AILEEN

Expanding the CoVE Network

Strategies, Engagement Approaches & Practical Pathways for Regional and European Expansion

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Session Overview & Roadmap

- Key Session Goals
  - Identify **actionable solutions** to expand the AILEEN CoVE ecosystem across Europe and associate regions.
  - Understand how to **position** advanced manufacturing **tools** (welding, NDT, additive manufacturing) to **attract** key stakeholders.
- Interactive Agenda
  - Network Composition & Interactive Warm-up
  - Case Study in Türkiye
  - Value Pitch & Onboarding Pathways
  - Interactive Action Plan & Next Steps



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Interactive Audience Warm-Up

– How many partner organisations are currently active within your local CoVE ecosystem?



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Case Study in Türkiye

– Strong national CoVE footprint by aligning academic research with aerospace & defence manufacturing requirements













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Case Study in Türkiye

Canan Öztürk • 1:09 PM

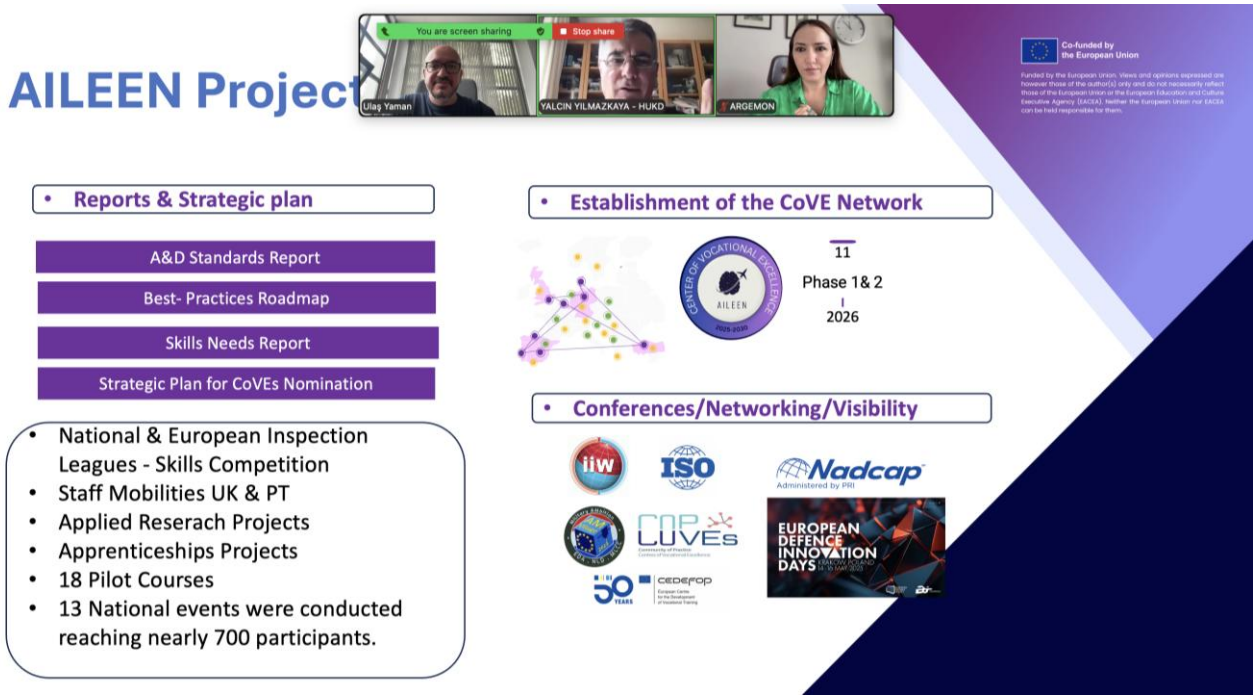
Ulaş Hocam merhaba,

Havacılık ve Uzay Kümelenmesi Derneği (HUKD) proje danışmanıyım. İzmir ve Ege Bölgesi'nde havacılık ve savunma sanayinin gelişmesi ve nitelikli insan kaynağı altyapısının geliştirilmesine yönelik çalışmalar yürütüyoruz.

METU KATAMER'in Türk CoVE tarafındaki koordinasyonunu yürüttüğünüzü gördüm. HUKD olarak hem mevcut çalışmalarınızı daha yakından tanımak hem de İzmir'de geliştirmekte olduğumuz yapı ile olası iş birliği alanlarını değerlendirmek isteriz.

Sizin için de mümkünse, uygun olduğunuz bir zamanda kısa bir çevrim içi görüşme gerçekleştirmek isteriz.

Saygılarımla,
Canan Öztürk (Edited)



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Core Network Building Activities

- **Open days**
  - Host targeted open-door sessions showcasing lab facilities, high-tech welding, and additive manufacturing setups to industry leaders
- **Testing Services**
  - Provide specialized NDT (Non-Destructive Testing), mechanical testing and materials qualification trials as entry points for industrial partnerships
- **Training Pilots**
  - Deliver specialized EU-aligned modular pilot courses targeting immediate industrial skill shortages in A&D manufacturing

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Crafting the Right Value Pitch

– **Targeting Key Decision-Makers**
  - **Focus on Solutions:** Frame CoVE membership around solving workforce shortages and upskilling needs.
  - **Highlight Standardization:** Leverage EWF, IAMQS, and Nadcap aligned international qualifications.
  - **Shared Infrastructure:** Offer SMEs access to state-of-the-art research facilities and testing equipment.
  - **Convince the Decision Maker:** Tailor arguments specifically for HR executives, CTOs, and VET directors.

