



Enabling a dialogue
between the demand and
supply side within e-learning
in the European classroom





“Tell me and I forget, Teach me and I will remember, Involve me and I will learn”
(Benjamin Franklin)

IMAILE in a nutshell

IMAILE is the first project at the European level that addresses the area of **ICT in the field of education and e-learning** from both the demand and the supply side. Enabling a dialogue between the demand and supply sides will allow research and innovation to focus on the actual needs of the end-users (our European schools, teachers and students) by equipping them with the tools they need to bring the **classroom into the 21st century**.

The IMAILE consortium, consisting of 4 procurers at the EU level, has identified a common challenge of **increased demand of personalised learning in STEM** (Science, Technology, Engineering and Maths) for primary and secondary schools. This challenge will be the basis of a pre-commercial procurement (PCP) worth 4 million Euros, open for European suppliers during 2015.

First PCP project in the field of Education at the EU level	
Common identified challenge:	<ul style="list-style-type: none">- increased demand for personalised learning- focus on STEM fields in primary/secondary education
11 partners in 7 countries	4 partners Buyers Group (SE, FI, DE, ES) 7 Support organisations PCP, ICT and Dissemination (SE, HU, PT, DE, FI, AT)
Total budget	5.4 million euros
Budget suppliers	4 million euros
Publication of joint European call for tenders: May 2015	
Project start: February 2014 (duration: 42 months)	

Partners





The Challenge

IMAILE has identified and decided to focus upon the challenge of an **increased demand for personalised learning**, new technology should support schools and teachers in an innovative and creative way.

The **Personal Learning Environment (PLE) in IMAILE** is understood as a system that connects students, teachers, school managers, tutors, families and the wider community by means of open and commercial ICT solutions inside and outside the school facilities, supporting lifelong learning, enabling students to control and define their own learning processes under the mentoring of the teacher.

The next generation of **PLE's for students in primary and secondary school** in the topics **Science, Maths and Technology (STEM)** should support different learning styles with the following personal content:

- Content and digital curricula of STEM topics, self assessment
- Tools for collaboration, communication, cooperation with others
- Classroom management (interaction with teachers for planning and selecting the tools, assessment according to 21st century skills)
- Connectedness, parents, wider community, other students

Based on an in-depth needs analysis in the procurer countries and beyond at the EU level the IMAILE consortium has identified that the innovative PLE technology/solutions will have the following impact in meeting demands:

Short-term Impact

Teaching/Learning

- **Increase students' motivation** to learn STEM subjects
- Applicable to **all learning styles** according to the Learning and Teaching Styles (Felder & Silverman, 1988, revised in 2002): active/reflective, sensing/intuitive, visual/verbal and sequential/global.
- Provide **creative, collaborative and motivating solutions for STEM education** based on actively engaging students.
- Create **more 1 to 1 meetings between teacher and student** in the classroom.
- Reduce **teachers planning hours**.

Assessment

- **Provide students with personalised formative feedback and scaffolding**, based on their learning paths, needs and styles.

Technical issues

- Applicable to **all devices** (responsive design for computers, mobile phones, tablets...), our PLE solution should be a tool that can also be easily used on the students' personal devices.

Mid-term and long-term Impact

Teaching/Learning

- **Support all students to reach their goals in a personalised way.**
- Lead to a real shift from **teacher centred learning to student centred learning** in STEM at schools.
- Develop a more **integrative approach to STEM education**.
- Support **connectedness with the wider community**, including families, other schools...
- **Support teachers and students** in primary/secondary education within STEM topics.

Assessment

- Create a **long-term identity collected in a European Digital Portfolio** that supports lifelong learning (and recognition) for the students.
- Reduce the number of **early dropouts**.

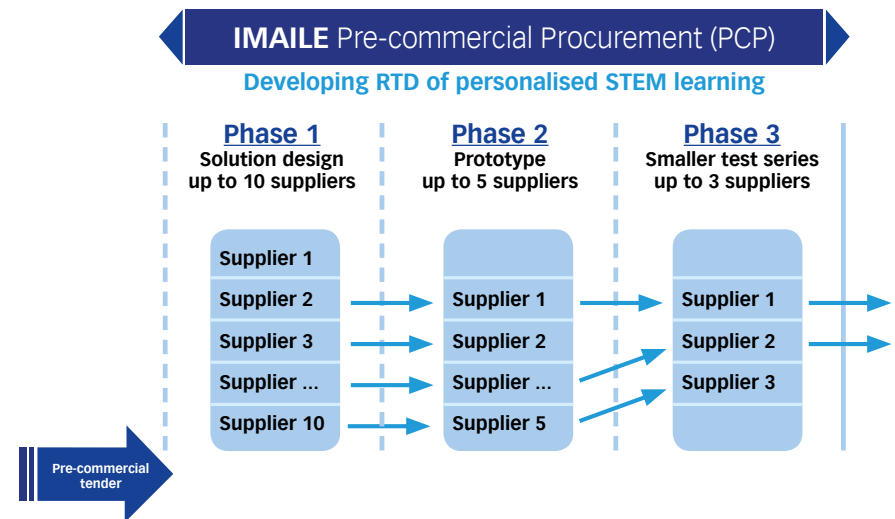
Pre-commercial procurement (PCP) as a method

