



# ***Boosting employment of workers with support needs and boosting skills for work integration***

**Brussels - 13 November 2024**

**European Economic and Social Committee**

**Room VMA23**

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Erasmus+ Programme  
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# ***Introductory remarks***

***Moderator***



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# ***How the B-WISE project can help to boost work integration?***

***Moderator***



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# ***Presentation of the B-WISE project***



**Nóra Györke**  
***Project Officer***  
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# ***Work Integration Social Enterprises***

2 million Social Economy Enterprises in Europe



WISE: Subset of social economy enterprises



Support people excluded from the labour market



Facilitating their integration & Providing training  
and job opportunities

# ***Motivation***

## **Digitalisation:**

- Change work environments
- Different qualifications needed to perform certain jobs
- Change the way support is delivered
- Change lifelong learning sector

WISEs sector very heterogeneous

- Skills challenges and skills demands are dispersed
- Level of digitalization is different

## **Challenges:**

- lack of information of the existing technological tools
- lack of knowledge on how to implement them in the WISE environment
- lack of skills for the use of these tools

Some WISEs are pioneers but know-how is not mainstreamed across Europe.

Access and skills to use technology affect employability and working conditions.

## ***Motivation***

Use of digital technologies has spread in WISEs and digital technologies are evolving

but the speed that workers develop digital skills is not the same

Need to develop an EU strategy to tackle the skills gaps in the WISEs sector, covering the skills needs of all member of WISEs



## ***B-WISE in a nutshell***

***Develop a European Strategy to address the digital skills needs in the WISEs sector***

# ***Impact of B-WISE***



## **Workers with support needs/ at risk of social exclusion**

- Persons with Disabilities
- Long-term unemployed
- Migrants
- NEETS (Persons not in Education, Employment, Training)

## ***The project targets:***



## **Supporters**

- Job coaches
- Trainers

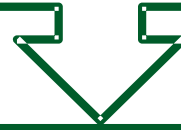


## **Enablers**

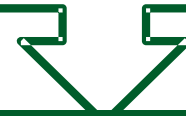
- Managers
- Developers/ engineers

# ***Projects Milestones***

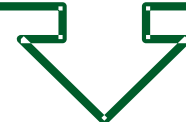
Report on current skills gaps/ future needs



3 EU VET Curricula



Pilot implementation and evaluation in 13 countries



Assessment of the curricula by certification authorities



European Sectoral Skills Strategy for the WISEs sector



# Partnerships

*The project is led by:*



*28 partners from 13 EU Countries*

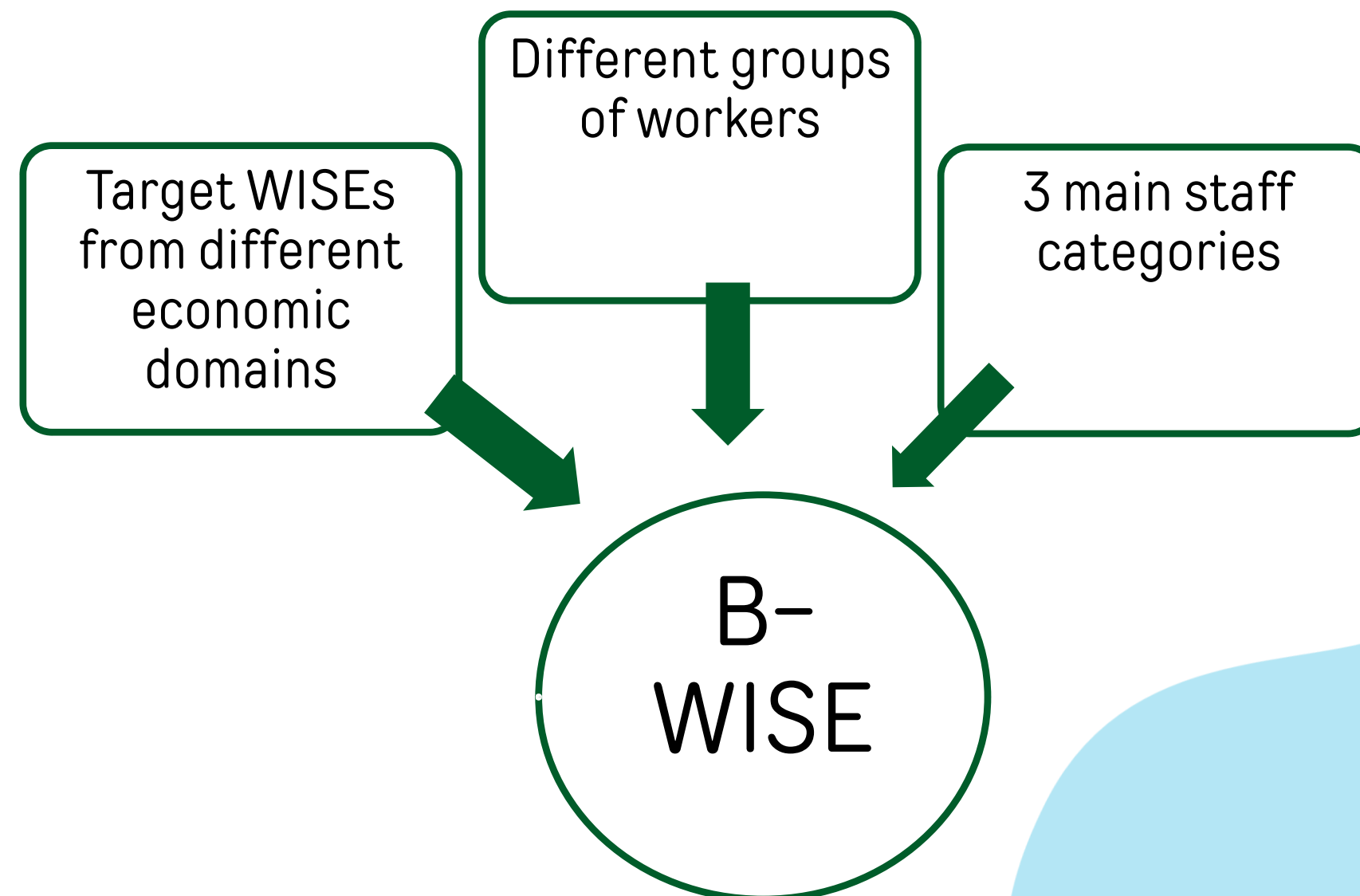


- WISEs Sector Representatives
- VET providers
- Representatives of National authorities
- European Umbrella Organizations

# *Projects innovation*

## B-WISE:

- establish an EU-wide partnership for skills on WISEs
- support the overall growth for the WISE sector
- avoid that people more susceptible to social exclusion will be further excluded due to digitalization



# ***More Information***



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[https://twitter.com/bwise\\_project](https://twitter.com/bwise_project)



<https://www.facebook.com/bwiseproject>



<https://www.linkedin.com/company/bwise-project>



# ***Key findings of B-WISE research. Future of the WISE sector***

***Moderator***



**Martina  
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Cooperative and  
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**Lieven  
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***Lichtwerk***



**Camilla  
Baldini**  
***Consorzio  
Nazionale Idee  
in Rete***



**Biancamaria  
Molinari**  
***Scuola Centrale  
Formazione &  
Fondazione Opera  
Sacra Famiglia***

# ***Drivers, models and development trends of WISEs in Europe***

## **Main issues**

Drivers and  
development  
patterns

Legal  
frameworks

Models of  
integration

Support  
policies

# ***Legal Frameworks***

<b>Main dynamic</b>	<b>Countries</b>
No specific legislation designed for WISEs	AT, EE, IE, NL, SE
Specific legislation for WISEs exists, but most WISEs use traditional legal forms	CZ, DE, FI, HU, LU, LV, PL, RO, SK
Decisive role of WISE/Social enterprise statuses and/or legal forms	BE, DE, EL, ES, FR, IT, PT, SI
WISE statuses evolution from previous experience of sheltered workshops	BG, ES, HR, LT, SI



# ***Models of Integration***

Model	Main characteristics	Countries
Permanent	Aim: create stable jobs within the WISE Tight connections with public social services Individualised integration paths Participation of WSNs in governing bodies in some cases	BE, BG, HR, CZ, DE, EL, LV, LT, PL, SK, SI
Transitional	Aim: equip WSN with skills to enter the open labour market Tight connections with public employment services Max. length of employment established by law Standardised training in cooperation with VET providers	AT, FR, ES
Mixed	Both stable position within the WISE for some WSN and transitory solutions for others	DK, EE, FI, HU, IE, IT, NL, PL, RO, SE

# Support Policies

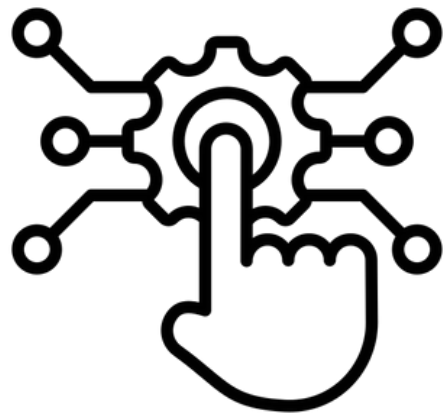
Public policies	Comprehensive support measures		Weak support system (e.g., strong regional variations)	Strong support system for PWDs	Key role of EU funding
	Addressed to all enterprises	Addressed to WISEs			
Policies targeting enterprises*	AT, NL	BE, FR	BG, LV, PL, RO	SI, ES	LV
Policies targeting WSNs	AT, NL	BE, FR	BG, IT, LV, PL	HR, SI, ES	HR, LV, PL, SI

\*Subsidies & grants to cover investments, support for workplace adaptation, etc.

# ***Digital & technological maturity & skills***



- **Not yet in the "core"** of WISEs
- Mainly in **management & production processes**
- **Significant differences** between WISEs & between different departments within the same WISE



- **At first sight no problem** (Enablers > Supporters > WSNs)
- **Large gap for "emerging" skills:** Not only **technical** skills, also human-centred digital / technological **transformation** skills



- **Culture:** human-centred / entrepreneurial / change
- **Resources:** scale / multiprofessional teams / partnerships / budget
- **Public interventions & policies**

# WISE

They sometimes take in WSN but they do not have job placement as a specific aim.

## Responsible enterprises

## Ergotherapy

The work is essentially therapeutic, the link with employment is occasional and the sale of services on the marginal market

## Productive Wise

Economic balance related to productive activities, remunerated on the public or private market. WSN employed on full pay. Possible training and social activities.

## Social Wise

Economic balance partly related to social work with WSN. Work as part of a social integration project. Coexistence of working and pre-working situations with symbolic remuneration

1. *There is a productive activity involving disadvantaged people with the explicit aim of promoting their employment*
2. *These activities produce a significant (generally majority) portion of the resources*
3. *A significant (generally majority) proportion of WSN are hired and they are paid non-symbolically*

Economic balance partly related to training activities. Work as part of a training project. Coexistence of some employed persons and many trainees. Presence of external placement activities.

## Training Wise

## Placement of disadvantaged workers

Placement activities at the service of WISE for the placement of disadvantaged workers; there is no production activity or placement at the enterprise

There are no significant production activities as in TW and the link with *placement* channels is weaker.

## Vocational training





Strenght of support policies

Strenght of WISEs system

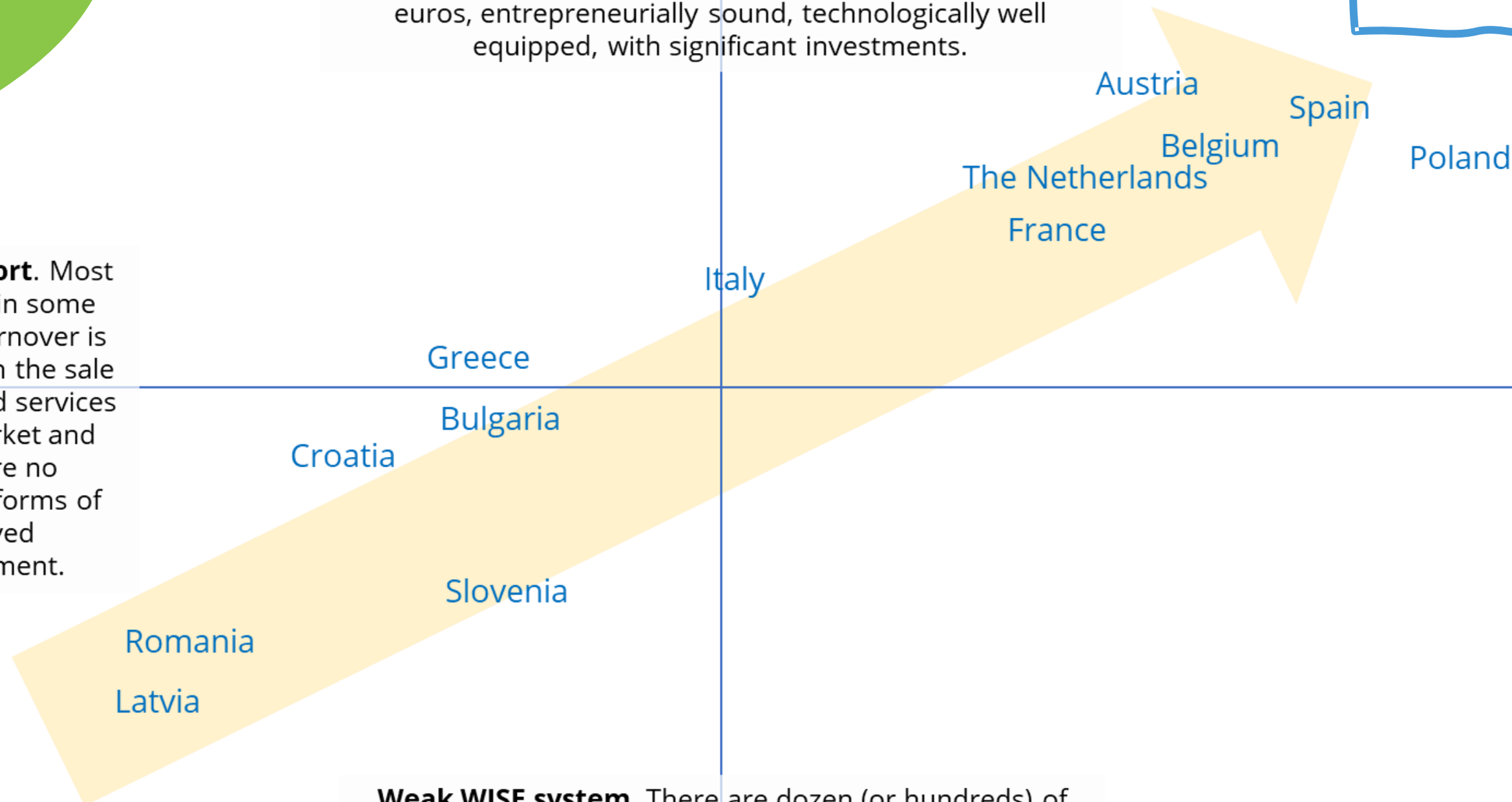
**Strong WISE system.** There are tens of thousands of WSNs working in WISEs in the country; they receive ordinary wages. There are WISEs with turnovers of several million euros, entrepreneurially sound, technologically well equipped, with significant investments.

**In countries with a higher level of support, WISE tend to be fully productive, but at the same time they have resources to structure training and social activities.**

**Weak support.** Most (>85%) or, in some cases, all turnover is derived from the sale of goods and services on the market and there are no significant forms of reserved procurement.

**Strong support.** In many cases, a substantial part (25% - 50%) of the resources come from channels other than and in addition to the sale of goods and services on the market and/or there are significant forms of reserved procurement.

**Weak WISE system.** There are dozen (or hundreds) of WSNs working in WISEs in the country; they receive minimum or low wages. WISEs usually have turnovers tens of thousands of euros or few hundred thousand euros, entrepreneurially weak (often coincide with a single activity).





# 13 personas profiles

- **Enablers**

- Social Enablers
- Founders
- Founders almost retired
- Tech enablers
- Beginners

- **Supporters**

- Social oriented
- Professionally oriented
- Next enablers (Oriented towards acquiring responsibility in the organisation)

- **Workers with special needs**

- Conservative
- Soft un-skilled
- growth-oriented within the organisation
- professionally oriented (outward-looking)

- **Additional profile for staff members**

In the initial research design this category was not foreseen, but it was chosen to be added - albeit in residual terms - because it concerns very significant figures in WISEs (designers, administrators, communicators, etc.). It might be useful to devote further studies to these people in the future

N.B.: WSN profiles are NOT constructed on the basis of a categorical approach (e.g., people with disabilities, the long-term unemployed, drug addicts, etc.), but on the basis of competence-building needs.

# Example: The Founder

E

## General information

Usually male, 50 years old, one of the founders of WISE and currently the leader of WISE.

## Values and identity

They are inspired by ethical values and solidarity. Highly motivated, eloquent, visionary, enthusiastic and driven by ideals of change, they dream of a world where there is no discrimination and where everyone has access to opportunities.

