E) -			237 240,40

	AI powered cooperation roll-out			
	A. DIRECT PERSONNEL COSTS			54 200,00
	A1. Employees (or equivalent) person months			54 200,00
	Project Manager	9,00	3 800,00	34 200,00
	IT expert	2,00	5 200,00	10 400,00
	Administrative	3,00	3 200,00	9 600,00
	Marketing expert	-	6 474,00	-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			8 340,00
	C.1 Travel and subsistence per travel or day			3 340,00
	Travel	10,00	250,00	2 500,00

	Accommodation			-
	Subsistence	10,00	84,00	840,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			5 000,00
	Consumables			-
	Services for Meetings, Seminars	10,00	500,00	5 000,00
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			62 540,00
	E. Indirect costs 7%			4 377,80
	TOTAL COSTS (A+B+C+D+E) -			66 917,80

	Visibility and engagement			
	A. DIRECT PERSONNEL COSTS			48 200,00
	A1. Employees (or equivalent) person months			48 200,00
	Project Manager	2,00	3 800,00	7 600,00
	IT expert			-
	Administrative	2,00	3 200,00	6 400,00
	Marketing expert	9,00	3 800,00	34 200,00
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			2 468,00
	C.1 Travel and subsistence per travel or day			2 468,00
	Travel	2,00	950,00	1 900,00
	Accommodation	2,00	200,00	400,00
	Subsistence	2,00	84,00	168,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			50 668,00

E. Indirect costs 7%			3 546,76
TOTAL COSTS (A+B+C+D+E) -			54 214,76

	Management and Coordination		
WP 004	A. DIRECT PERSONNEL COSTS		10 800,00
	A1. Employees (or equivalent) person months		10 800,00
	Project Manager	2,00	3 800,00
	IT expert		-
	Administrative	1,00	3 200,00
	Marketing expert		-
	0		-
	A.2 Natural persons under direct contract		-
	A.3 Seconded persons		-
	A.4 SME Owners without salary		-
	A.5 Volunteers		-
	B. Subcontracting costs (please specify details under worksheet "Comments")		-
	C. Purchase costs		4 302,00
	C.1 Travel and subsistence per travel or day		4 302,00
	Travel	3,00	950,00
	Accommodation	6,00	200,00
	Subsistence	3,00	84,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)		-
	C.3 Other goods, works and services		-
	Consumables		-
	Services for Meetings, Seminars		-
	Services for communication/promotion/dissemination		-
	Website		-
	Artistic Fees		-
	Other (please specify details under worksheet "Comments")		-
	D. Other cost categories		-
	D.1 Financial support to third parties		-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)		15 102,00
	E. Indirect costs 7%		1 057,14
	TOTAL COSTS (A+B+C+D+E) -		16 159,14

BE 003

Hungarian Cluster Alliance

BE 003		
Hungarian Cluster Alliance		
UNITS	COST PER UNIT	BENEFICIARY TOTAL COSTS

Total WORK PACKAGES:				206 863,10
AI Platform development and improving				
WP 001	A. DIRECT PERSONNEL COSTS			31 100,00
	A1. Employees (or equivalent) person months			31 100,00
	Project Manager	3,00	3 700,00	11 100,00
	IT expert	2,00	5 200,00	10 400,00
	Administrative	3,00	3 200,00	9 600,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			3 320,00
	C.1 Travel and subsistence per travel or day			3 320,00
	Travel	5,00	500,00	2 500,00
	Accommodation	2,00	200,00	400,00
	Subsistence	5,00	84,00	420,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			34 420,00
	E. Indirect costs 7%			2 409,40
	TOTAL COSTS (A+B+C+D+E) -			36 829,40

AI powered cooperation roll-out				
WP 002	A. DIRECT PERSONNEL COSTS			53 300,00
	A1. Employees (or equivalent) person months			53 300,00
	Project Manager	9,00	3 700,00	33 300,00
	IT expert	2,00	5 200,00	10 400,00
	Administrative	3,00	3 200,00	9 600,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-

