



Newsletter n°1 November 2012

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The DANTE partners at the Kick-off meeting in Turin, Italy

We are on the web!

<http://danteproject.eu>

<http://facebook.com/danteproject>

Linking Tourism and ICT to develop mountain and rural areas

Tourism can generate growth and employment in the EU and contribute to economic and social integration of rural and mountain areas, **particularly if supported by access to information and communication technologies** (ICT), the driver of the knowledge economy. However, adoption of ICT applications in SMEs and in mountain and rural territories remains relatively low. Tourism in remote areas faces also other challenges, for instance, due to the negative consequences of climate change. Regional and local tourism policies should take that into account and **promote tourism potential of mountain and rural areas through ICT dedicated policies.**

DANTE aims to promote a new regional policy approach to

designing a knowledge-based plan for the tourism sector. The objective of DANTE is to improve the effectiveness of regional policies of innovation by enhancing the role of ICT in tourism industry in rural and mountain areas. The project will use the lessons learnt from nine **innovative good practices** that demonstrate the benefits of Information Society for competitiveness of the tourism sector in disadvantaged areas and ensures the long-term sustainability of the project outputs at the EU level.

This project is co-financed by the European Regional Development Fund and by the INTERREG IVC programme.



European Union
European Regional Development Fund

▶ DANTE activities

DANTE involves **13 project partners**, covering a wide geographic area of **10 Regions in 8 Member States**. The partnership includes partners with ICT experience at regional level and with knowledge in developing tourism strategy of rural and mountain territories.

During the project, the partners will **exchange on their experience** in running regional ICT projects for rural and mountain areas. The transferability of the good practices will be demonstrated in a **pilot action** (in Torino region). Based on this work, **in each region, an implementation plan will be developed** to address the local tourism challenges using ICT tools and methodologies.



First debate on DANTE on the occasion of the launch of the project in the Province of Turin, Italy in February 2012

The DANTE project started its activities with the **“Kick-off” meeting on 16 and 17 February 2012, hosted by the Lead partner, the Province of Torino.**

Dr. Ugo Perone, Counsellor of Tourism and Cultural Policies of the Province of Torino, introduces the discussion stressing the importance of tourism in the province of Turin. Art, history, nature and culture, sport and tradition, the territory has an exceptional appeal and thanks to the huge success of the 2006 Winter Olympics, has gained considerable tourist interest.

The Kick-off aimed at discussing 4 points:

- **Clarification of objectives.** The Lead Partner recalled the main objectives of the project. Each partner also presented some first good practices: the

activities of individual companies and how they are involved for touristic development in their respective territories.

- **Detailed preparation of the project activities.** The structure of the project was defined and investigated in depth to start the planned activities, with discussion on technical aspects as well as on administrative and financial issues.
- **Agreement on communication plan.** The partner responsible of communication activities (Euromontana) described the action lines and the communication tools to be used
- **Possible synergies with other projects.** The partnership has the ambition to connect DANTE with other INTERREG IVC projects on the theme of

technological innovation in tourism. A representative of the I-SPEED project (Information Society Policies for Sustainable European Economic Development; <http://www.ispeed.eu/>), coordinated by the City of Venice, was therefore invited to discuss this issue.

► What is a good practice (GP)?

In the context of the INTERREG IVC programme, a good practice is defined as **an initiative** (e.g. methodologies, projects, processes, techniques) undertaken in one of the programme’s thematic priorities **which has already proved successful and which has the potential to be transferred to a different geographic area.** Proved successful is where the good practice has already provided tangible and measurable results in achieving a specific objective.

Source:
<http://i4c.eu/afficheGlossaire.html>



Introduction by Dr. Ugo Perone, Counsellor of Tourism and Cultural Policies of the Province of Torino



Get to know DANTE partners...

The Province of Turin, Italy, lead partner of the project



The competences of the Province (PTO)

The Province of Turin is a sub-regional public administration with **specific competences** on different sectors and especially:

- **Tourism sector:** promotion of cooperation between local organisations and professionals, implementing combined tourist marketing projects.
- **Rural context:** coordination and implementation of development initiatives and coordination of Leader projects.
- **Management of EU funds:** the PTO, due to the decentralization, manages EU funds assigned to Piedmont Region, especially for local development, employment services, training, innovative business creation and international activities.

Policies towards the mountains and low and medium valleys (73% of the whole territory)

The PTO context **combines a process of re-population** linked to residential activities and to implementation of new or renewed professions in low and medium valley (below 800m) **and a process of depopulation in high-valley** where the dynamics of tourism are absent. In this context, PTO has to implement **new policies regarding different type of inhabitants:** new migrants, retired people, people who live and work in mountains using ICT.

Why the DANTE project?

The PTO expects from this project operational indications to implement into active policies on its territory, in agreement and synergy with all territorial bodies concerned. The final aim is to **obtain a framework improvement for a more competitive tourist sector.**

Profusion and variety of good practices from Greece

Workshop in Heraklion, Crete, Greece, May 17th – 18th

From innovative approaches in providing tourism services online to exploring the effects of branding and destination marketing ...