S

## Technologies

With a high school education, they are familiar with the personal use of technology for both daily work and social communication. They are intrigued by technology and open to digital change in their WISEs, although his passions are not related to technology.

## Education and training

They have undergraduate or postgraduate degrees in social disciplines or the humanities. They have done specialised training in the management of social enterprises.

W

## Work and life perspective

### Past

They have a long career in the WISE and other social enterprises, and for many years has taken on roles of responsibility in the WISE, being legitimised by the consensus of the members.

### Present

They lead WISE, reconciling economic and social objectives. They define goals, strategies, works out partnerships, they have responsibility for different areas of WISE management. They have a personality that naturally leads them to be collaborative leaders. They have visibility in the public life of his area. They have a well-adjusted family situation.

### Future

They want to support the growth of WISE in the coming years. They are willing to learn new things, within the limits of available time and in a manner compatible with his role. They are interested in new experiences and learning from them.

# ***Areas of expertise***

- Networking and community thinking



- The capacity of vision



- Communicating work integration



- Supporting work – tutoring / mentoring /informal training



- Skills Validation



- Placement



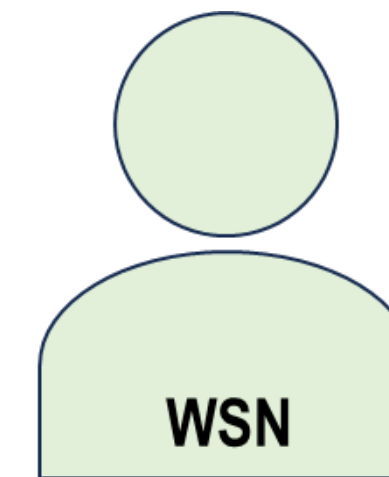
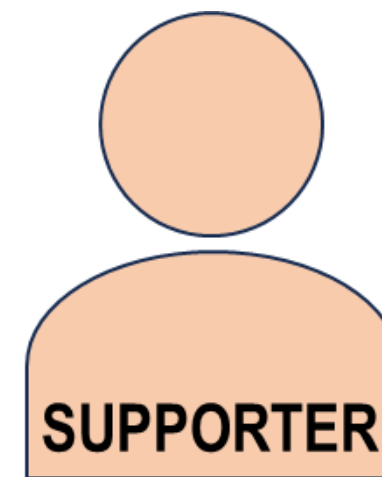
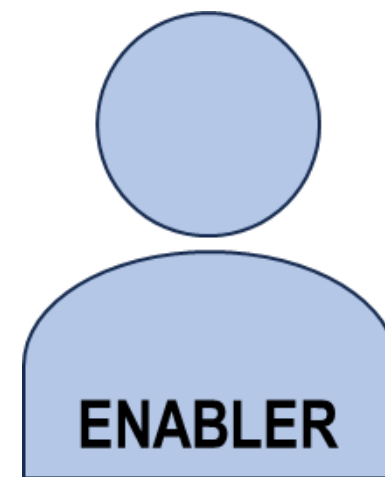
- Organising Production with WSNs



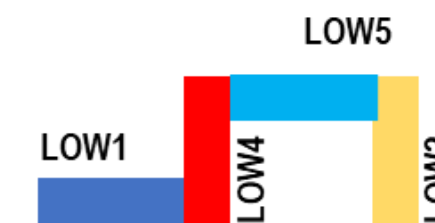
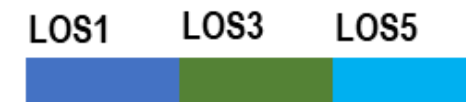
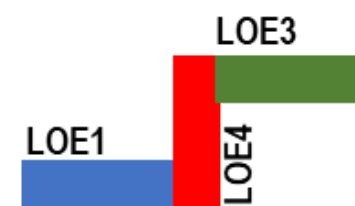
# ***Emerging Professional Profiles***

- Social Economy Communicator
- Social Entrepreneur/Social Economy Business Developer
- Network Operator/Social Economy Research and Innovation Partner
- Supporting work 1 – tutor/mentor/informal trainer of WISEs
- Supporting work 2 – skills validator
- Supporting work 3 – placement operator
- Supporting work 4 – Expert on organising production with WSNs

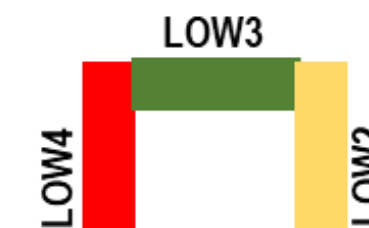
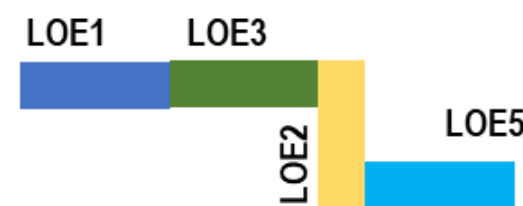
# ***“Coparticipation: the key to drive WISEs into the future”***



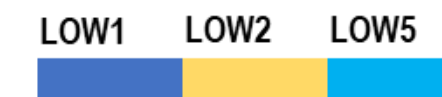
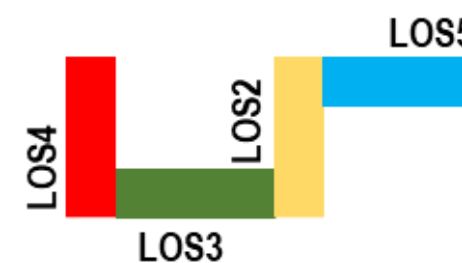
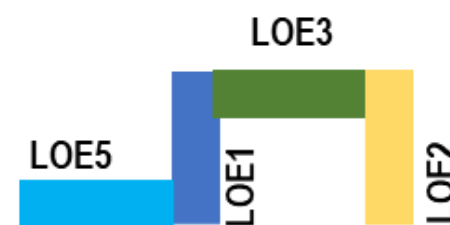
**WISE  
IDENTITY**



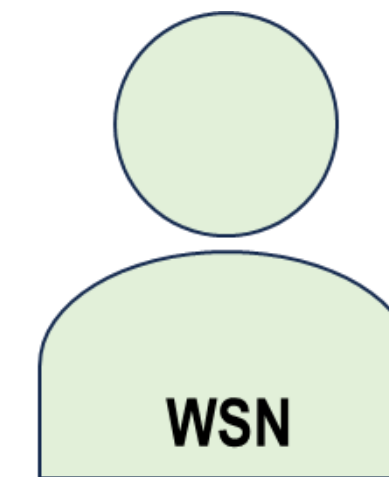
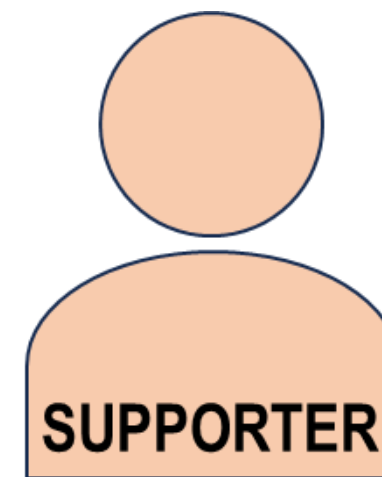
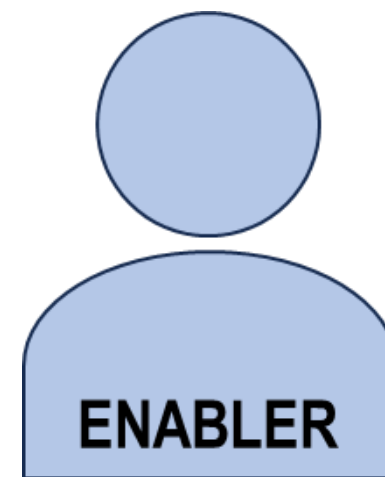
**NETWORKING &  
COMMUNICATION**



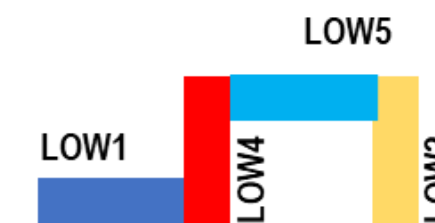
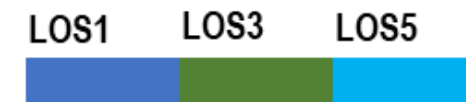
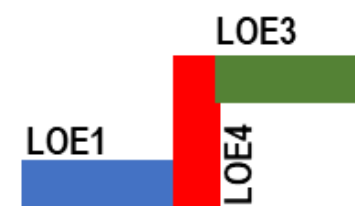
**SUPPORTING  
WORK &  
EMPLOYABILITY**



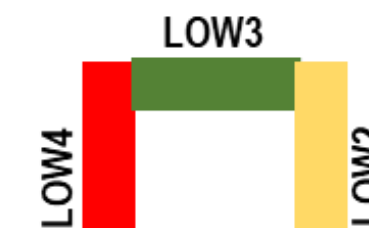
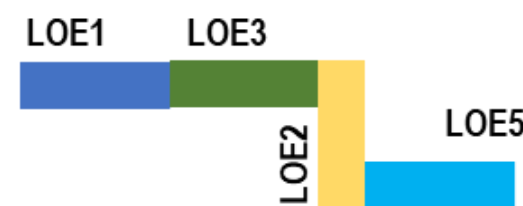
# ***“Coparticipation: the key to drive WISEs into the future”***



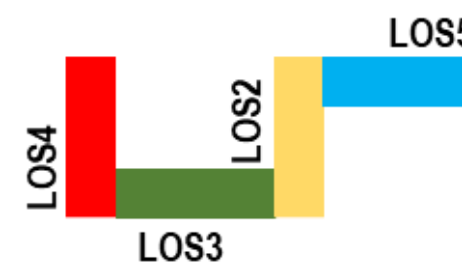
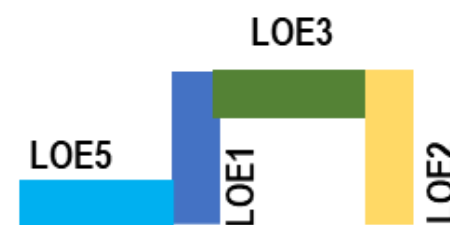
**WISE  
IDENTITY**



**NETWORKING &  
COMMUNICATION**



**SUPPORTING  
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EMPLOYABILITY**





***Universal Training Curricula for  
workers in WISEs – Workers’  
experiences with the B-WISE piloting***



***Moderator***

**Corine van de Burgt**

***Director***

***Bestuurder Stichting De Omslag***

# ***Universal Training Curricula for workers in WISEs – Workers’ experiences with the B-WISE piloting***



**Melanie  
Schaur**  
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**Ramona  
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**Andrea  
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***ACT Printlab***



**Caterina  
Chiusoli**  
***OPIM***



**Nikolaos  
Navalos**  
***PLOES***



**Berry  
Croese**  
***Restaurant  
Freud -  
Amsterdam***



**B-WISE**  
Skills for the future : WISEs ready!

# B-WISE Universal Training Curricula

**Closing Conference, 13<sup>th</sup> November 2024**

Melanie Schaur, JKU Linz, [melanie.schaur@jku.at](mailto:melanie.schaur@jku.at)

Co-funded by the  
Erasmus+ Programme  
of the European Union





# Lifelong learning

Learning is not limited to childhood or the classroom, it takes place throughout life and in a range of situations.

Improve  
quality of  
life

Promote  
personal  
development



Source: <https://www.vhtc.org/2024/01/what-is-lifelong-learning.htm>

Creates  
opportunities

Adapt to  
new  
challenges

Continuously  
update of  
skills and  
knowledge

# B-WISE Universal Training Curricula

# B-WISE Universal Training Curricula

- Based on findings from initial research (skills gaps and skills needs in WISEs sector)
- Need for continuous improvement of skills also in the WISEs sector
- Soft skills/ person-centered skills as well as digital skills are covered in the curricula



# B-WISE Universal Training Curricula

How did we develop the training curricula?

Selection of areas of expertise and definition of learning outcome statements

1.

Collection of existing curricula & identification of gaps


2.

Development of B-WISE curricula based on the areas of expertise, the learning outcomes & gaps

3.

Adjustment phase after pilot testing & start of national certification processes

4.



# Three Core Modules designed around the needs of each staff category

# B-WISE Universal Training Curricula

## Core Modules

# 1

## WISE Identity, Strategy and Transformation

# B-WISE Universal Training Curricula

## Core Modules



# 2

## Networking and Communication



# B-WISE Universal Training Curricula

## Core Modules



### 3 Supporting Work and Employability





# Universal Training Curricula

## Final Deliverable - Overview

- 3 Core Modules per curriculum
- 50 hours of expected training per target group
- Definition of skill set for each staff category that is targeted through the curricula
- EQF levels for each target group (ranging from 3 for workers with support needs to 5 for enablers)



# B-WISE Tutorial Toolkit for Teachers and Trainers & Massive Open Online Course

# Tutorial Toolkits & Massive Open Online Course Overview

- One toolkit per target group, comprehensive information and materials on the topics covered in the curricula
- Massive Open Online Course for all three target groups publicly available for free (after registration)

**Check out the MOOC for yourself!**





**B-WISE**  
Skills for the future : WISEs ready!

**Thank you for your attention!**

**Closing Conference, 13<sup>th</sup> November 2024**

Melanie Schaur, JKU Linz, [melanie.schaur@jku.at](mailto:melanie.schaur@jku.at)

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# ***Universal Training Curricula for workers in WISEs – Workers’ experiences with the B-WISE piloting***



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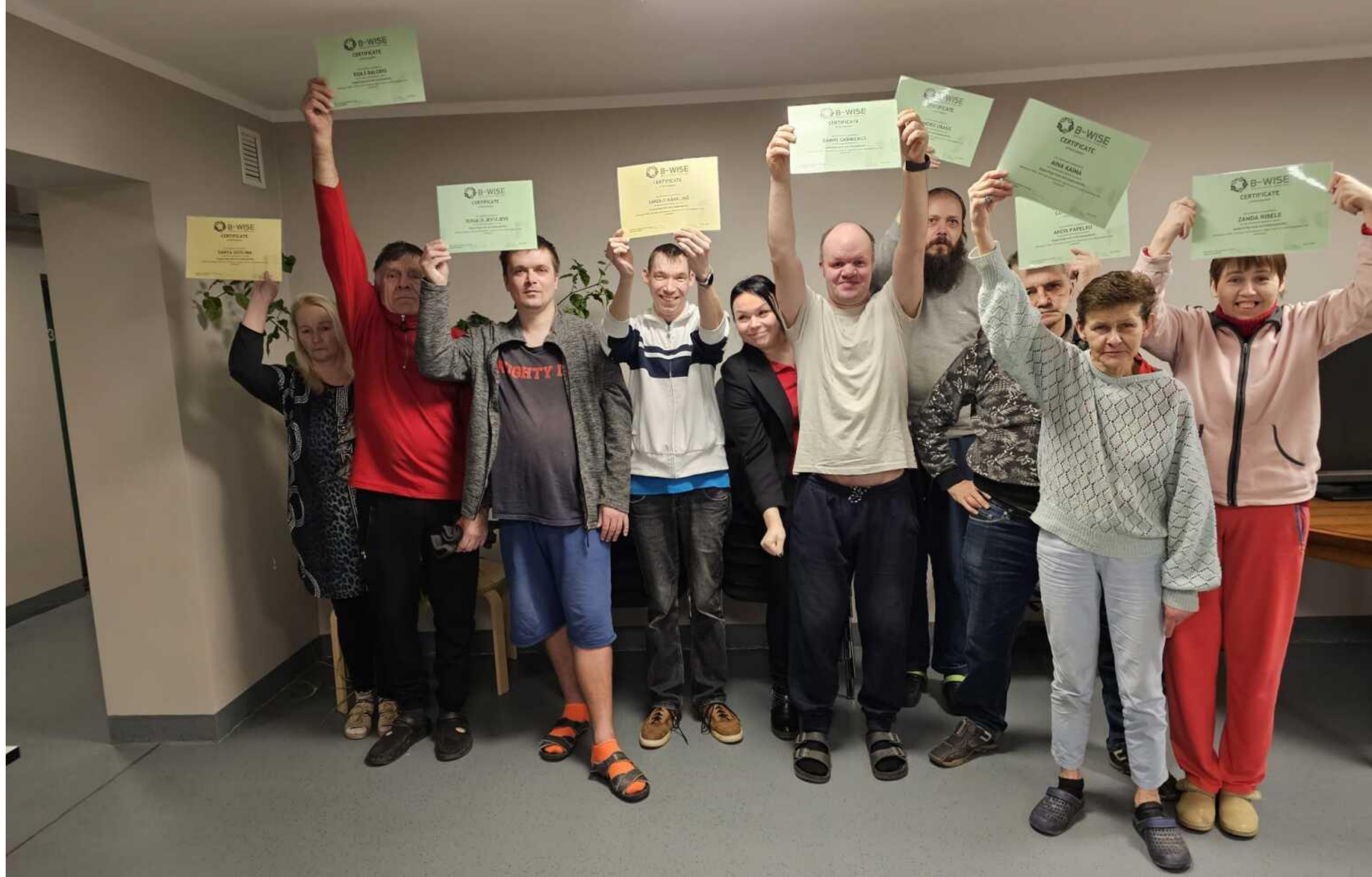


**Nikolaos  
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Freud -  
Amsterdam***







































# ***Universal Training Curricula for workers in WISEs – Workers’ experiences with the B-WISE piloting***

- Do you consider lifelong learning important? Why?
- What could be the advantages of digitalisation in your work/for your organisation?