PCP enables the sustainable development of any kind of market that requires new technology and research in order to meet future challenges which have been identified by customers.

The PCP process based on different steps:

1. European public procurers identify one common mid- to long term challenge that requires new research and development.
2. The challenge is presented to the industry / SMEs in a European call for tenders.
3. Competition and award procedures of participating suppliers take place in order to provide innovative solutions.
4. At the end of the PCP process the supply side (Industry, researchers and SMEs) will have developed innovative solutions, evaluated by and with input from end users and future customers. And the demand side (public procurers of ICT in Education) will have obtained a solution that matches their development needs.

In IMAILE public procurers of ICT in Education from 4 countries (Sweden, Finland, Germany, Spain) use the **PCP instrument (pre-commercial procurement)** to stimulate **user driven innovation** in cooperation with European ICT industry, research and SMEs.



- I. Activities for subcontracting suppliers of solutions (4 million euros)
 - II. Call for tenders launched in May 2015
 - III. 3 stages with one framework contract
- 1) PCP solution design 400 000 euros (up to 10 suppliers funded)
 - 2) Prototype 1 600 000 euros (up to 5 suppliers funded)
 - 3) Test series 2 000 000 euros (up to 3 suppliers funded)



What is in it for Procurers?

“Influence future innovations according to your public actual needs in dialogue with suppliers”

You as **public procurers** are strong buyers and IMAILE is a great opportunity to learn more about the new PCP instrument that can be used in many sectors (health, energy, environment etc) and influence future innovations according to your public actual needs. The PCP process also supports you in increased technology development and reduces the risks connected to commercial tendering.

“Enable an instrument that focus on political priorities”

PCP provides the following advantages at a **decision making** level:

- Quality of public services
- Focus on political priorities
- Improve innovation climate
- Attract foreign investment
- Increase employment

Keep up to date with the Procurer's Portal!

<http://imaile.eu/procurer-portal/>

What is in it for Suppliers?

“Develop your e-learning innovations through dialogue with end users”

Pre-commercial procurement gives the following benefits to you as a supplier (researcher, SME or industry):

- Better developed products in cooperation with end users
- Economies of scale
- Increased market size
- Shorter time to market
- Global competitiveness with a product that is in great demand, including the US and Asian markets

According to our recent complete market analysis there is **no existing technology available** on the market that provides innovative solutions to match our identified needs.

Our identified challenge will therefore be the basis of a **pre-commercial procurement worth 4 million euros open to European suppliers** during 2015 (800.000 euros for suppliers awarded stages 1,2 and 3).

Keep up to date with the Supplier's Portal!

<http://imaile.eu/supplier-portal/>

What is in it for Schools?

“Take a proactive role in designing future learning/teaching”

IMAILE allows schools and teachers in Europe to face the personalised learning challenge head on by offering them the chance to actively participate in influencing new RTD and development according to actual needs.

Parallel to the IMAILE activities an **IMAILE eTwinning project** will be developed between Sweden, Hungary, Spain, Finland and Germany. Through international cooperation and interactive use of ICT, both teachers and students can acquire improved knowledge, skills and values. The participants will also gain conditions to become aware and active learners, able to interact internationally with ICT, able to deal critically and creatively to the future challenges by:

- sharing ideas and information about the use of technology in education
- inspiring to explore new ways of teaching through technology
- raising questions and seeking answers about technology and education

This project aims to:

1. Focus on teachers' and students' use/skills of ICT (Information and Communication Technologies) in STEM subjects.
2. Share and evaluate science initiatives, and enhance, enrich and widen access to better practices with ICT.

Age of the pupils: 7 – 14

Used language: English

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Keep up to date with the School's Portal!

<http://imaile.eu/school-portal/>

Contact

Project acronym: IMAILE

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Further information

<http://imaile.eu>





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Customised
Creative learning

Innovative teaching
Focus on true pedagogical needs

Grant agreement number: 619231

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