	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			8 340,00
	C.1 Travel and subsistence per travel or day			3 340,00
	Travel	10,00	250,00	2 500,00
	Accommodation			-
	Subsistence	10,00	84,00	840,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			5 000,00
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination	10,00	500,00	5 000,00
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			61 640,00
	E. Indirect costs 7%			4 314,80
	TOTAL COSTS (A+B+C+D+E) -			65 954,80

	Visibility and engagement			
	A. DIRECT PERSONNEL COSTS			73 000,00
	A1. Employees (or equivalent) person months			73 000,00
	Project Manager	9,00	3 700,00	33 300,00
	IT expert			-
	Administrative	2,00	3 200,00	6 400,00
	Marketing expert	9,00	3 700,00	33 300,00
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			2 468,00
	C.1 Travel and subsistence per travel or day			2 468,00
	Travel	2,00	950,00	1 900,00
	Accommodation	2,00	200,00	400,00
	Subsistence	2,00	84,00	168,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-

	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			75 468,00
	E. Indirect costs 7%			5 282,76
	TOTAL COSTS (A+B+C+D+E) -			80 750,76

		Management and Coordination		
	A. DIRECT PERSONNEL COSTS			17 500,00
	A1. Employees (or equivalent) person months			17 500,00
	Project Manager	3,00	3 700,00	11 100,00
	IT expert			-
	Administrative	2,00	3 200,00	6 400,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			4 302,00
	C.1 Travel and subsistence per travel or day			4 302,00
	Travel	3,00	950,00	2 850,00
	Accommodation	6,00	200,00	1 200,00
	Subsistence	3,00	84,00	252,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			21 802,00
	E. Indirect costs 7%			1 526,14
	TOTAL COSTS (A+B+C+D+E) -			23 328,14

BE 004

BE 004

Union of Slovak Clusters		Union of Slovak Clusters		
		UNITS	COST PER UNIT	BENEFICIARY TOTAL COSTS
Total WORK PACKAGES:				225 802,10
WP 001	AI Platform development and improving			
	A. DIRECT PERSONNEL COSTS			53 300,00
	A1. Employees (or equivalent) person months			53 300,00
	Project Manager	9,00	3 700,00	33 300,00
	IT expert	2,00	5 200,00	10 400,00
	Administrative	3,00	3 200,00	9 600,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			3 320,00
	C.1 Travel and subsistence per travel or day			3 320,00
	Travel	5,00	500,00	2 500,00
	Accommodation	2,00	200,00	400,00
	Subsistence	5,00	84,00	420,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			56 620,00
	E. Indirect costs 7%			3 963,40
	TOTAL COSTS (A+B+C+D+E) -			60 583,40

		AI powered cooperation roll-out		
WP 002	A. DIRECT PERSONNEL COSTS			53 300,00
	A1. Employees (or equivalent) person months			53 300,00
	Project Manager	9,00	3 700,00	33 300,00
	IT expert	2,00	5 200,00	10 400,00
	Administrative	3,00	3 200,00	9 600,00

	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			8 340,00
	C.1 Travel and subsistence per travel or day			3 340,00
	Travel	10,00	250,00	2 500,00
	Accommodation			-
	Subsistence	10,00	84,00	840,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			5 000,00
	Consumables			-
	Services for Meetings, Seminars	10,00	500,00	5 000,00
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			61 640,00
	E. Indirect costs 7%			4 314,80
	TOTAL COSTS (A+B+C+D+E) -			65 954,80

		Visibility and engagement		
	A. DIRECT PERSONNEL COSTS			71 200,00
	A1. Employees (or equivalent) person months			71 200,00
	Project Manager	9,00	3 700,00	33 300,00
	IT expert			-
	Administrative	2,00	3 200,00	6 400,00
	Marketing expert	9,00	3 500,00	31 500,00
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			2 468,00
	C.1 Travel and subsistence per travel or day			2 468,00
	Travel	2,00	950,00	1 900,00
	Accommodation	2,00	200,00	400,00
	Subsistence	2,00	84,00	168,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-