# Workshop 1:

## *How to boost digitalisation in WISEs?*

*Moderators*



**Lieven Bossuyt**  
*Lichtwerk*



**Martina Paterniti**  
*ENSIE*

Based on this morning's session,  
what do you find the most interesting B-  
WISE research insight about digitisation  
and technology in the WISE sector?



Menti.com

2229 3487



# Workshop 1:

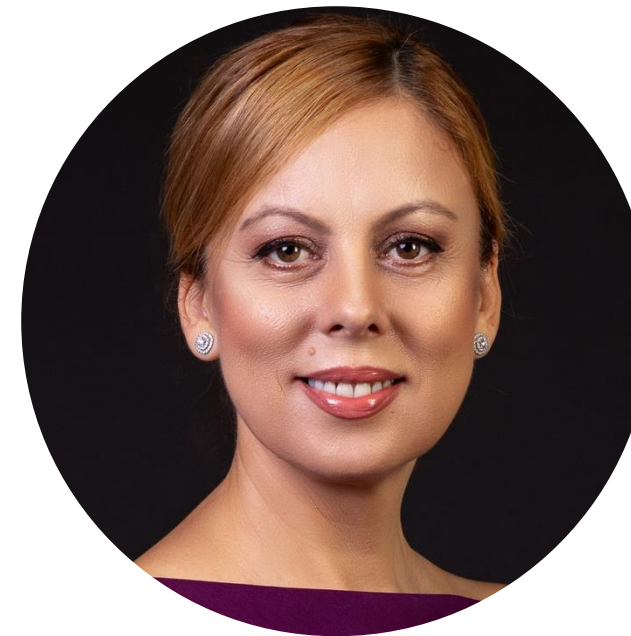
## *How to boost digitalisation in WISEs?*



**Evert-Jan  
Hoogerwerf**  
***AIAS Bologna  
onlus***



**Ilaria Valoti**  
***AIAS Bologna  
onlus***



**Angela  
Achitei**  
***ADV Romania***



**Etienne  
Dewandeler**  
***Réseau  
d'Entreprises  
Sociales***



# ***B-WISE: How the roll-out plan in Italy address the digital skills enhancement, and the boost of digitalisation in WISEs***

## **Policy level**

- Activate an open dialogue with regional and national policymakers on methods and practices
- Involving relevant networks in the “community of practices”
- Taking part in relevant local tables on work, training, lifelong learning
- Developing specific supporting communication tools



## **Personal level**

- Development of Digital Lab for WsN
- Development of a MOOC in Italian
- Training for WISEs professionals (supporters and enablers)

## **Organisational level**

- White paper on “technologies for work integration”
- Improving the role of AT centres in supporting WISEs
- Strengthen the CAAD network for providing support for WISEs
- Collecting case studies and best practices

### **Main actors:**

- WISEs and WISEs representatives
- VET providers
- AT centres and networks



# DigitalBoost pour les entreprises sociales d'insertion

## Objective:

Provide support to WISE social workers on questions relating to the use of digital technology by their public. It helps limit the digital divide that affects these workers.

## Approach:

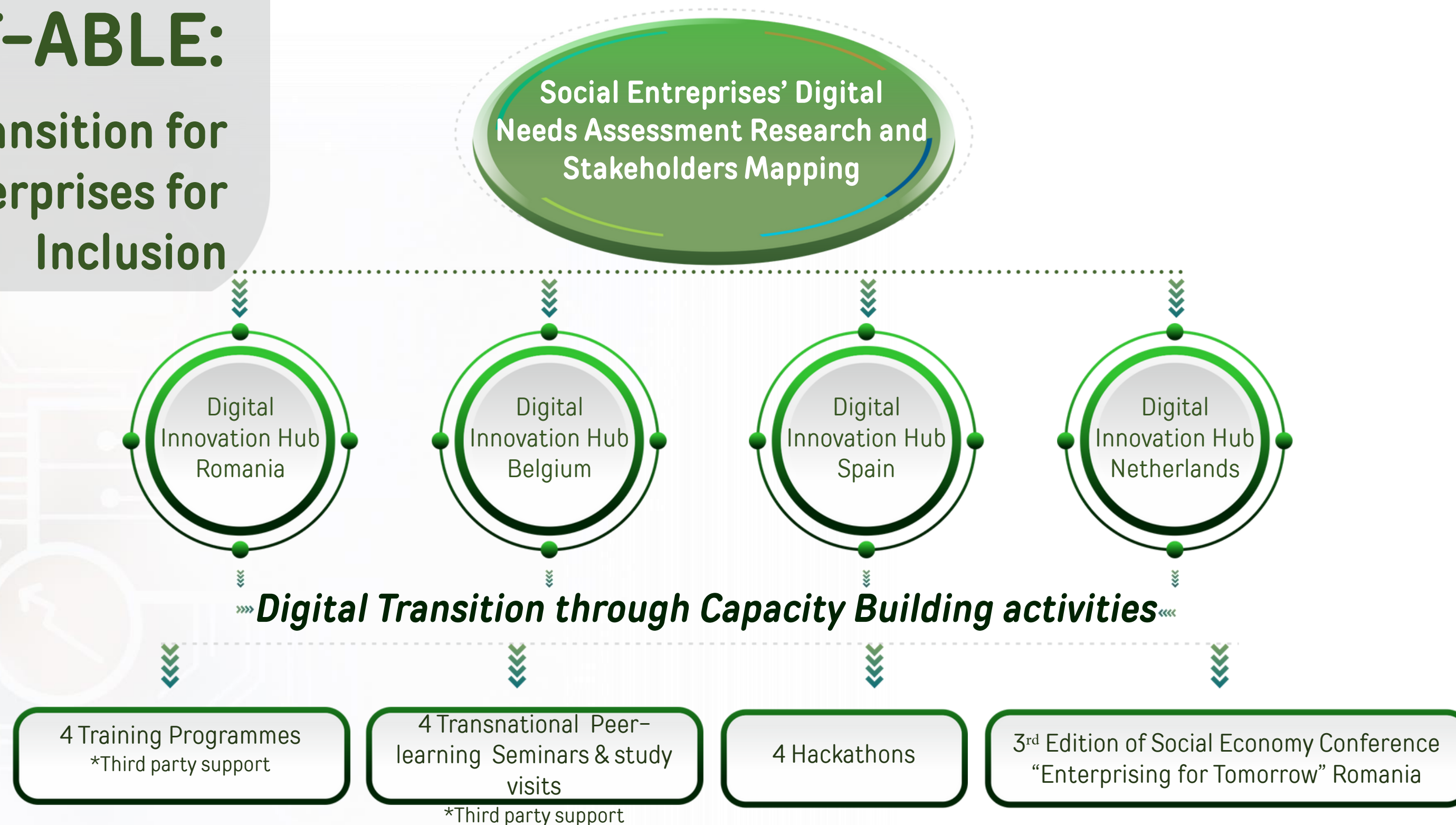
1. In-depth collection and analysis of workers' needs
2. Co-creation of support material (guide and manual)
3. Testing of the material
4. Evaluation of the impact and updating of needs

## Approach:





# DIGIT-ABLE: Driving Digital Transition for Social Enterprises for Inclusion





# **Workshop 2:** ***Exploitation of research results for advocacy actions for the WISEs sector***

***Moderator***



**Baptiste Vasseur**  
***ENSIE***



**Léa Rouillon**  
***La fédération  
des entreprises  
d'insertion***



**Regita Zeila**  
***Social  
Entrepreneurship  
Association of  
Latvia***



**Camilla Baldini**  
***Consorzio  
Nazionale Idee  
in Rete***



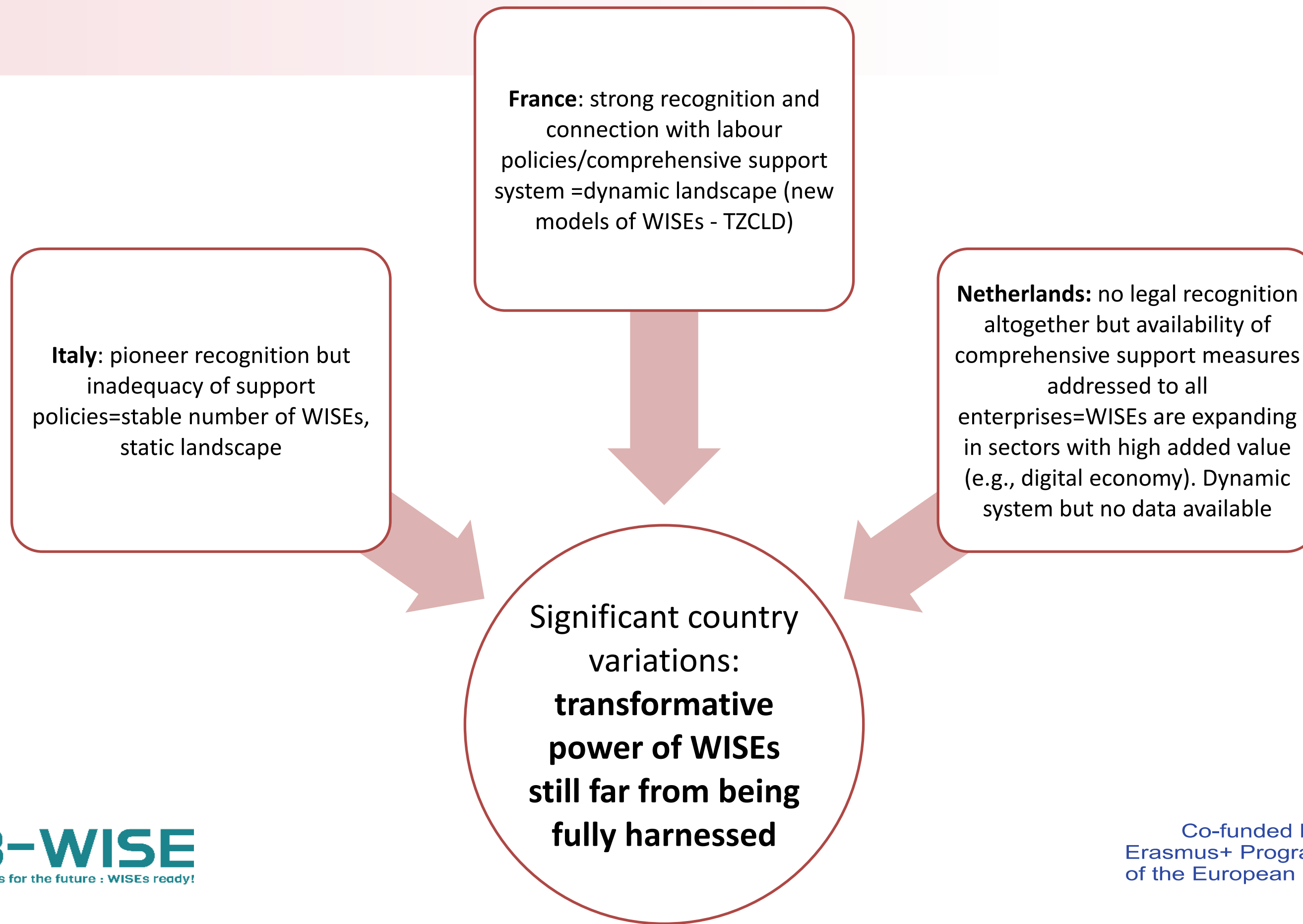
**Giulia Galera**  
***European Research  
Institute on  
Cooperative and  
Social Enterprises***



# WISEs in Europe: consolidation

- **WISEs** exist in **all EU MSs**
- WISE **most widespread social enterprise model**, but country variations are very high
- From a niche to a **consolidated phenomenon where policies are enabling**
- **Enabling ecosystem presupposes the existence of:**
  - ✓ a critical mass of committed people: activation of cooperative behaviours
  - ✓ good organizational capacity and networking ability resulting in effective lobbying
  - ✓ policies that recognise the social responsibility taken on by WISEs
    - full recognition (legal and/or policy)
    - proper support (fiscal breaks but also support measures recognising the inclusion cost supported by WISEs)

# WISEs in Europe: country variations



# Trends and challenges ahead

- In spite of the fragmented and inconsistent policies:
  - **WISE progressive expansion in sectors with high added value**
    - ✓ Digital economy (AT, BE, NL)
    - ✓ Remote areas: fill gaps in service delivery and produce innovative services (cultural and social tourism) (IT, ES)
    - ✓ Green economy: protection of the environment, landscape; green conversion, etc. (most EU countries). Intrinsic inclination to take care of local territory & adopt participatory models (e.g. energy, renovation, housing and rural/urban regeneration)
  - Constant broadening of typologies of WSNs integrated and emergence of new types of WISEs (e.g., France: TZCLD) as a reaction to recent challenges
  - Innovative strategies: partnerships (e.g., with local authorities; conventional enterprises; other WISEs; VET providers)

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# Thank you!

[giulia.galera@euricse.eu](mailto:giulia.galera@euricse.eu)





# Findings: WISEs system development by countries

	countries with a strong WISE system	countries with a weak WISE system
<i>WISEs number</i>	Thousands	Dozen
<i>WSN hired</i>	Tens of thousands	Dozen / hundreds
<i>WISEs dimension</i>	Some WISEs with several million euros of turnover and hundreds of workers	WISEs with tens of thousands of euros of turnovers and some units of workers
<i>Integration characteristics</i>	Normal wages, structured training and care	Wages 100 – 200 €/month



**There is a strong correspondence between the intensity of support and the level of development of a certain country's WISE system**

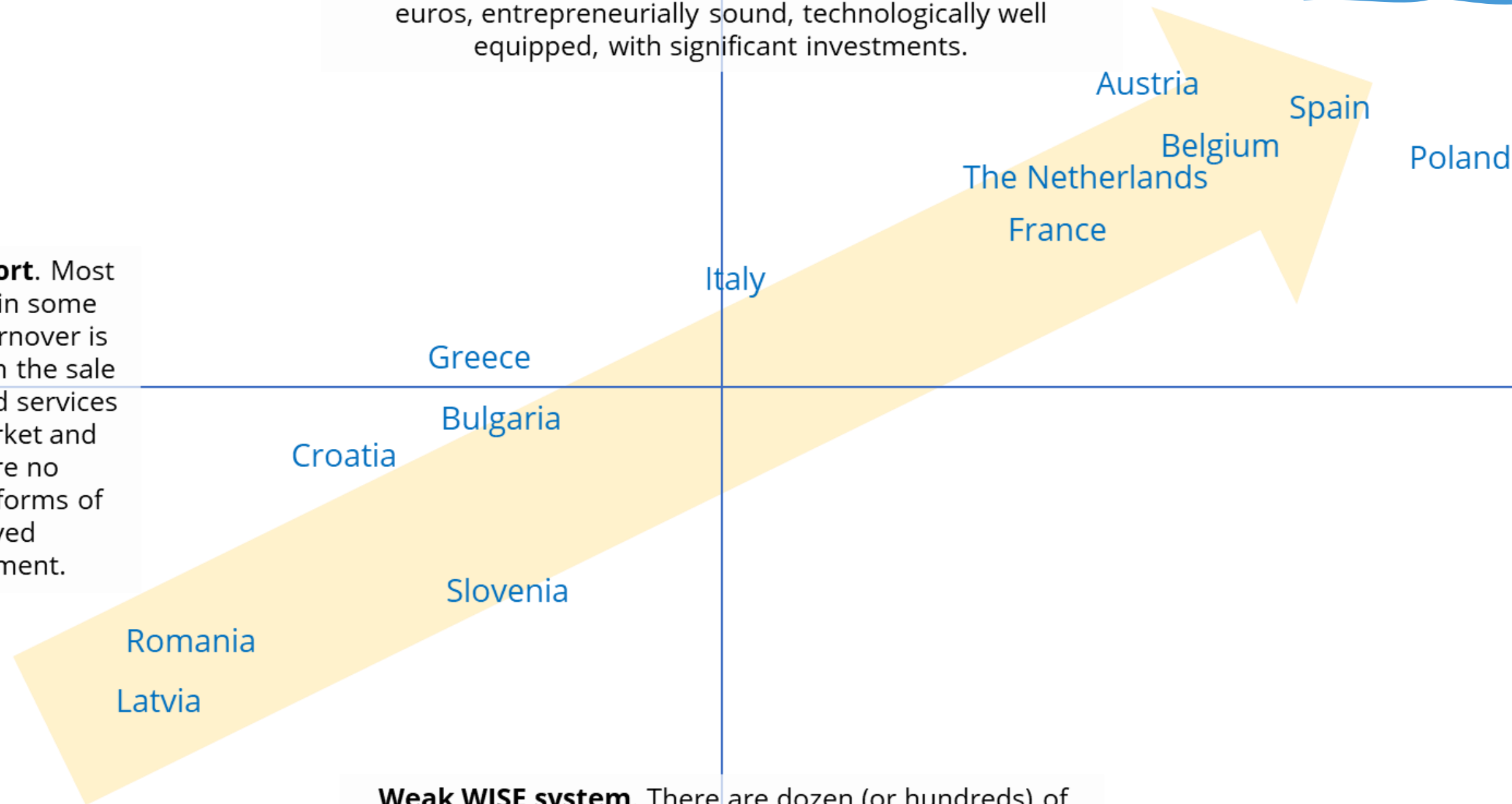
Strenght of support policies

Strenght of WISEs system

**Strong WISE system.** There are tens of thousands of WSNs working in WISEs in the country; they receive ordinary wages. There are WISEs with turnovers of several million euros, entrepreneurially sound, technologically well equipped, with significant investments.