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Tangible Network Offerings

- **Excellence Platform Features**
  - **Free Course Catalogues:** Ready-to-use curricula for welding, brazing, additive manufacturing, and inspection.
  - **Educational Kits:** Turnkey training packages and AR/VR modular learning units available for member centers.
- **Excellence Platform Features**
  - **CoVEs Network Hub:** Transnational platform for knowledge exchange, joint projects, and mobility coordination.
  - **EU Pool of Trainers:** Direct connection to certified international experts and master trainers across Europe.

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Network Expansion Cadence

- Quarterly
  - Regional workshops and open laboratory demonstration days.
- National Events
  - Annual national CoVE summits engaging industry & VET providers.
- Expositions
  - Targeted presence at major European Aerospace & Defence fairs.
- Milestones
  - Regular CoVE nomination reviews and onboarding cycles.

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Flexible Expansion Strategies

- **Modular Participation:** Allow new institutions to join specific initiatives (e.g., pilot courses or research calls) before committing to full CoVE nomination.
- **Tiered Membership:** Provide clear transition steps from voluntary network associate to fully accredited AILEEN CoVE partner.
- **Adaptable Regional Integration:** Respect local industrial ecosystems by tailoring the onboarding kit to match regional manufacturing priorities.
- **Streamlined Digital Onboarding:** Single-point registration via the AILEEN CoVE Connect portal to eliminate administrative friction.

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Pathways to Join AILEEN

Membership Category	Target Audience	Key Benefits	Engagement Level
Nominated CoVE Center	VET Institutions & RTOs	Full voting rights, European recognition, priority pilot hosting	Institutional Leadership
Network Associate Member	SMEs & Industry Partners	Access to training toolkits, research calls, shared labs	Project-Based / Collaborative
Individual Expert / Trainer	Professors & Instructors	EU Pool of Trainers, advisory board seat, mobility grants	Individual / Subject Matter

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Interactive Action Strategy

- Which outreach strategy is the most effective for engaging defence industry partners in your region?
- Which barriers prevent new VET providers from joining?
- What quick-win tools can we offer today?



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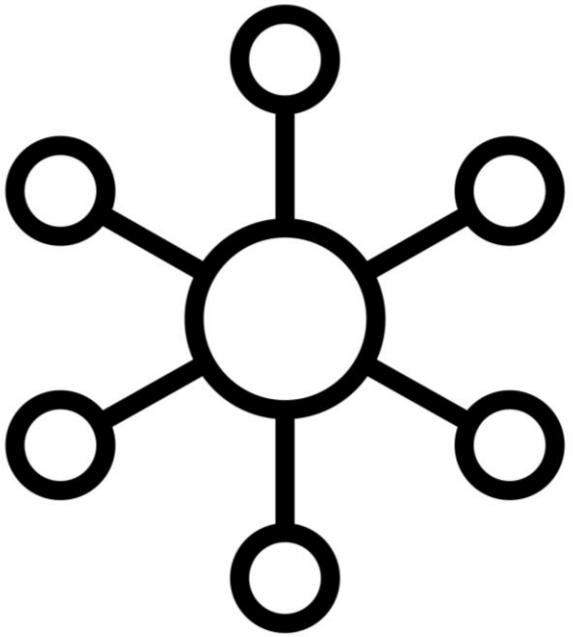
Action Plan

- **Mobilization**
  - Map prospective VET providers and regional innovation partners.
- **Onboarding**
  - Sign multilateral MoUs and structure governance agreements.
- **Joint Pilots**
  - Launch co-developed modules, staff exchanges, and lab sharing.
- **Scale & Sustain**
  - Integrate regional co-funding and expand member intake.



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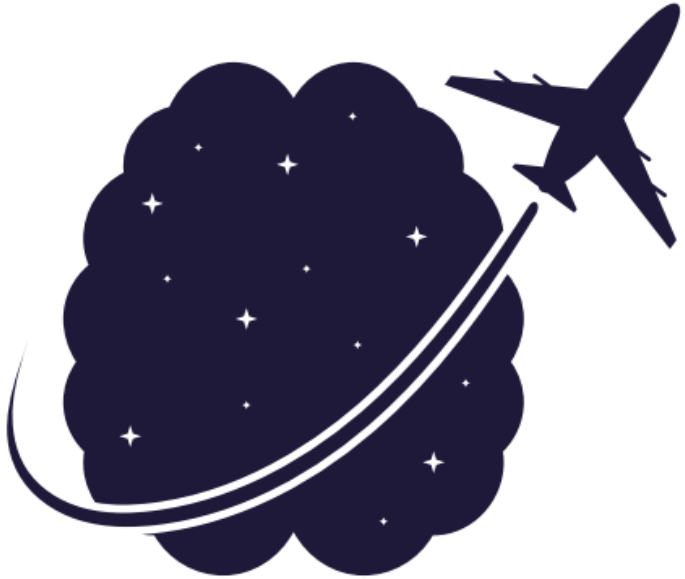

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