	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			73 668,00
	E. Indirect costs 7%			5 156,76
	TOTAL COSTS (A+B+C+D+E) -			78 824,76

Management and Coordination				
WP 004	A. DIRECT PERSONNEL COSTS			14 800,00
	A1. Employees (or equivalent) person months			14 800,00
	Project Manager	2,00	3 700,00	7 400,00
	IT expert			-
	Administrative	2,00	3 700,00	7 400,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			4 302,00
	C.1 Travel and subsistence per travel or day			4 302,00
	Travel	3,00	950,00	2 850,00
	Accommodation	6,00	200,00	1 200,00
	Subsistence	3,00	84,00	252,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
	D.1 Financial support to third parties			-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			19 102,00
	E. Indirect costs 7%			1 337,14

Ukrainian Cluster Alliance		BE 005		
		Ukrainian Cluster Alliance		
		UNITS	COST PER UNIT	BENEFICIARY TOTAL COSTS
Total WORK PACKAGES:				188 352,10
	AI Platform development and improving			
WP 001	A. DIRECT PERSONNEL COSTS			43 100,00
	A1. Employees (or equivalent) person months			43 100,00
	Project Manager	9,00	2 800,00	25 200,00
	IT expert	2,00	5 200,00	10 400,00
	Administrative	3,00	2 500,00	7 500,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			3 320,00
	C.1 Travel and subsistence per travel or day			3 320,00
	Travel	5,00	500,00	2 500,00
	Accommodation	2,00	200,00	400,00
	Subsistence	5,00	84,00	420,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-
	D. Other cost categories			-
D.1 Financial support to third parties			-	
TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)				46 420,00
E. Indirect costs 7%				3 249,40
TOTAL COSTS (A+B+C+D+E) -				49 669,40

	AI powered cooperation roll-out				
WP 002	A. DIRECT PERSONNEL COSTS				52 100,00
	A1. Employees (or equivalent) person months				52 100,00
	Project Manager		9,00	3 800,00	34 200,00
	IT expert		2,00	5 200,00	10 400,00
	Administrative		3,00	2 500,00	7 500,00
	Marketing expert				-
	0				-
	A.2 Natural persons under direct contract				-
	A.3 Seconded persons				-
	A.4 SME Owners without salary				-
	A.5 Volunteers				-
	B. Subcontracting costs (please specify details under worksheet "Comments")				-
	C. Purchase costs				8 340,00
	C.1 Travel and subsistence per travel or day				3 340,00
	Travel		10,00	250,00	2 500,00
	Accommodation				-
	Subsistence		10,00	84,00	840,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)				-
	C.3 Other goods, works and services				5 000,00
	Consumables				-
	Services for Meetings, Seminars				-
	Services for communication/promotion/dissemination		10,00	500,00	5 000,00
	Website				-
	Artistic Fees				-
	Other (please specify details under worksheet "Comments")				-
	D. Other cost categories				-
	D.1 Financial support to third parties				-
	TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)				60 440,00
E. Indirect costs 7%				4 230,80	
TOTAL COSTS (A+B+C+D+E) -				64 670,80	

	Visibility and engagement			
WP 003	A. DIRECT PERSONNEL COSTS			35 800,00
	A1. Employees (or equivalent) person months			35 800,00
	Project Manager	2,00	2 800,00	5 600,00
	IT expert			-
	Administrative	2,00	2 500,00	5 000,00
	Marketing expert	9,00	2 800,00	25 200,00
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-

C. Purchase costs				18 468,00
C.1 Travel and subsistence per travel or day				2 468,00
Travel	2,00	950,00		1 900,00
Accommodation	2,00	200,00		400,00
Subsistence	2,00	84,00		168,00
C.2 Equipment (please refer to the Depreciation Cost sheet)				-
C.3 Other goods, works and services				16 000,00
Consumables				-
Services for Meetings, Seminars	2,00	3 000,00		6 000,00
Services for communication/promotion/dissemination	1,00	10 000,00		10 000,00
Website				-
Artistic Fees				-
Other (please specify details under worksheet "Comments")				-
D. Other cost categories				-
D.1 Financial support to third parties				-
TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)				54 268,00
E. Indirect costs 7%				3 798,76
TOTAL COSTS (A+B+C+D+E) -				58 066,76