**Weak support.** Most (>85%) or, in some cases, all turnover is derived from the sale of goods and services on the market and there are no significant forms of reserved procurement.

**Strong support.** In many cases, a substantial part (25% - 50%) of the resources come from channels other than and in addition to the sale of goods and services on the market and/or there are significant forms of reserved procurement.

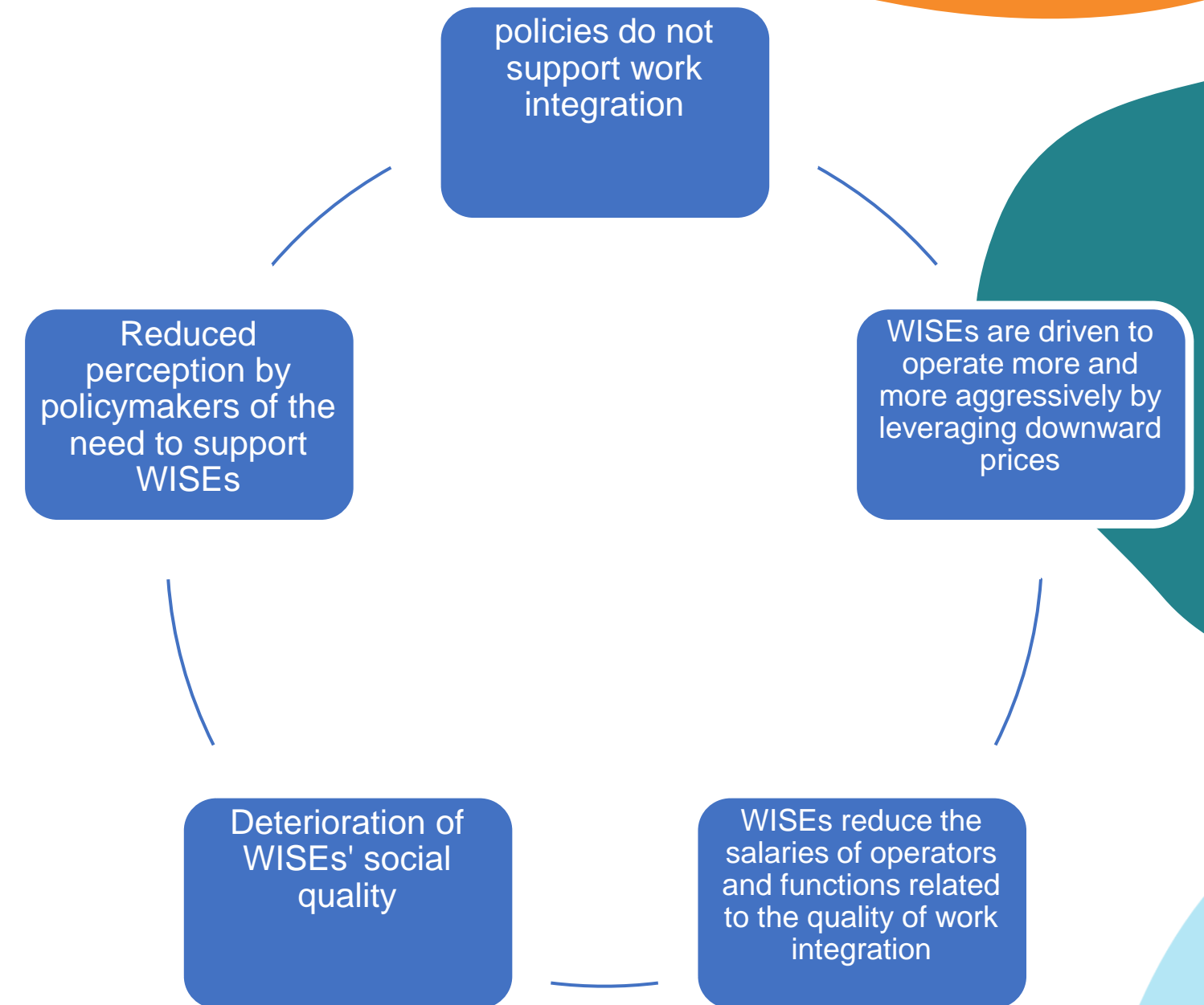


**Weak WISE system.** There are dozen (or hundreds) of WSNs working in WISEs in the country; they receive minimum or low wages. WISEs usually have turnovers tens of thousands of euros or few hundred thousand euros, entrepreneurially weak (often coincide with a single activity).



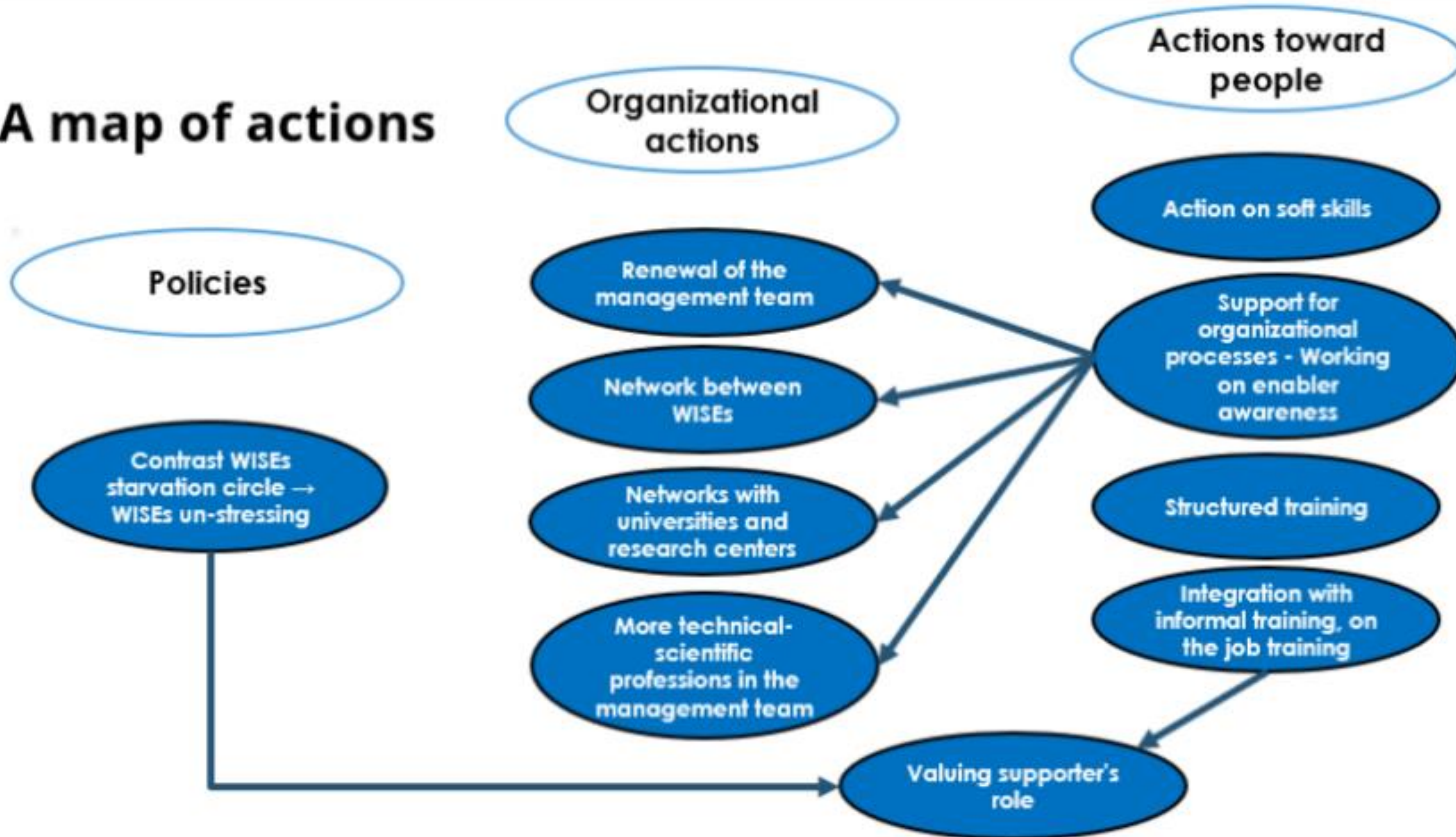
# ***Skills strategy and Policies***

- The less the WISE is in a situation of "organisational distress", the more effective is the action to boost skills.
- Organisational distress is directly proportional to the lack of policies that force WISE to carry an unrealistic complexity of functions without adequate support.
- Investments, skills enforcement, digitalisation require a non-stressed organisation => A political action that takes WISE out of the "starvation circle" is a priority.





# A map of actions



## ***First results from Italy!***

The Inclusion.coop call aims to support social cooperatives in the path of professional and social inclusion of workers with support needs, favouring a model that brings together resources and skills in a logic of entrepreneurial development. To this end, Fondosviluppo has allocated a maximum of 500,000 euros to support a path of qualified job placement.

**CALL INCLUSIONE.COOP**



[illegible]



# 1. Having comparable data across Europe helps to advocate for the inclusion policies or learnings from other countries



LATVIA

Synthetic country fiche

## SECTION 1. LEGAL RECOGNITION OF DISADVANTAGED WORKERS, SEVERELY DISADVANTAGED WORKERS AND WORKERS WITH DISABILITIES<sup>1</sup>

Legal recognition	<p>The definition of disadvantaged workers is given by:</p> <ul style="list-style-type: none"><li>• <b>Cabinet Regulation 173/2018</b> (last modified in 2022) on Regulations regarding the population groups at risk of social exclusion and procedures for granting, registration, and supervision of the status of a social enterprise. They are person with disabilities, persons with mental disabilities, persons for whom the conformity with the status of the needy family (person) has been determined, unemployed persons who have dependent persons, unemployed persons older than 54 years of age and long-term unemployed persons, ethnic minority the Roma, prisoners or persons released from the place of imprisonment, persons with problems of addiction to alcohol, narcotic, psychotropic or toxic substances, gambling or computer games, persons whose place of residence is declared in a night shelter, victims of human trafficking, refugees, stateless persons, orphans and children left without parental care at the age from 15 years and also adult persons until reaching 24 years old, parents or a guardian caring for a child with disabilities and persons caring for a child after attaining legal age, a grandchild, brother, half-brother, sister, half-sister, parent, grandparent, or spouse if the person under their care is a person who has Group I disability or a person with mental disabilities who has Group II disability.</li><li>• <b>Cabinet Regulation 32/2005 on vulnerable groups.</b> They are families raising three or more children, single parents families, disabled people, persons over working age, 15-25 years old, persons released from prisons, long-term unemployed, homeless people, victims of human trafficking, politically repressed persons, persons who have been harmed by natural disasters or their families, participants and victims in the liquidation of the consequences of the Chernobyl nuclear power plan accident and their families, persons with alcohol narcotic, psychotropic, toxic substance, gambling or computer game addiction problems and their families, families raising a disabled child, children and victims of violence.</li></ul> <p>There is no specific legal definition of severely disadvantaged workers.</p> <p>Persons with disabilities are defined by:</p> <ul style="list-style-type: none"><li>- <b>Disability Law 2010 (last modified in 2021).</b> They have a long-term or non-transitional very severe or moderate level functional limitation affecting their mental or physical abilities, their ability to work, self-care and integration into society.</li></ul>
	<p>The Latvian definition partly comprises the categories identified by the EU definition and envisages additional categories (e.g., people affected by the Chernobyl nuclear power accident). Specific categories targeting young people and gender imbalances in certain sectors are excluded from national definition.</p>
Disadvantaged workers in comparison with the EU definition as per Regulation 651/2014	



LATVIA

Synthetic country fiche

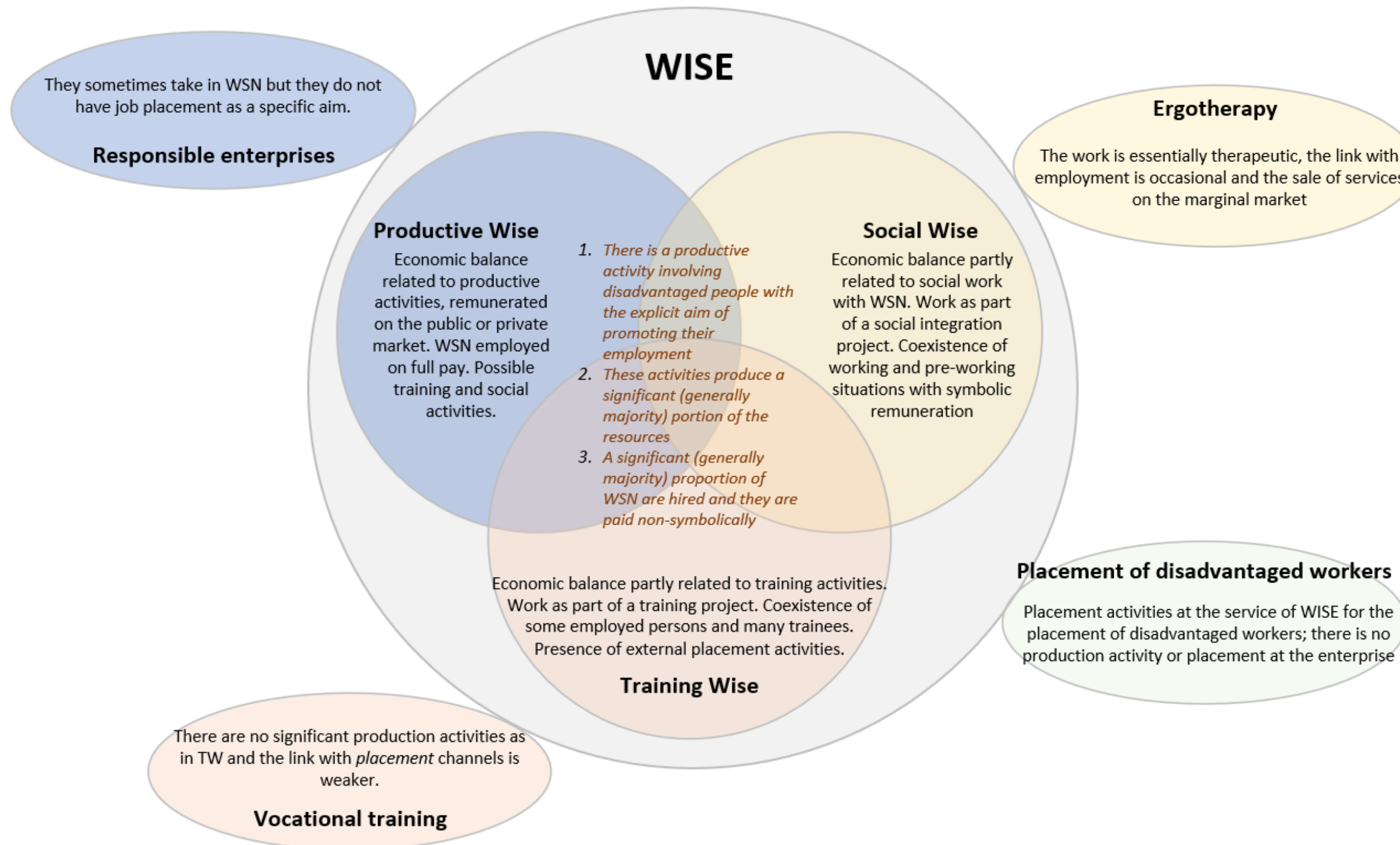
## SECTION 2. LABOUR POLICIES DESIGNED TO INCREASE THE EMPLOYMENT OPPORTUNITIES OF WORKERS WITH SUPPORT NEEDS – WSNs<sup>2</sup>

Regulatory policies: quota system		
Legal source(s)	No quota system in place	
Target group(s)	- -	
Employers	-	
Quotas	-	
Sanctions	-	
Alternative measures	-	
Evasion rate <sup>4</sup>	-	

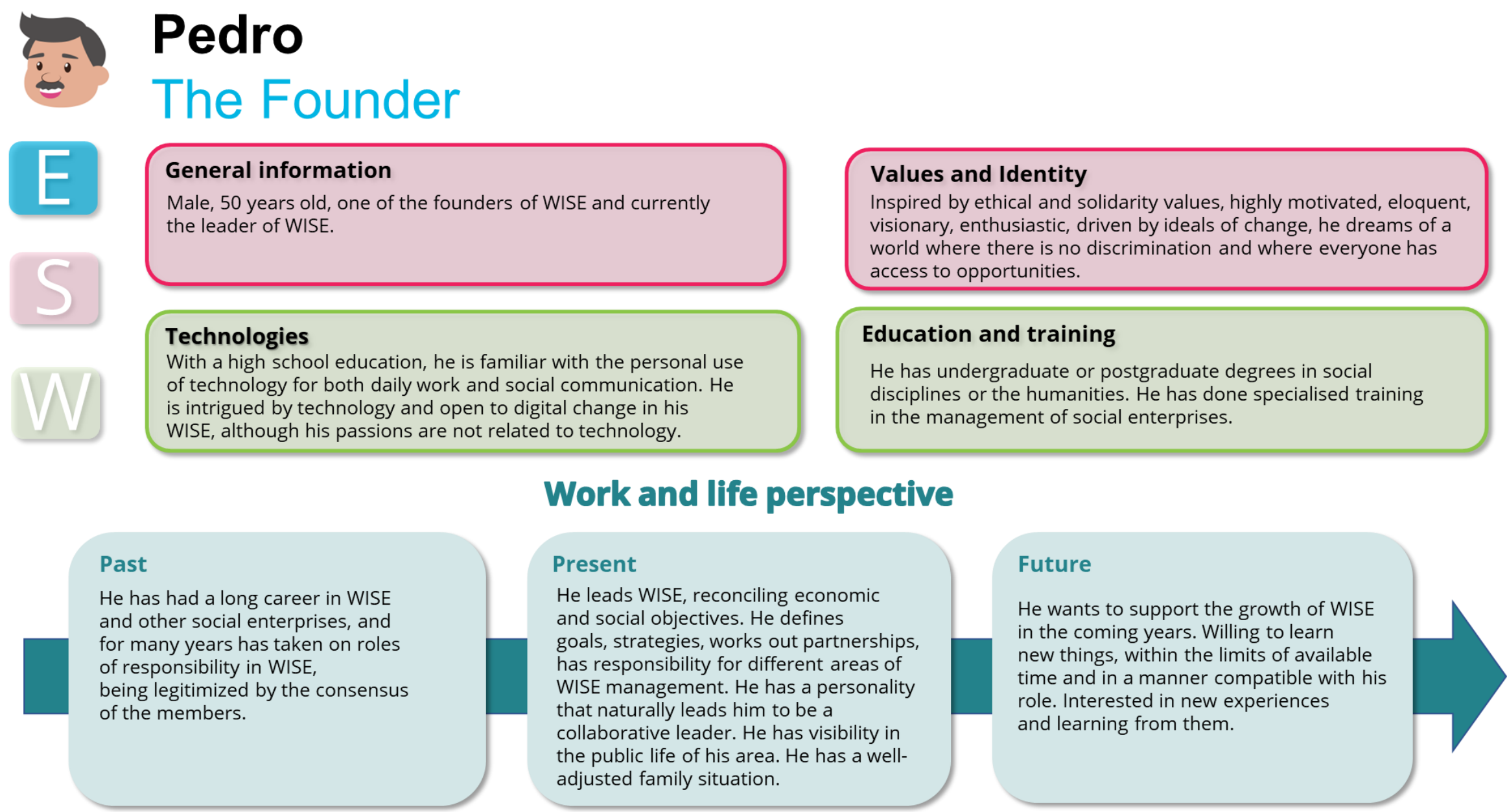
Compensation policies: selected examples		
Typology	Description	Beneficiaries
Incentive for the recruitment of WSNs	Financial support, including wage subsidy based on the circumstances of the disadvantaged worker	Employers hiring unemployed workers, including persons with disabilities (PWDs), long-term unemployed, persons over 55, etc.
Funding for training & guidance before recruitment	Grants for on-the-job training	Employers hiring unemployed over 15 and under retirement age
Funding for the adjustment of the workplace	Budget for supporting services, including consultation on the suitability of workplace and advice how to adjust the workplace	Employers hiring PWDs
Others	-	-

Substitutive policies	
Sheltered employment	Sheltered/specialised workshops in Latvia are mainly organized by non-governmental organisations (NGOs) or local municipalities. The workshops are considered social rehabilitation services promoting skills development and providing specialist support to persons with functional disorders. They mainly target people with mental health illnesses.

## 2. Understanding the variety of WISEs helps to advocate for their different needs – WISEs as a specific sub - focus



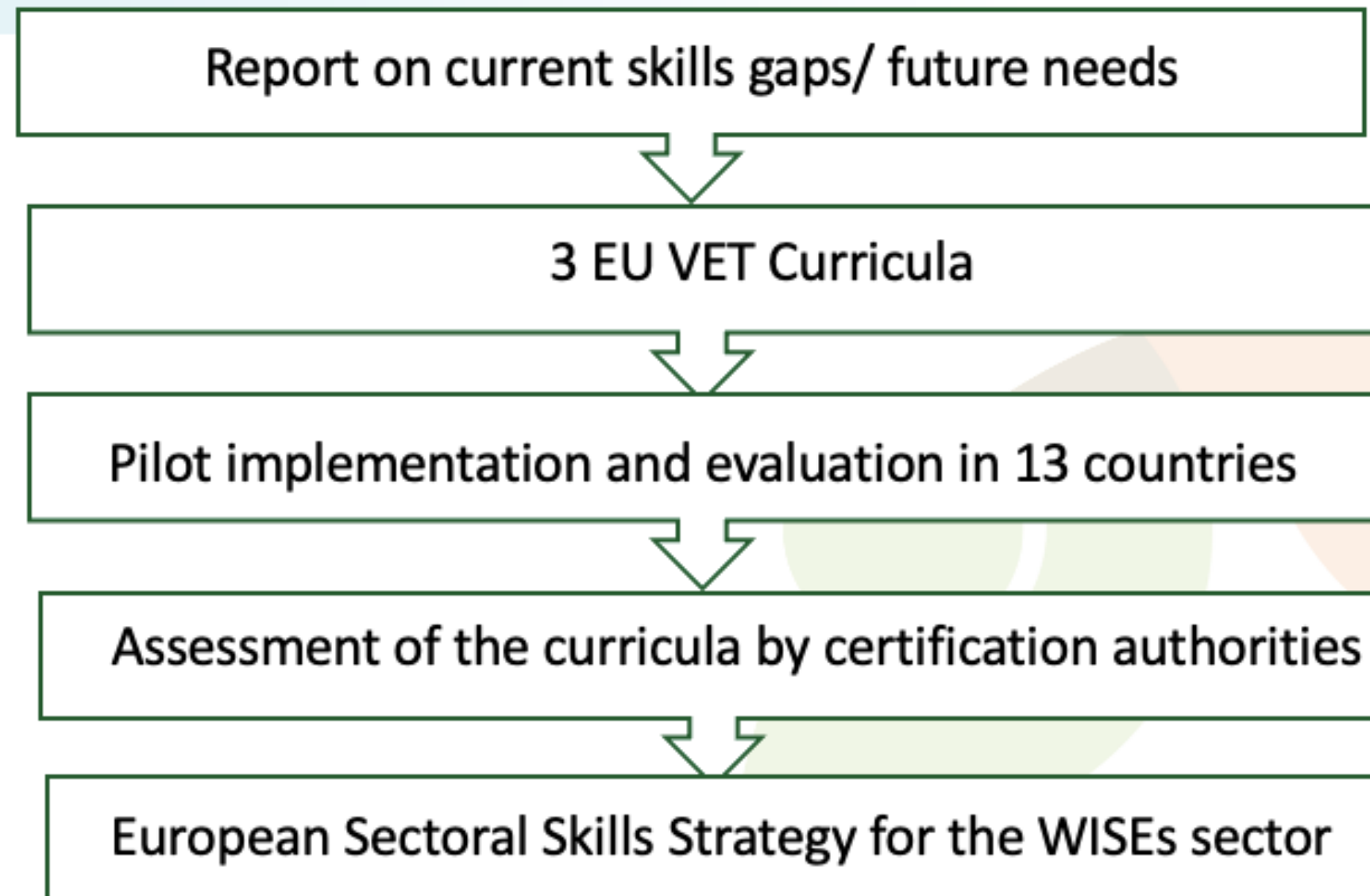
3. Created Personas are helpful in identifying potential future developments of WISEs – where the potential lies in a larger development of the sector





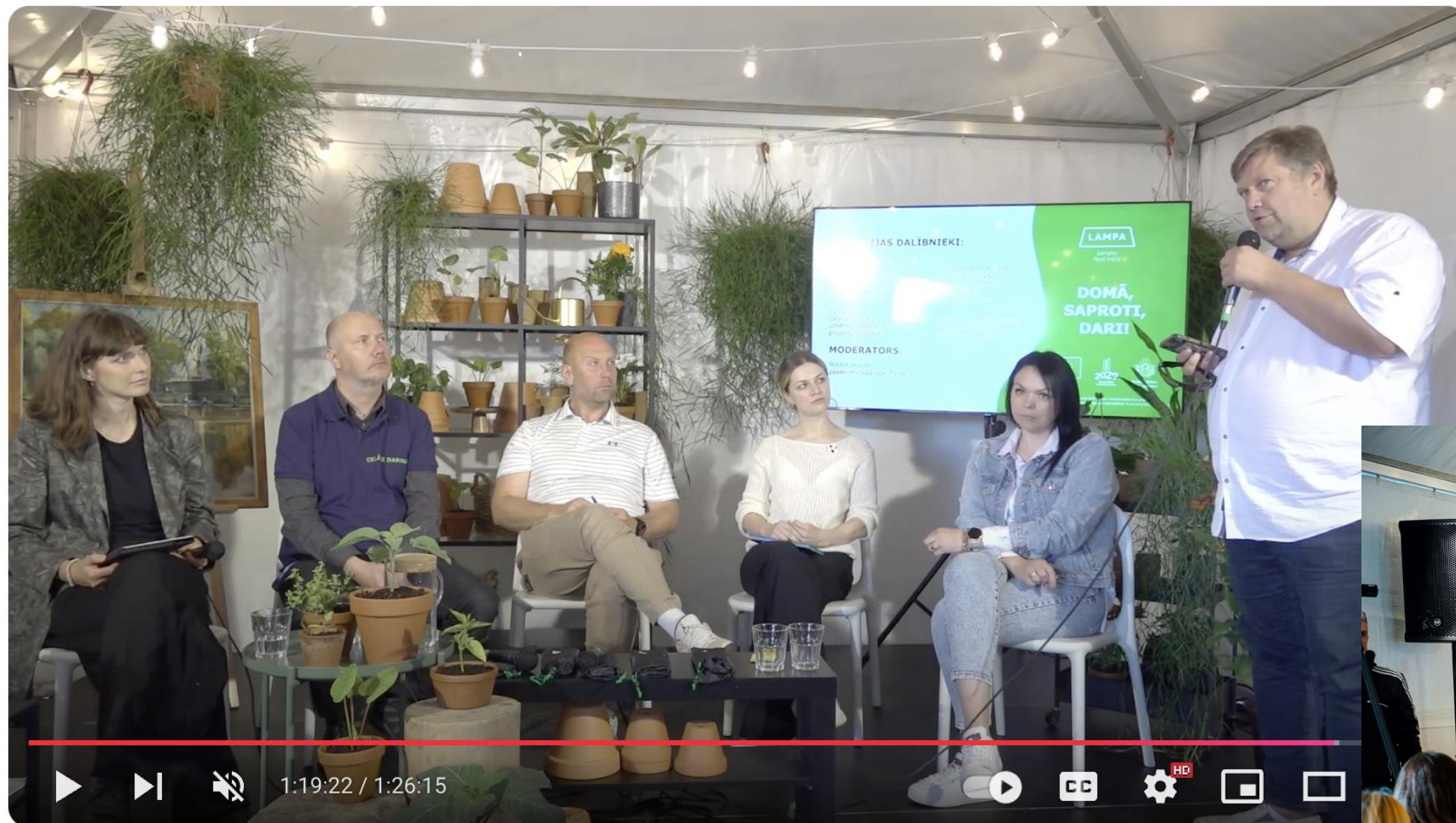
#### 4. Curriculum and testing as a starting phase for deeper discussions about the Supporter as a separate, very needed role for WISEs to thrive and their skill development

### Projects Milestones





## 5. Very successful promotional event together with the Employment agency + high interest of future implementation of the Curriculum



Diskusija un sociālais eksperiments festivālā "Lampa": "Strādāt nedrīkst sodīt – kur liksim komatu?"





# ***French Advocacy Actions***

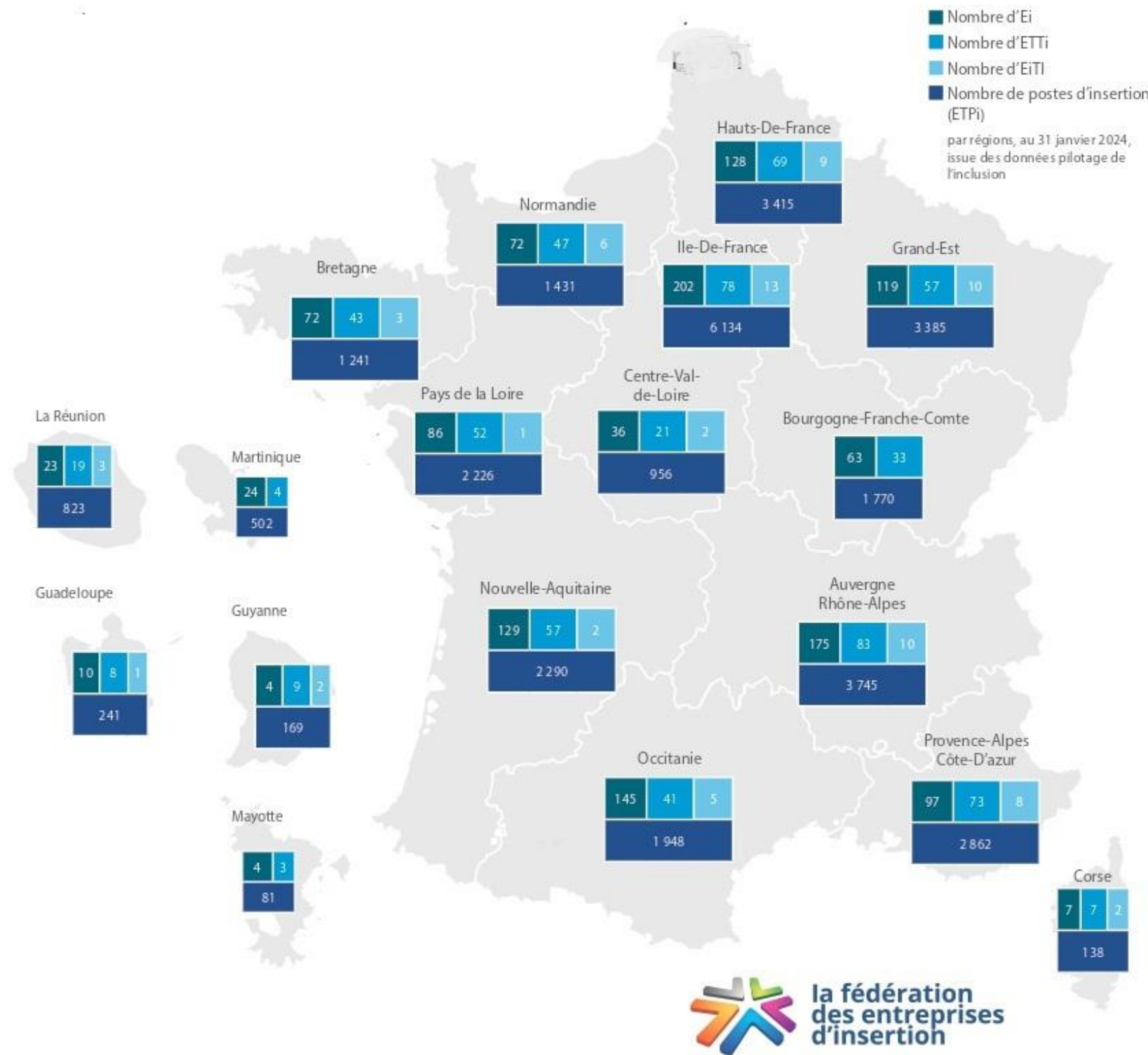
*Exploitation of research results  
for advocacy actions for the WISEs  
sector*

**B-WISE Final Conference**

13<sup>th</sup> November 2024



# The French Federation of Integration Enterprises



- Accelerates the development and promotes inclusive projects
- Inclusion of the most vulnerable at the heart of business strategy
- Catalyst of values and energies
- Building a sustainable and inclusive society

Avec le soutien de :



La fédération des entreprises d'insertion  
18-20 rue Claude Tillier - 75012 Paris  
Tél. 01 53 27 34 80 - [contact@lesentreprisesdinsertion.org](mailto:contact@lesentreprisesdinsertion.org)  
[www.lesentreprisesdinsertion.org](http://www.lesentreprisesdinsertion.org)