Management and Coordination				
WP 004	A. DIRECT PERSONNEL COSTS			10 600,00
	A1. Employees (or equivalent) person months			10 600,00
	Project Manager	2,00	2 800,00	5 600,00
	IT expert			-
	Administrative	2,00	2 500,00	5 000,00
	Marketing expert			-
	0			-
	A.2 Natural persons under direct contract			-
	A.3 Seconded persons			-
	A.4 SME Owners without salary			-
	A.5 Volunteers			-
	B. Subcontracting costs (please specify details under worksheet "Comments")			-
	C. Purchase costs			4 302,00
	C.1 Travel and subsistence per travel or day			4 302,00
	Travel	3,00	950,00	2 850,00
	Accommodation	6,00	200,00	1 200,00
	Subsistence	3,00	84,00	252,00
	C.2 Equipment (please refer to the Depreciation Cost sheet)			-
	C.3 Other goods, works and services			-
	Consumables			-
	Services for Meetings, Seminars			-
	Services for communication/promotion/dissemination			-
	Website			-
	Artistic Fees			-
	Other (please specify details under worksheet "Comments")			-

D. Other cost categories			-
D.1 Financial support to third parties			-
TOTAL DIRECT COSTS INCLUDING SUBCONTRACTING (A+B+C+D)			14 902,00
E. Indirect costs 7%			1 043,14
TOTAL COSTS (A+B+C+D+E) -			15 945,14

9. Conclusion

The implementation of the experiment confirmed that the combination of RPA and big language models can reliably extract public data, generate meaningful recommendations for B2B collaboration and target companies to participate in events. This fulfilled a key objective of the feasibility phase and opened the way to a full-fledged AI4Clusters project.

During the conceptualisation process, a logical follow-up package plan (WP1-WP4) was developed with clear milestones, budget and partner roles across the five countries of the Danube Region.

The project relies on measurable indicators (e.g. 50 active clusters and 1,500 SMEs by the end of implementation), thus contributing to the Digital Decade 2030 and to skills development in the sense of the RIS3 strategies of the Member States.

From a technology perspective, a modular architecture is designed with a strong emphasis on security (GDPR-by-design, AES-256 encryption, EU Tier III hosting), interoperability (open APIs) and future extensibility with additional domain modules (predictive maintenance, circular economy). This ensures the long-term relevance of the platform and the possibility of its commercialisation after public funding in the form of subscription and licensing to third parties.

We have thus moved from a strategic framework to a detailed road-map:

1. **M1-M3** - procurement, governance and quality settings,
2. **M4-M6** - MVP development and first validation in live labs,
3. **M7-M24** - scaling data sources and features, expanding to 18 pilot clusters,
4. **M25-M36** - finalisation of production-ready version, introduction of self-service portal and conclusion of MoUs with pan-European networks.

The prepared consortium model - with CLUSTERO's leadership, NCA's technical leadership and clear division of responsibilities among other partners - guarantees effective risk management, transparent financial control and regular external impact audits.

Future benefits

- For cluster managers: significant reduction in the time needed to find partners and form a consortium.
- For SMEs: access to available AI tools and new international markets.
- For policy-makers: data-driven insight into the innovation ecosystem and opportunities for targeted support.

Appendix

- Feasibility study: RPA & AI – Data scraping a matching

RPA & AI – Data scraping a matching

The feasibility study

1. ABOUT THE DOCUMENT

This document provides clear information on the possibilities of using RPA, AI (LLMs) and other technologies to automate the collection of publicly available information on websites and for other tasks.

The client specified three different requirements for automation and information work:

- Automating the extraction of publicly available information from company websites
- Automation and 'creative' recommendations (using LLMs) of which specific companies could collaborate with each other
- Automation and 'creative' recommendations (using LLMs) of which specific companies might be interested in participating in various events - conferences, workshops, seminars, etc.

The document addresses the possibilities of automating the individual requirements above, defines possible opportunities, pitfalls, technologies used, etc.

2. INFORMATION COLLECTION

2.1. Assignment

The goal is to obtain information about selected organizations from publicly available sources (websites) and then present this information in the form of a report in MS Excel. The information obtained then serves as a basis for two other requirements (establishing cooperation between companies and recommendations for approaching them to participate in the event).

The basis for collecting information is:

- a list of organizations and their websites from which information should be obtained
 - ideally in the form of an MS Excel table, .CSV table, or JSON or XML
- defined and defined areas of information that need to be obtained
 - ideally in the form of JSON or XML, or MS Excel or .CSV tables

- This can be very specific information (e.g. email of the contact person) or also areas of information (e.g. areas of research and development that the organization is involved in)

2.2. Solution

In general

To solve the task, we used a combination of two technologies – UiPath RPA software and LLMs (AI). UiPath's robot software was responsible for performing the information collection process, while LLMs took care of extracting the required information collected by the robot.

The process itself is as follows. The robot reads a list of organizations and websites from which information extraction is required. It then repeats the steps below for each organization.

The robot 'visits' the organization's website and retrieves the presented data in HTML form. This data is then sent to LLM with a predefined prompt and structure and areas of information to be retrieved. LLM extracts the required information from the HTML and also recommends 8-12 websites from the organization that might contain additional information of interest. The robot then visits these additional sites, extracts their HTML and sends a request to LLM to supplement the information that has already been retrieved.

After processing all organizations, the robot will provide output in the form of an MS Excel spreadsheet. The output contains extracted information for each organization.

Technology – RPA

To automate the process itself, UiPath RPA software is used – specifically UiPath Studio to develop the automation and UiPath Robot to execute it. UiPath Robot handles all the work related to retrieving/writing information, communicating with websites, and communicating with LLMs (including creating the prompt and processing the LLM output).

Alternatives to using UiPath can be to automate the process using Python or n8n software.

Technology – LLMs

To extract information from HTML, LLMs from OpenAI (ChatGPT 4o) and Google (Gemini 2.0 Flash) were used. Both were tested, but only one is needed to perform the process. Thanks to the ability of LLMs to understand text, the required information is extracted from the HTML and sent back to the robot in a predefined structure that allows further processing by the robot.

There are many possible alternatives here, whether we look at other models from the same companies or at offerings from other companies. If the companies provide the ability to integrate LLM via API and the model supports structured output (JSON), then changing the model used should be possible and relatively easy.

2.3. Result

The process was automated using RPA and LLM (ChatGPT 4o), below you can find the output of the process - the developer's notes are in red. We leave the evaluation of the quality of the output to the client.

2.4. LLM costs

The cost of using individual LLM models often changes and the resulting price also depends on the size of the input and output data. When using the LLM model GPT-4o, the costs were around 24 CZK per processing of one organization. The costs could be additionally reduced (estimated to be up to 1/10) by the following steps:

1. By cleaning input data (see opportunities below) from unnecessary JS and CSS parts of HTML.
2. By using a cheaper LLM model - here it will be necessary to test which cheaper models are still capable of delivering optimal output quality.

2.5. Opportunities, constraints and risks

Opportunities

In terms of opportunities, there is great potential for the future development of LLMs. Their rapid development has continued over the past few years, resulting in improved capabilities, an increase in the range of text they can work with, and a reduction in the cost of interacting with them.

An opportunity can also be the development or modification of the existing automation solution. It is possible to modify the method of HTML extraction and thus obtain only the

relevant content of the website (e.g. without JS scripts and CSS) - this will lead to a better result from LLM and a lower price for interacting with it. It is also possible to change the method of starting the process (from manual launch over an MS Excel spreadsheet) so that the process starts, for example, after receiving an email with a spreadsheet, after receiving a message (MS Teams, Telegram, etc.) with information about which organization and website need to be processed, etc. However, such modifications may mean the need to purchase other licenses or use other software to start the automation.