# ***The French Federation of Integration Enterprises***

- **Diversity** both in terms of activities and size
- **Business Model** : 80–90% of their budget coming from their sales
- They currently **employ 112 730 workers** :
  - 94 690 of them on integration programmes
  - 64% of them have had a positive outcome (47% in employment or training and 17% continuing their integration programme)

Representation of over two thousand inclusive social enterprises		
<b>1360 EI</b> integration enterprises	<b>660 ETTI</b> temporary integration employment agencies	<b>50 EITI</b> enterprises for integration through self-employment

# ***B-WISE project and the Federation***

- France has been involved for 4 years with the collaboration of two French partners :

- **the National Agency for Adult Vocational Training (AFPA)**
- **the French Federation of Integration Enterprises**



- Ensure that training programmes align with the needs of integration enterprises
- 3 B-WISE actions need to be highlighted :
  - **European Dynamics**
  - **Sectoral Strategy Development**
  - **Stakeholder Engagement**





# ***French advocacy of the European Sectoral Skills Strategy for WISEs***

1. Enhancing training for WISEs
  - Training Strategy for WISEs
2. Creating a supportive policy environment for WISEs
  - Governance and Operational Efficiency
3. Strengthening workforce integration and inclusion
  - Financial Optimisation



# 1. *Enhancing training for WISES :* *Training Strategy for WISEs*

## **Securing Long-Term Training Funding**

- The *Skills Investment Plan* (PIC IAE) is the main funding mechanism

## **Simplifying Access to training Funding**

- Pushing for the simplification and digitalisation

## **Expanding Training Experiments**

- Maintaining in 2025 the ongoing “PRO-EI pilot”
- Launching at State level an experimental “training aid” for WISEs





## ***2. Creating a supportive policy environment for WISEs : Governance and Operational Efficiency***



### **Simplifying Administration and Digitalisation**

- Reducing the administrative burden on WISEs and French government services

### **Improving WISEs Management**

- Giving companies more autonomy in their operations. (less departmental control and restrictions)
- Allowing inter-departmental hiring workers with specific needs



### ***3. Strengthening workforce integration and inclusion : Financial Optimisation***

#### **Restoring Indexation of job aid on Minimum French Wage**

- Calling for the indexation of job aid on minimum wage to be reinstated by January 2025

#### **Ensuring Long-Term Budget Security**

- Proposing a budget increase of 10% in 2025 and 2026, followed by a 12% increase in 2027

#### **Reinstating French Development Fund for Integration**

- Reintroducing the FDI, with a budget of 20€ million



# ***Implementation of B-WISE study programmes in France***

*Contributing to close the skill gap in WISEs through e-learning*

## **1. AFPA's adaptation of certain B-WISE curricula into MOOCs**

– The AFPA has adapted into a MOOC in French and free of charge certain parts of the curricula of enablers and facilitators.

### **1. Presentation of B-WISE training strategy to Regional Federation's Training Managers**

- Professional Mobility strong interest
- Tailor-made Training Programmes strong curiosity
- Would like to test the AFPA MOOC





# **Workshop 3:**

## ***Blueprint project synergies under Large Scale Partnership for the Proximity and Social Economy Ecosystem***

***Moderator***



**Ivana Davidovska**  
***EASPD***



**Nóra Györke**  
***EASPD***



**Alessia Sebillo**  
***BASE***



**Niina Karvinen**  
***ESIC***





# Blueprint for advanced skills & trainings in the social economy

**Blueprint as a key initiative for concrete skills  
development solutions in the SE ecosystems  
for the Twin Transition**



Co-funded by  
the European Union

Luca Pastorelli Diesis Network





# baSE in a nutshell

Started on the 1<sup>ST</sup> of September 2022 and funded by the Erasmus+ programme, baSE aims to develop in a 4 years time frame, a European strategy to address **skills mismatches** and provide **new skills** particularly in the **digital** and **green** areas regarding **occupational profiles** in the **Social Economy and Proximity sector**.

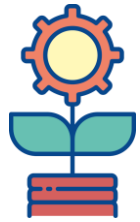


# 1

## Consortium



**Education and Training  
Providers**



**Companies, industry and or  
sector representatives**



**Supporting / Umbrella  
Organisations**



**Advisory Board**

**25 Partners  
10 countries**



A background image showing a hand holding a pen and drawing a technical sketch on a clipboard. The sketch includes lines and the word 'TOP' written vertically. The entire image is overlaid with a semi-transparent red filter.

# Project status



Co-funded by  
the European Union

## WP2 – Skill Intelligence Gathering

### Contextual Reports

A compendium of past, present and future national/ EU level context regarding the Social Economy Ecosystem (particular focus on energy and care sub-sectors).

### Literature review on Social Economy Organization skills & competences needs

A desk-based literature review (top-down approach) capitalizing on the latest written studies about the supply and demand for skills in the Social Economy Ecosystem.

### Focus groups

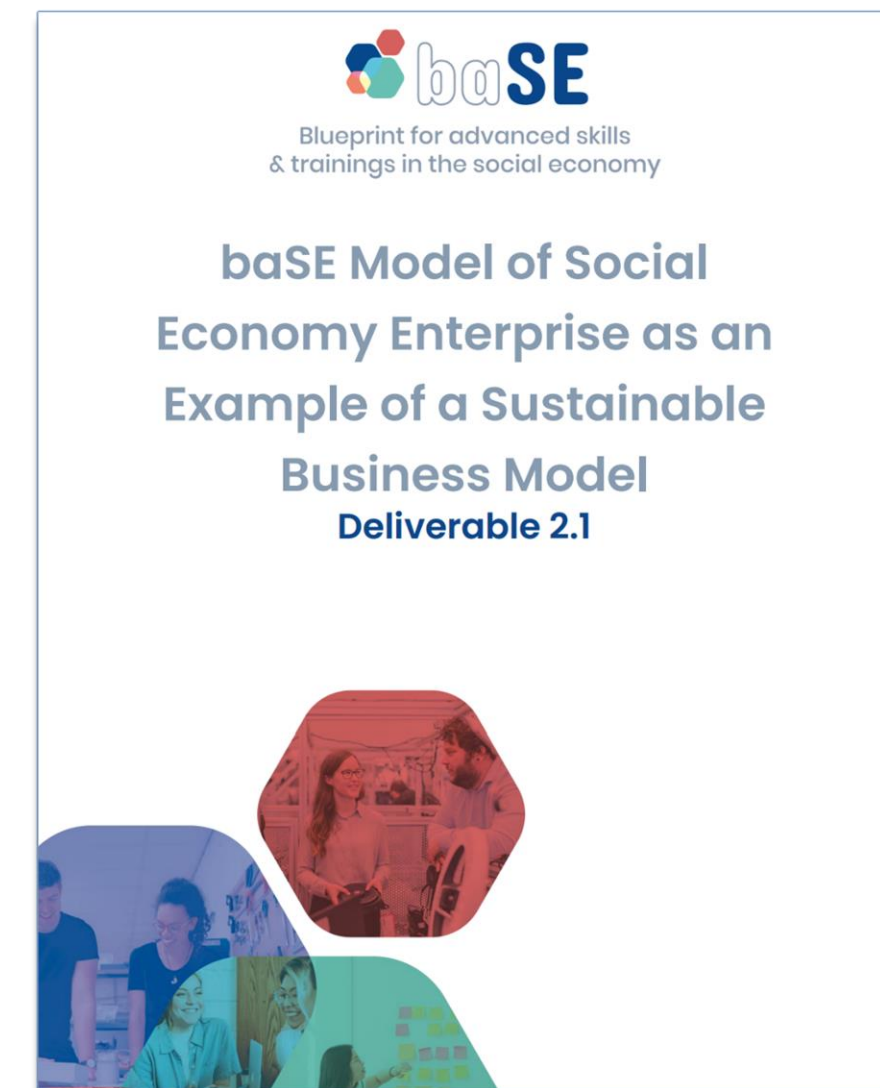
“Bottom up” identification of Social Economy Ecosystem demand for skills & competencies (for today and for the future regarding green transition, digitalization, Inclusivity).

### Inventory of trainings offered

Identification of the already existing training offer that answers the skills need.

### Survey to identify the skill gap

Combining the results from literature review + focus group and inventory of trainings in order to identify the skill gap in SE at country/EU level.



## WP3 – SocioComp

### Framework of competences for a just digital and green transition

The SocioComp is a key component both for the project but at the same time it will serve the SE Organisations (SEOs) as a tool to compass the competences needed, design curricula and trainings which will also be provided by baSE project, while promoting highly important competences that are aligned with SE values.

### Methodology

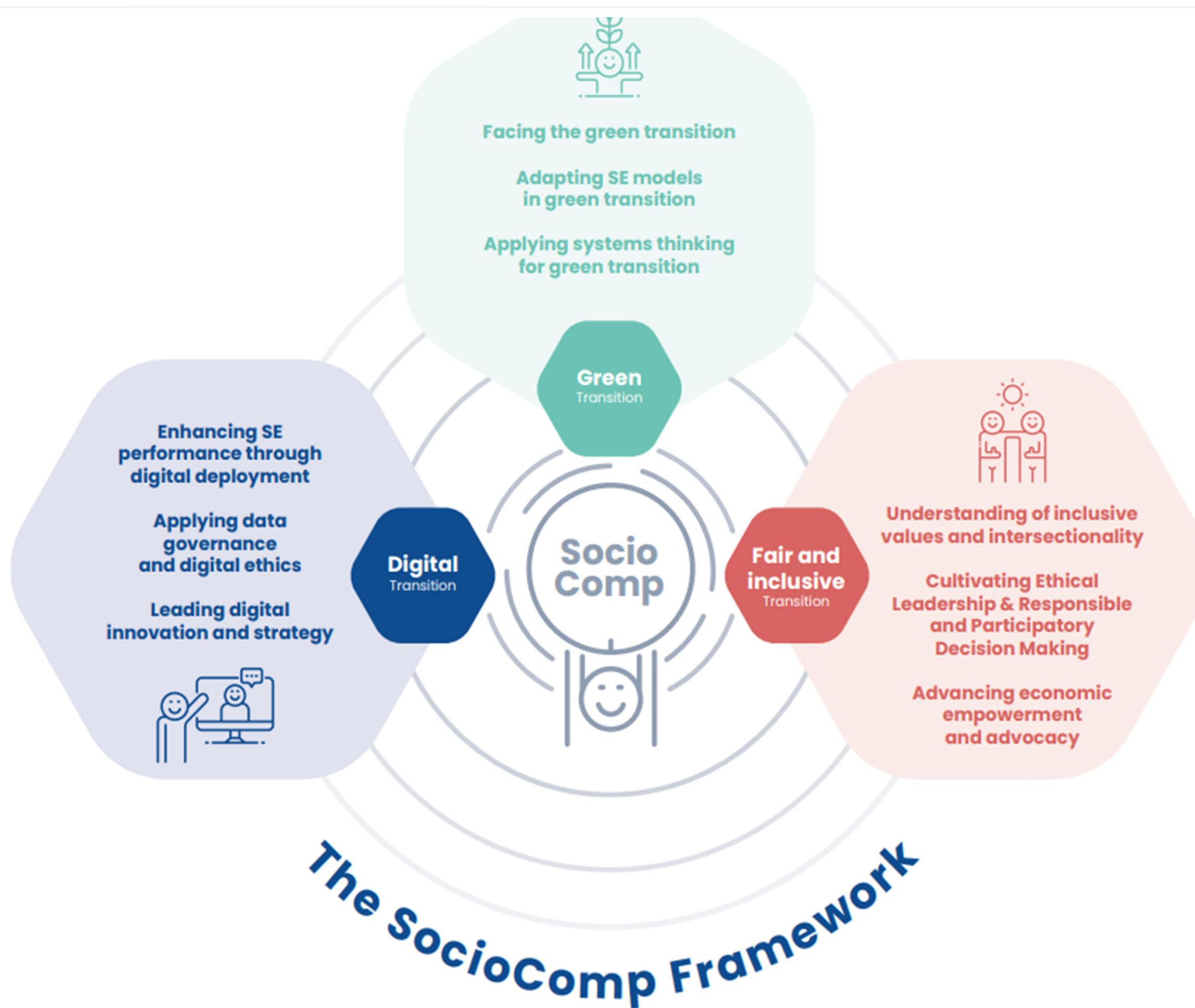
An extensive review of the existing Competence Frameworks was conducted and analysed in supporting the process of selecting and rebuilding the competences that will lead the SE towards the triple transition (green, digital and fair/inclusive). Bloom's Taxonomy<sup>21</sup> is integrated into SocioComp to provide an evolutionary order of classification of educational learning objectives into levels of complexity and specificity