Limitations and risks

There are several limitations and risks in the process.

The first limitation/risk is the way the web page is read. The robot visits the page using an http request and retrieves the page content. In most cases, this works, but if the web page is dynamically generated by the browser after it is visited (e.g. Ajax), the robot may not get relevant data - the page content will be practically devoid of usable information. As a result, there may be a risk of LLM 'hallucinations' - in the absence of data, the LLM may invent some.

Dynamically generated websites are a minority, and LLMs' hallucinations are now much less common than they used to be. This limitation/risk can be reduced in three ways.

1. By manually checking the test output of the process and identifying what a dynamically loaded web page looks like. Once we are able to teach the robot what such a page looks like, the robot will not process such an organization/site.
2. By adding a check to the LLM prompt for the HTML input from the given website. If LLM identifies it as a dynamically loaded page, it will not generate any output from it and will send this information back to the robot. As a result, such an organization/page will not be processed.
3. By modifying the process of automating the website visit (e.g. using Playwright , Selenium or Puppeteer). The page would probably be visitable and it is possible that data extraction would also be possible. However, the overall solution would not be possible through UiPath and could be very demanding on the overall runtime.

The second limitation/risk is the possibility of LLM hallucinating or extracting information incorrectly. LLM is capable of understanding text, but it cannot currently be relied upon as a 100% human replacement. It is therefore necessary to take into account that the resulting information may not be 100% accurate.

The third limitation is in the scope of information that LLM is able to process. LLM interprets input data (i.e. prompt) using tokens - one token can be viewed roughly as one

character, although this is a great simplification. LLMs are able to work with text up to a certain number of tokens, the so-called context. If the range of tokens in the input is larger than the context of a given LLM model, the model may return an error or irrelevant or 'hallucinated' information. This limitation can be mitigated by adjusting the method of extracting HTML from a web page (mentioned in the Opportunities section above). The context of models also increases as they develop, and it is a reasonable assumption that in the future this limitation may not apply to our case.

A fourth risk/limitation may be the collection of personal data (e.g. name, surname, email, phone) of individuals. Although the data is publicly available, its collection and further processing may be problematic from a GDPR perspective. The way the process obtains the information does not work in any way with the robot.txt file, which web servers use to control what search engines and scraping scripts can index or retrieve.

3. POTENTIAL COLLABORATION

3.1. Assignment

The aim is to obtain recommendations on which organisations might be interested in establishing cooperation in various areas. The organisations for which information was obtained in the Information Gathering process are considered, with the information collected serving as a basis for deciding which organisations might establish cooperation with each other.

3.2. Solution

In general

There are two different options for solving the given task.

The first option is to let LLM prepare the output for all organizations at once. In this case, LLM will be sent information about all organizations and LLM will try to find cooperation opportunities between individual companies. The advantage may be faster processing if a Yes/No answer to the question of possible cooperation is enough. If we want sufficient detail and cooperation proposals, the second option will be a more suitable approach.

The second option is an iterative approach to finding cooperation opportunities between organizations. This means that the robot or script gradually goes through the list of organizations and for each possible pair asks LLM to evaluate cooperation opportunities. LLM therefore always evaluates cooperation opportunities only between two organizations. This procedure allows for the development of the output in sufficient

detail. The disadvantage is a longer processing time and at the same time higher costs for LLM.

Technology – RPA

In the case of an iterative approach to information gathering, it is ideal to use RPA or other technology to automate the process. Obtaining recommendations for pairs of organizations is possible in the chat interfaces of LLM models, but such a procedure will be laborious and time-consuming.

3.3. Result

The process itself was not automated and the output in this case is not structured. Based on the attached result (ChatGPT 4o), it can be seen that LLM is capable of detailed output. We leave the evaluation of the quality of the output to the client.