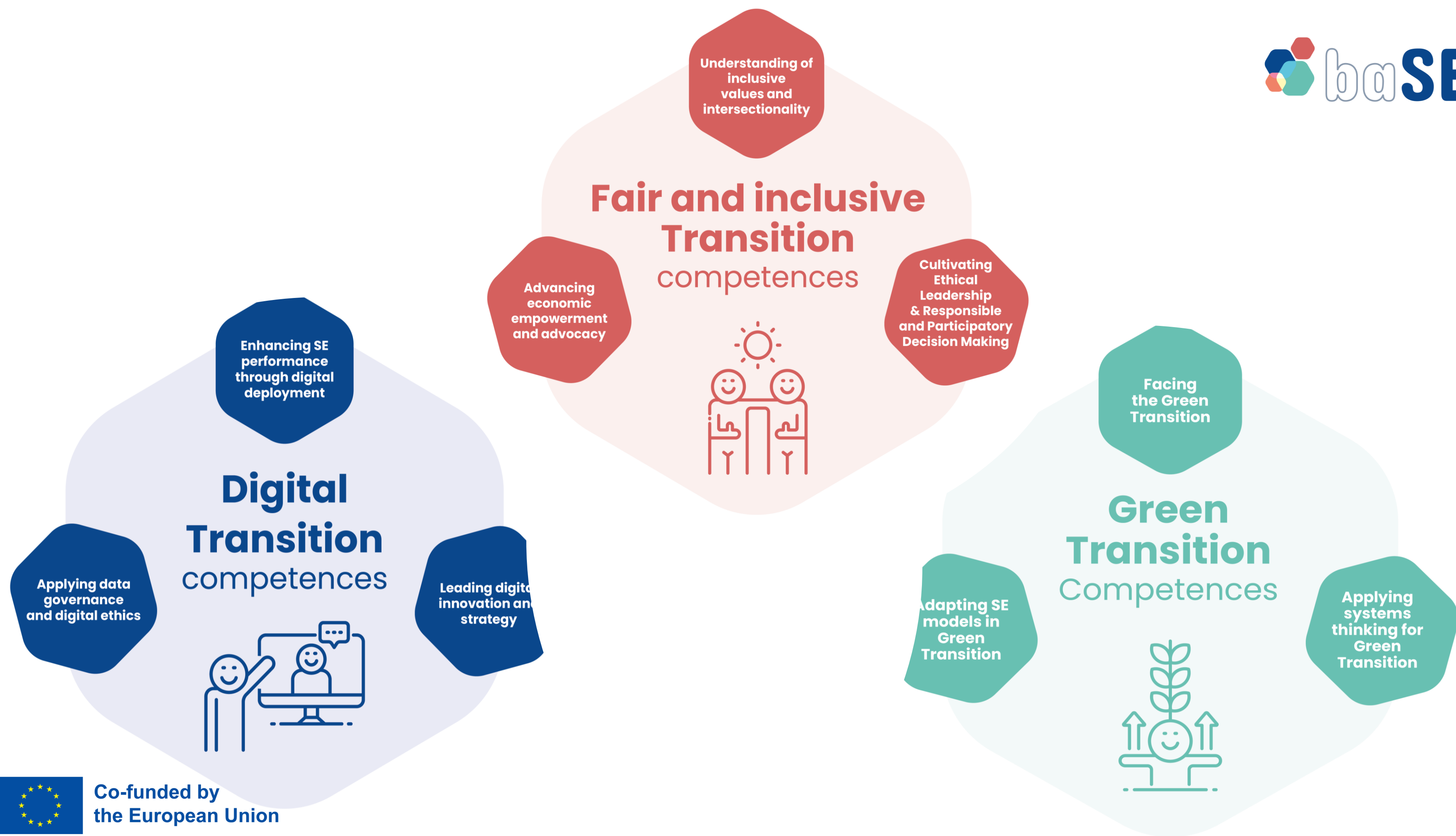
### Scope

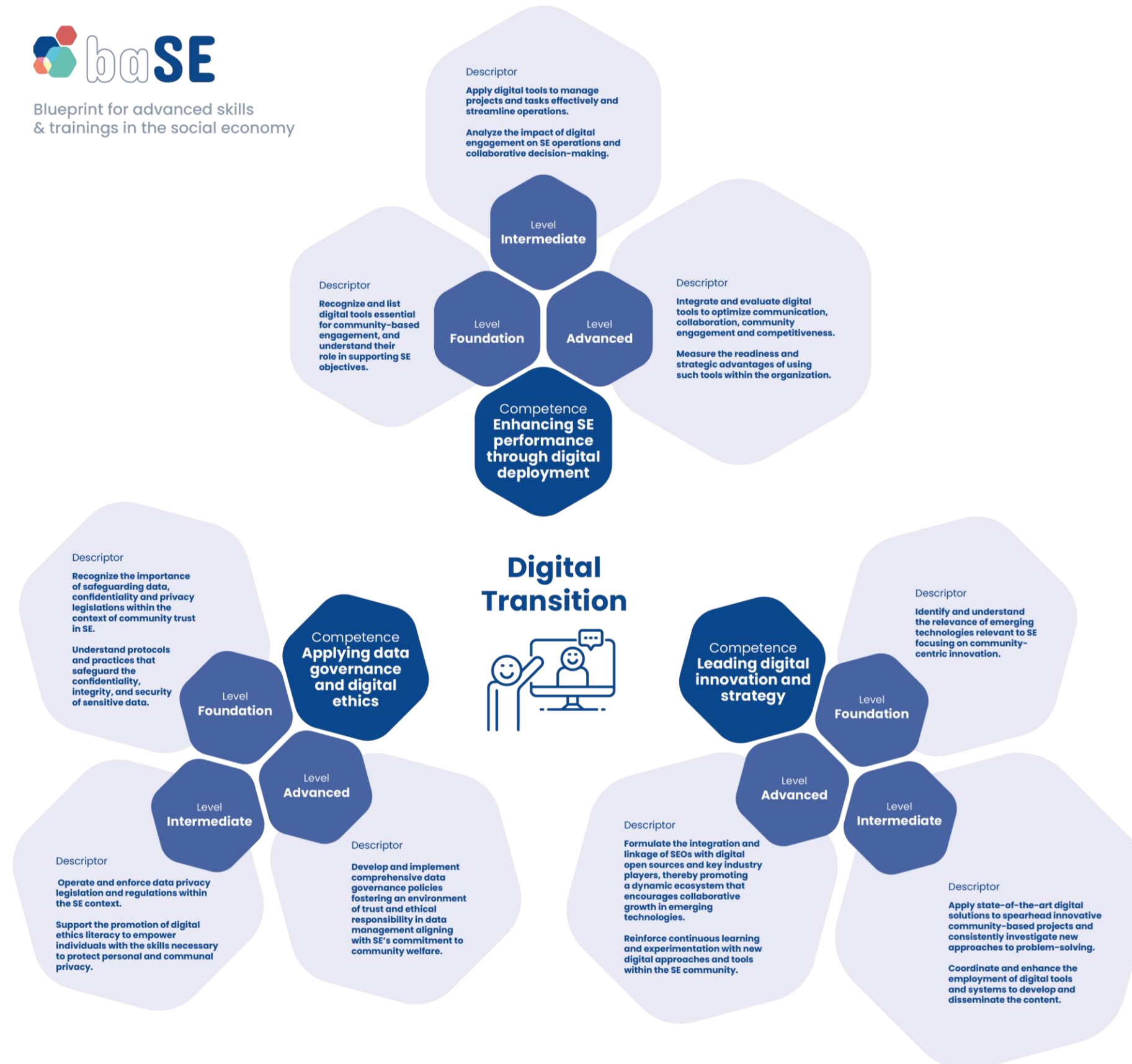
SocioComp uniquely integrates SE-specific competences, driving the ecosystem towards a holistic transition that incorporates the digital competences, becomes environmentally sustainable and fosters inclusivity.



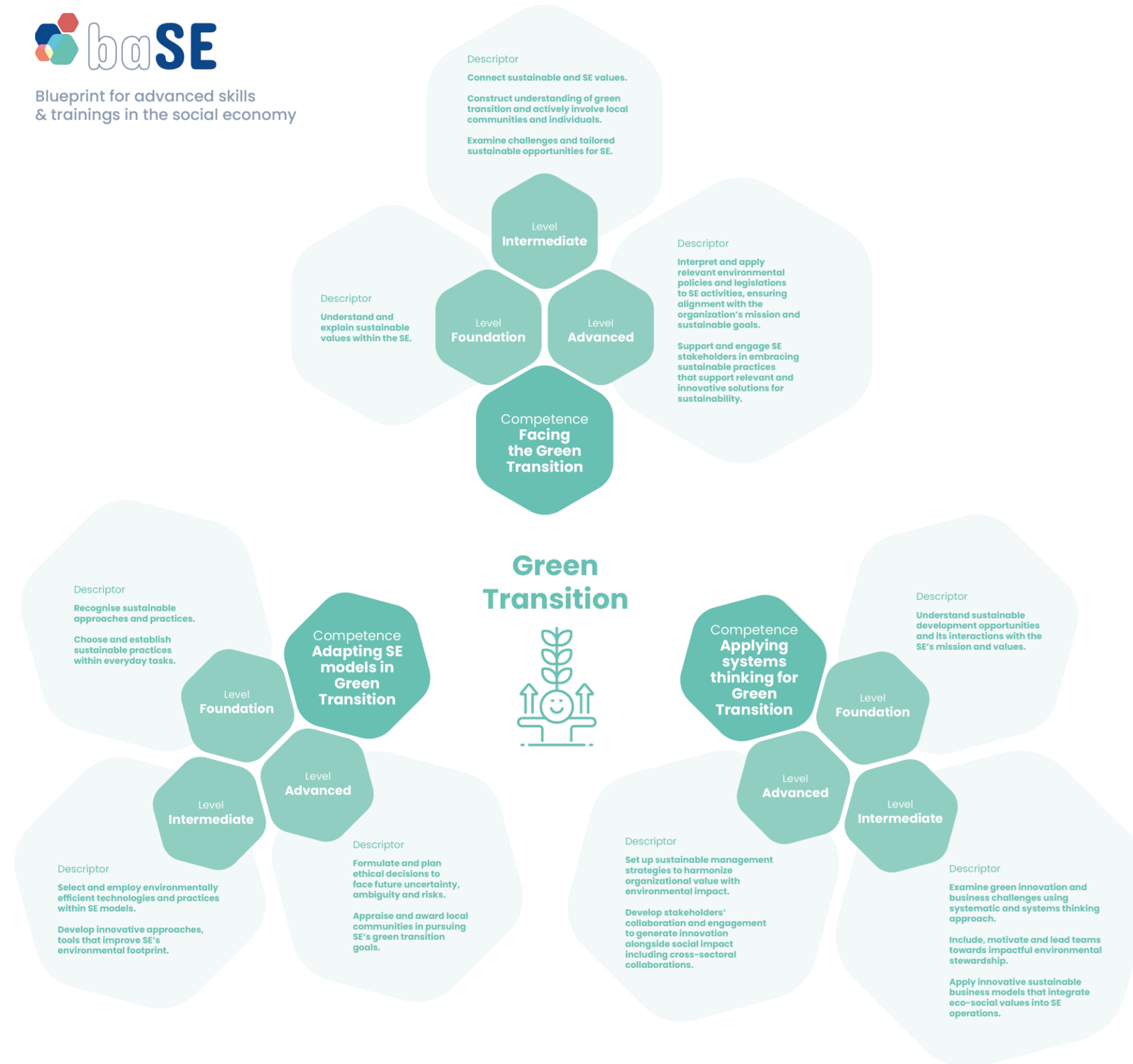














Blueprint for advanced skills  
& trainings in the social economy



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## WP4 – MOOCs

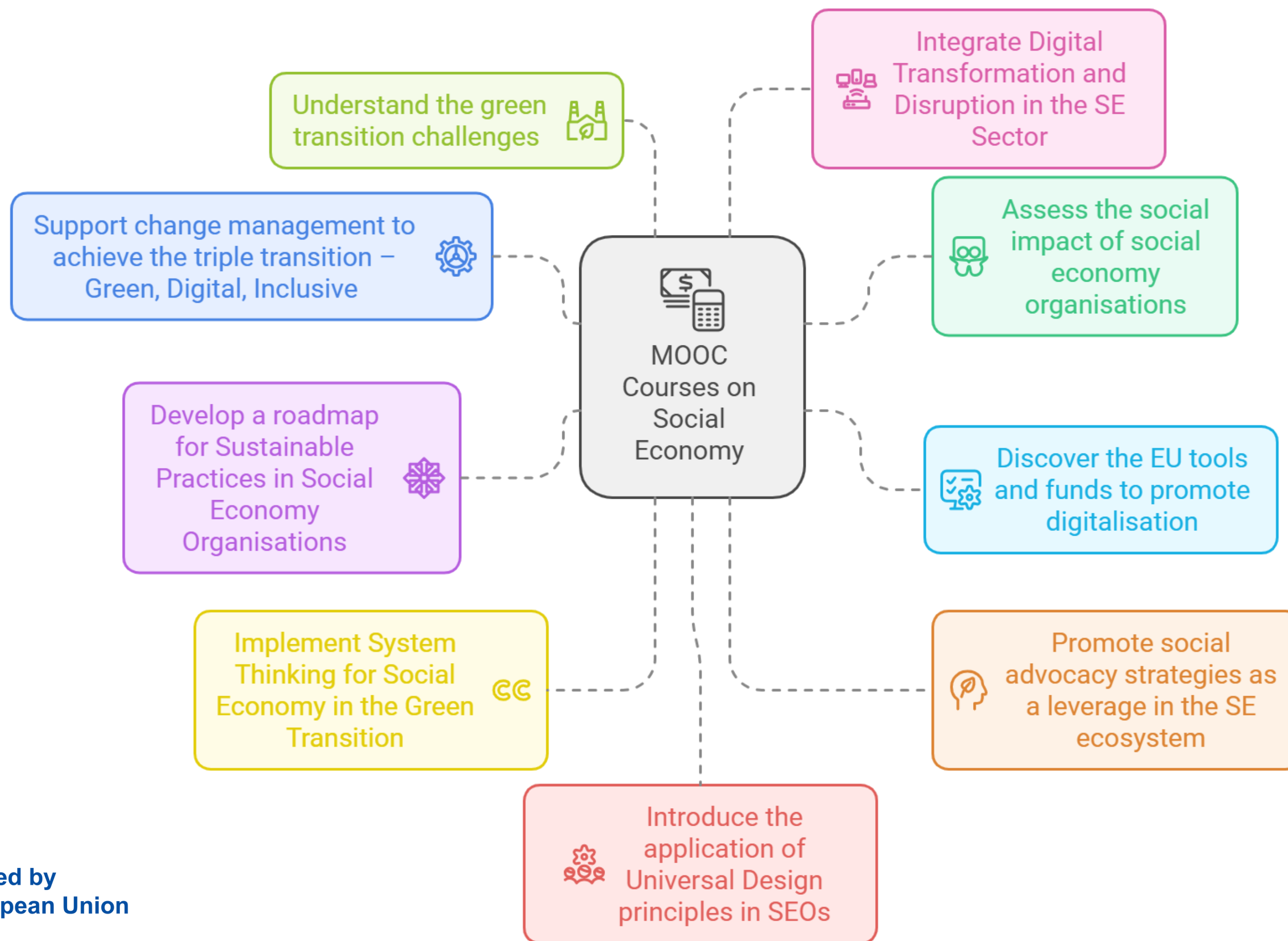
The baSE training catalogue has been developed to address the training needs of national clusters by identifying and filling training gaps.

The European baSE catalogue provides a comprehensive training program for all **target groups** defined within the project: **Managers, Enablers/Supporters, and Workers.**

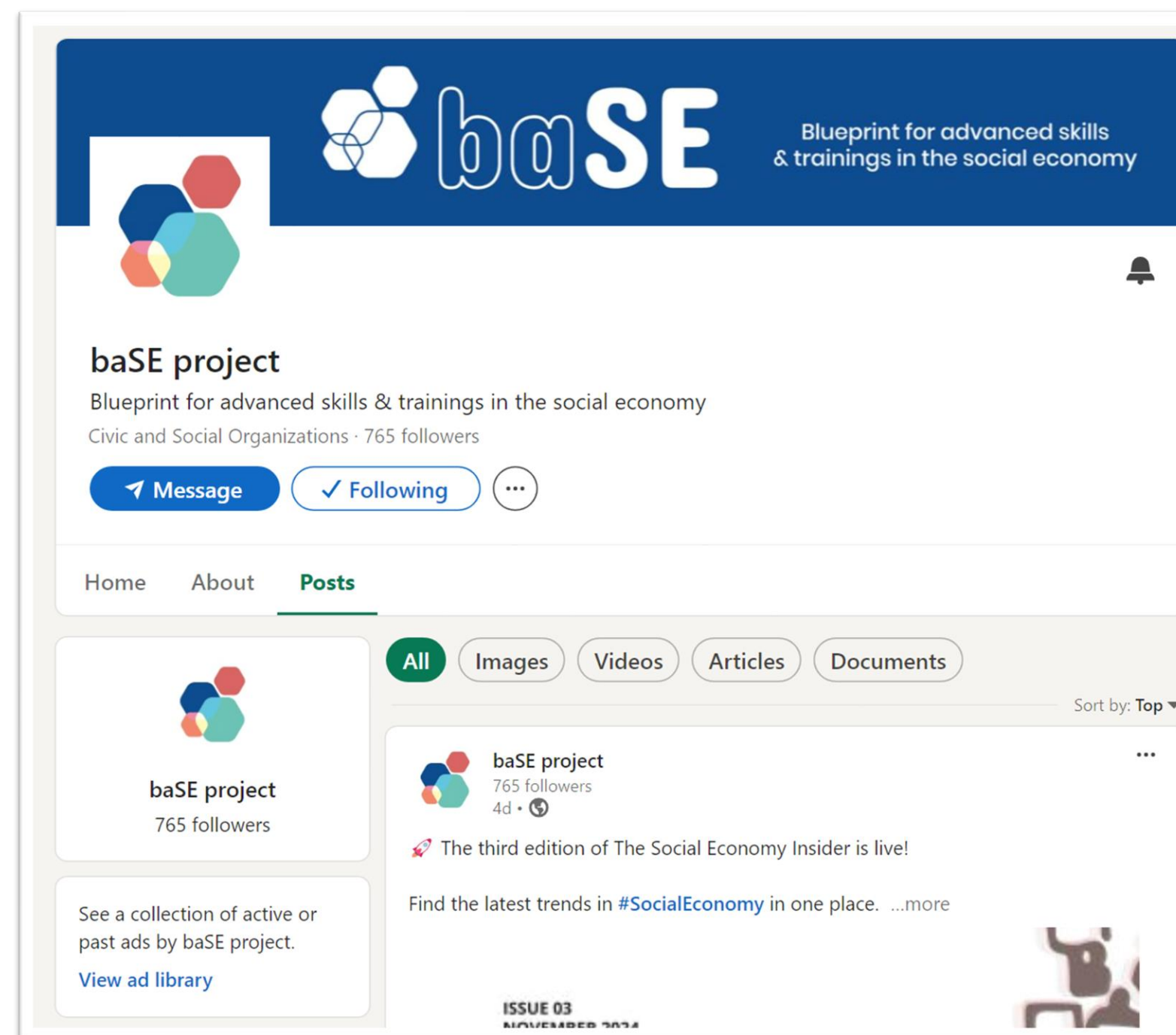
It covers EQF levels 3 to 7 and proficiency levels from :  
Foundation (5), passing through Intermediate (12), to Advanced (12).



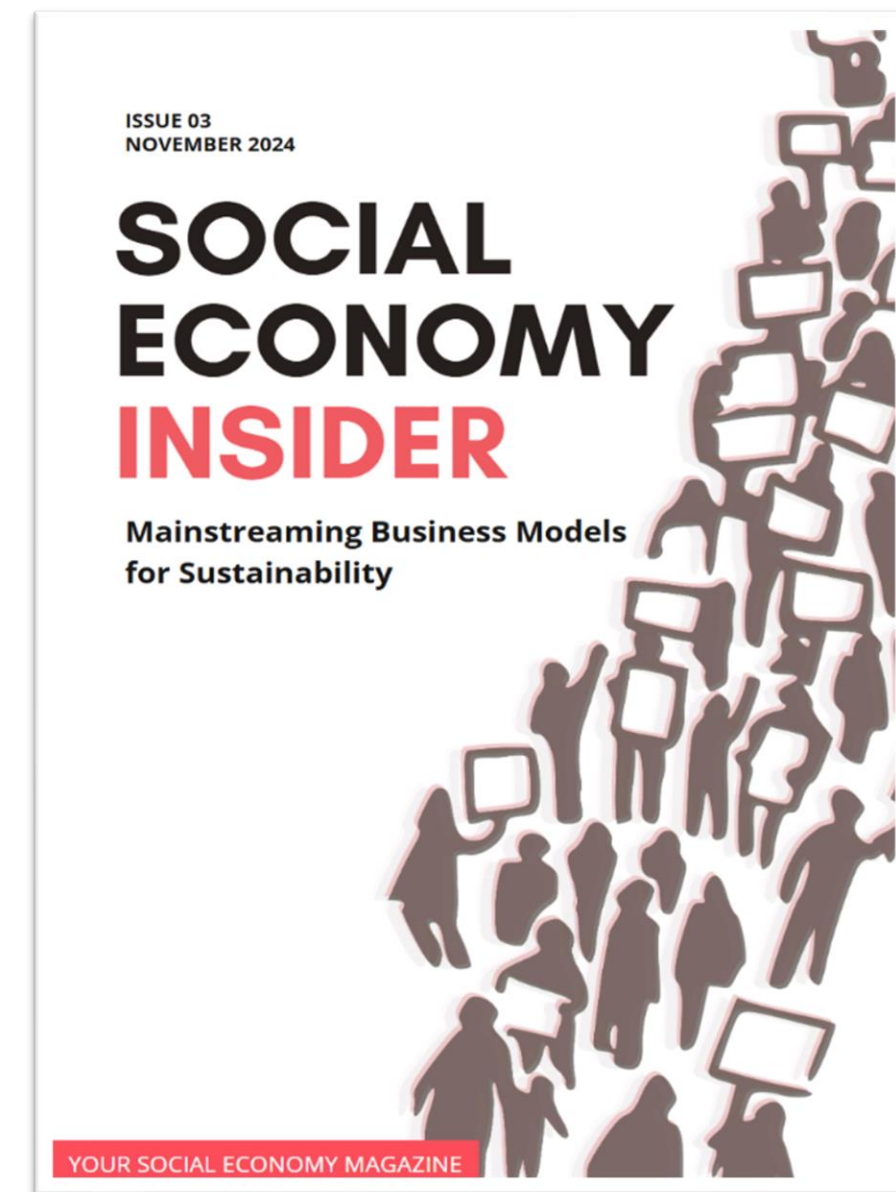
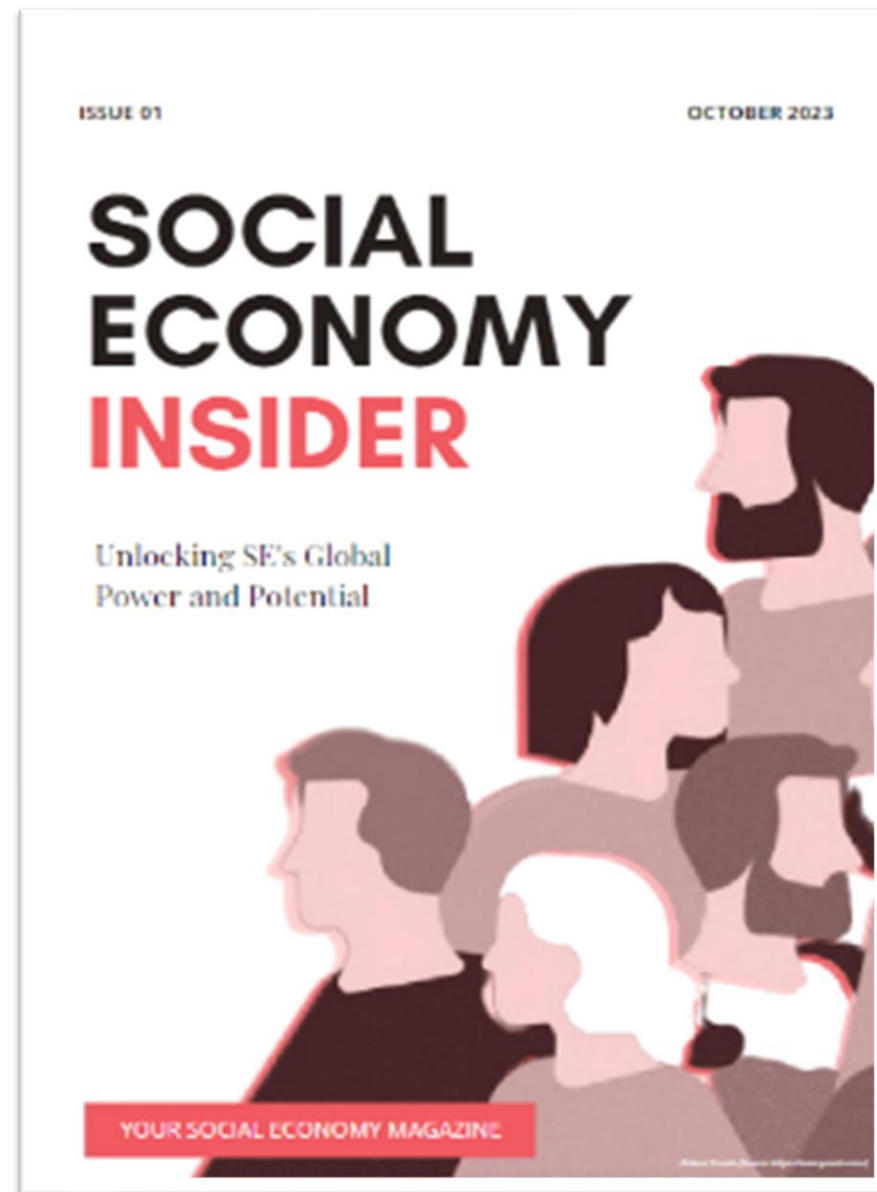




# Dissemination & outreach



# Magazine







# Link to other Blueprints & Projects

Project	Aim	Synergy	Collaboration
<b>B-WISE</b> Erasmus+ Blueprint	Address the skills needs, regarding digital skills, in the Work Integration Social Enterprises (WISEs) sector.	WISEs are part of SE and Proximity Ecosystem	<ol style="list-style-type: none"> <li>1) Part of the competences identified may be valid for baSE</li> <li>2) Methodology followed by WISE can be useful for baSE</li> </ol>
<b>CYANOTYPES</b> Erasmus+ Blueprint	Provide short- and longer-term strategic interventions and concrete skills development solutions that can be adopted across the European CCI ecosystem.	CCIs are also part of the SE ecosystem  Similar timeline	<ol style="list-style-type: none"> <li>1) A workshop online hosted by the EntreComp to discuss entrepreneurial competence needs</li> <li>2) Methodological approaches exchange between partnerships</li> </ol>
<b>SETS</b> HORIZONse	The project aims to develop, test and disseminate programmes and training modules on suitable skills development to foster the Green and Digital transition of Social Economy Organisations (SEOs).	Building under the general framework of baSE	<ol style="list-style-type: none"> <li>1) Digital skill gap identified can be an input from baSE</li> <li>2) Developing 11 courses</li> </ol>
<b>ESIC</b> Erasmus+ Blueprint	Knowledge about social innovation and emerging skills in the field of social economy	Focus on social innovation	<ol style="list-style-type: none"> <li>1) Exchange of experiences and good practices</li> <li>2) Exchange of resources</li> </ol>



# Next event



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the European Union

# Diesis Digital Day baSE EU Policy Lab



***Brussels, 27th November 2024***  
***Venue: European Economic and  
Social Committee***



Co-funded by  
the European Union





# Partners



Co-funded by  
the European Union



**Mondragon  
Unibertsitatea** Faculty of  
Engineering



Social  
Economy  
Europe



Stronger Charities.  
Stronger Communities.



ENAI NET



cooperazione | non profit



Chambre  
française  
de l'Économie  
Sociale et  
Solidaire



Fundacja Inicjatyw  
Społeczno-Ekonomicznych



Center for  
Not-for-profit  
Law

symplexis



Sieć Zachodniopomorska Ośrodków  
Wsparcia Ekonomii Społecznej



innova



Fakulteta  
Business School



European Vocational Training Association



BK CONSULT



Centre  
d'Economie  
Sociale



Talents for a sustainable planet



Finance  
Industry  
Retail  
Knowledge



EUROPEAN ASSOCIATION OF  
INSTITUTES FOR VOCATIONAL TRAINING



A circular inset image showing several hands of different skin tones clasped together in a supportive grip, set against a blue and purple gradient background.

# Thank you !

For more information

The logo for 'diesis network' features the word 'diesis' in a red, lowercase, sans-serif font with a thin red line looping around the 'd'. Below it, the word 'network' is written in a smaller, red, lowercase, sans-serif font.

diesis  
network

[alessia.sebillo@diesis.coop](mailto:alessia.sebillo@diesis.coop)

[www.diesis.coop](http://www.diesis.coop)



Co-funded by  
the European Union



# ESIC



**Co-funded by  
the European Union**



# Niina Karvinen

**Project Coordinator** for the Erasmus+ INNO-Blueprint project **European Social Innovation Campus (ESIC)**,  
<https://socialinnovationcampus.eu/>.

Working in **the Diaconia University of Applied Sciences** (Finland), in the Centre for Social Entrepreneurship and Social Innovations.

MA in Service Design, Doctoral Student in CASE.

**WG Leader** in the new COST Action, *"Connecting Critical Pedagogies, Inclusive Art Forms and Alternative Barometers for Urban Sustainability (**CIRCUL'ARTs**)"*, **WG4** "Innovation through the development of creative technologies".





*Joining the Pact for Skills on Proximity and Social Economy, ESIC contributes to the challenge of the upskilling and reskilling of 5% of the workforce and entrepreneurs of the sector each year to tackle the green and digital transitions in the social economy by boosting social innovation capacities.*

*The Alliance brings together higher education and vocational education and training, social economy organisations and enterprises from several European countries and European-level actors.*



## Erasmus+ INNO-BLUEPRINT, 2023-2027



Diaconia University of Applied Sciences, University of Tallinn, Odisee University of Applied Sciences, University of South-Eastern Norway, EURICSE, AMUSAL, ADV Romania Foundation, Live Vocational College, Autonomous Province of Trento, Bucovina Institute Association, Federazione Trentina della Cooperazione, FECOMA, Rethink Irelands, Ukrainian Social Academy, Euclid Network



Universities, research institutions, vocational education and training providers, labour market actors, local authorities, European networks

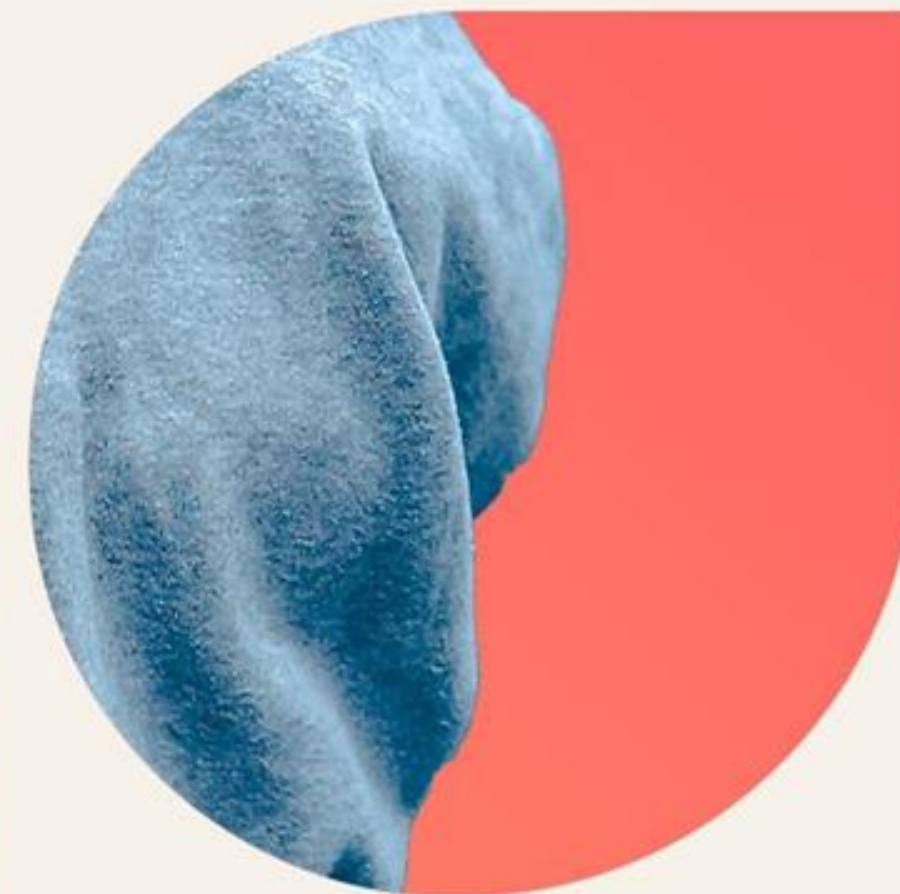


Finland, Estonia, Belgium, Norway, Italy, Spain, Romania, Ireland, Ukraine, The Netherlands

<https://socialinnovationcampus.eu/>



# The cooperation



# Synergies with the Proximity & Social Economy LSP in creating sustainable impact:

Most recent activities: Skills intelligence: Through desk research (SLR) and qualitative and quantitative research (including interviews, focus groups, and workshops), we have finalised a competence profile, including skills, capabilities, and attitudes in social innovations.

## Pillar 1 (Strengthening partnerships):

Partners included in the ESIC consortium, the Project Advisory Group and the Research Committee.

## Pillar 2 (Mapping state-of-the-art):

In recent research, we have mapped EU projects and research, training providers (we will continue to research relevant curricula and national and EU strategies), and the skills needs of the ecosystem stakeholders.

## Pillar 3 (Skills intelligence):

Constant coordination among existing sectoral Blueprints (amongst the Project Coordinators and research/content/result-wise in multiple project WPs and Tasks).

## Pillar 4 (Knowledge sharing):

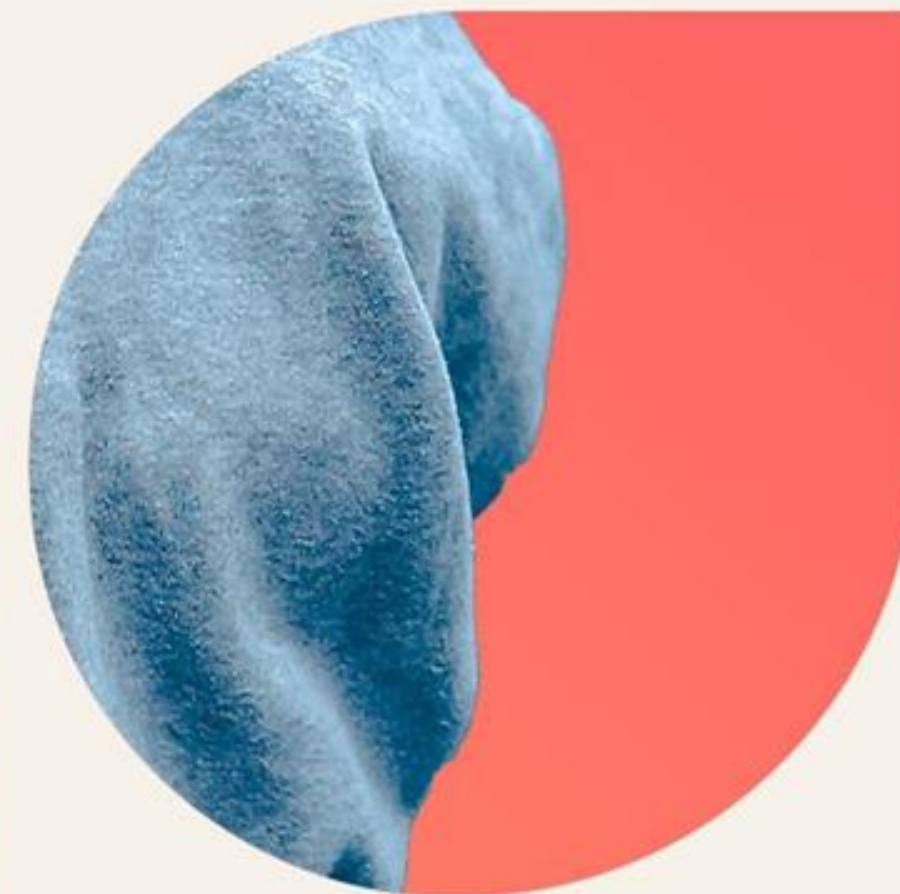
We actively share results and best practices at multiple recognised events and channels in the field and on our website, <https://socialinnovationcampus.eu/>.

## Pillar 5 (Supporting upskilling):

Co-designing and co-developing are at the core of our project.



# How might these collaborative efforts shape the future of the PSE Ecosystem?





**T**OGETHER  
**W**E  
**A**CHIEVE  
**M**ORE



**Thanks**

The image features a light gray background with four overlapping geometric shapes. A red circle is centered in the middle. To its left is a light blue rounded rectangle, and to its right is a teal rounded rectangle. Below the teal shape is a dark blue rounded rectangle. The word "Thanks" is written in a bold, dark blue, sans-serif font, positioned within the red circle and overlapping the light blue shape.

# ***Next steps – How can we make the most of the B-WISE project?***

***Moderator***



**Thomas  
Bignal  
*EASPD***



**Karel  
Vanderpoorten  
*DG GROW - European  
Commission***



**Felix Rohn  
*DG EMPL - European  
Commission***



**Patrizia  
Bussi  
*ENSIE***



**Nóra Györke  
*EASPD***



## ***Concluding remarks***



***Thomas Bignal***  
***EASPD***



***Patrizia Bussi***  
***ENSIE***



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