3.4. LLM costs

Please consider the following information as an estimate. The cost of using individual LLM models often changes and the resulting price also depends on the size of the input and output data.

The average input length can be c. 3000 tokens. The average output length can be c. 1500 tokens.

At a price of 0.00006 CZK per input token and 0.00024 CZK per output token for the GPT-4o model, we get to 0.18 CZK per input ($0.00006 * 3000$) and 0.36 CZK per output ($0.00024 * 1500$). That is, 0.54 CZK for processing one pair of organizations.

3.5. Opportunities, constraints and risks

Opportunities

The process could be automated in another way (e.g. using n8n), which would allow ad hoc processing of pairs of organizations in a user-friendly way (e.g. using MS Teams chat or email).

Limitations and risks

The same risk of hallucinations applies here as in the case of information gathering – LLM is able to understand text, but at present it cannot be relied upon as a 100% human replacement. It is therefore necessary to take into account that the output and the offered cooperation possibilities may not 100% reflect reality.

As mentioned, it is currently not a good practice to process all organizations at once (in one LLM prompt) - the results will likely not be detailed and their utility will be low. It is possible that future developments will bring changes to this.

4. EVENT OFFER

4.1. Assignment

The goal is to get recommendations on which organizations might be interested in participating in specific events (workshops, conferences, seminars). Organizations for which information was obtained in the Information Gathering process are considered, with the collected information serving as a basis for deciding which organizations would be interested in the given event.

4.2. Solution

In general

There are two different options for solving the given task.

The first option is to have LLM produce the output for all organizations at once. In this case, information about all organizations will be sent to LLM and LLM will try to find those organizations that might be interested in participating in the event. As in the Potential Collaboration section, faster processing may be an advantage if a Yes/No answer to the question of interest in the event is enough. If we want additional information about why a given organization would be interested in the conference (e.g. for a personalized invitation), the second option will be a more suitable approach.

The second option is an iterative approach to determining interest in a given event. This means that the robot or script gradually goes through the list of organizations and for each organization asks LLM to evaluate whether the organization would be interested in the given event. LLM continually evaluates the interest of one organization and is thus able to produce a more detailed output, including reasons for participation. The disadvantage is again a longer processing time and at the same time higher costs for LLM.

Technology – RPA

In the case of an iterative approach to determining interest in an event, the ideal use of RPA or other technology to automate the process is.

4.3. Result

The process itself was not automated and the output in this case is not structured. Based on the attached results (ChatGPT 4o), it can be seen that LLM is able to assess whether the given organization may be interested in the offered event and is also able to design an invitation to the event. We leave the assessment of the quality of the output to the client.

4.4. LLM costs

Please consider the following information as an estimate. The cost of using individual LLM models often changes and the resulting price also depends on the size of the input and output data.

The average input length can be c. 2000 tokens. The average output length can be c. 1000 tokens.

At a price of 0.00006 CZK per input token and 0.00024 CZK per output token for the GPT-4o model, we get to 0.12 CZK per input ($0.00006 * 2000$) and 0.24 CZK per output ($0.00024 * 1000$). That is, 0.36 CZK for processing an event proposal for a given organization.

4.5. Opportunities, constraints and risks

Opportunities

The process could be automated in another way (e.g. using n8n), which would allow for an ad hoc assessment of an organization's interest in a specific event in a user-friendly way (e.g. using MS Teams chat or email).

In the case of sending invitations, additional steps could be taken with the help of RPA and a draft invitation could be created in MS Outlook.

Limitations and risks

The same risk of hallucinations applies here as in the case of information gathering – LLM is able to understand text, but at present it cannot be relied upon as a 100% human

replacement. It is therefore necessary to take into account that the output and the offered cooperation possibilities may not 100% reflect reality.

As mentioned, it is currently not a good practice to process all organizations at once (in one LLM prompt) - the results will likely not be detailed and their utility will be low. It is possible that future developments will bring changes to this.