► The DANTE Workshops

6 workshops are organized for the DANTE project. Their objectives are to **analyse and share good practices**. They will lead to the **selection of the GPs that will be implemented in a pilot action** in the Province of Torino.

During the first day of the Workshop, several **good practices, from both the private and public sectors regarding ICT applications for tourism services in rural and mountain areas** were presented and discussed, with special emphasis to services offered in Crete. The presentations covered not only the **operational and business aspects** (e.g. operational approach, market penetration, transferability) but also the **technological aspects** (e.g. ICT

► First workshop in Crete
Organized by the University of Crete and the Decentralized Administration of Crete, it took place in Hersonissos, Heraklion, Crete on May 17th-18th 2012. The meeting was open to local participants in addition to the partnership. The objectives were:

- **sharing existing innovative tourism related ICT experiences** from Greece,
- **sharing existing policy initiatives** among stakeholders responsible for tourism development in remote areas
- **becoming an interface** for communication and transfer of good practices, providing valuable feedback to the relevant stakeholders.



architecture, implementation and evaluation issues) of the service offered. Presentations ranged from innovative approaches in providing tourism services online to exploring the effects of branding and destination marketing in Greek rural and mountain areas.

Shift of the role played by ICT

Throughout the first day of the Workshop it was made evident that a **major shift in the role played by ICT is currently underway, from merely a supportive tool for tourism services, to being placed as an equal component in the tourism services value chain.** Based on this viewpoint, there is an apparent **need for a vertical integration** between ICT and tourism services in rural and mountainous areas, which can only be achieved with a close collaboration between stakeholders, from local governance to local businesses that are involved in tourism and ICT, to local citizens, to visitors who are

the end users of tourism services. **Local authorities, in particular, must act as initiators and active mediators** among all relevant stakeholders.

Panels views

During the second day of the workshop, **two panels** were organized, inviting local stakeholders to share their knowledge and experience on the central theme of the Workshop. The first panel gave space to regional authorities and policy makers to **present policy initiatives, roadmaps and action-plans** relevant to the DANTE objectives, while the second hosted **firms active in tourism services** in rural and mountain areas, in order to express their vision and requirements regarding the use of ICT in their current services as well as in the development of innovative services.

The panels put forward the **need for a closer collaboration with all related stakeholders**, since it was evident that there is a lack of coordination and networking among local tourism businesses, as well as in relation to local authorities. There is also a **need for specifying target audiences for the products offered by local businesses** and finding ICT businesses that can help improve these products by developing ICT solutions.



DANTE workshop in Crete, May 2012

Good practice: the Arcipelago Campano project to offer multimodal transport and tourism services

Arcipelago Campano project is led by the Lauro Group (Napoli, Italy), as transport operator and project coordinator and FORTHcrs (Greece) as technology provider

Offering multimodal transport and tourism services and custom-made packages

The project aims to **offer multimodal transport and tourism services through an integrated booking platform**, for tourists

visiting the broader area of Napoli and nearby islands. This platform allows to **build custom-made packages** sold either online



(B2C) or through travel offices (B2B), covering accommodation, ferry and inland transport through a unified interface.

The project activities carried out included the **information of local stakeholders** about the project aims and expected benefits, the **integration of different booking systems**, the development of the **core booking platform**, the registration of data into the electronic platform and finally, the **training of users** and the **marketing of the final product to local travel offices**.

The practice by its nature relies on **cooperative thinking and coordination** of transport operators, hotels and travel offices as well as a monitoring board of key actors that follow and assesses the progress and results to propose improvements. Another related challenge is the integration of multiple vendors and systems, which may be obstructed by commercial policies and decisions.

Transfer of the project from Italy to Crete

The project website was launched during summer 2012 and will also be transferred to the region of Crete by spring 2013. The expected impact is the support of local econo-

mies, as well as an increase in the number of visitors and their level of satisfaction.

The good practice is presented in detail in the guidebook available on <http://danteproject.eu>

A Platform Accommodating Multiple eTourism Services

Rome (Italy) > Napoli (Italy) > 2 Trip Combinations
Departure: Tuesday, 01/05/2012 — Return: Wednesday, 02/05/2012

Alternative 1 Starting From > 30,00€

Company	Departure	Arrival	Trip Time	Information
Test 2 Bus	10:00	10:50	00h 50m	View Details

Napoli - Rome: Wednesday, 02/05/2012

Company	Departure	Arrival	Trip Time	Information
Test 2 Bus	08:00	08:50	00h 50m	View Details 30,00
Test 2 Bus	15:00	15:50	00h 50m	View Details 30,00

Final Price > 30,00€ [ADD TO CART](#)

Alternative 2 Starting From > 30,00€

Company	Departure	Arrival	Trip Time	Information
Test 2 Bus	17:00	17:50	00h 50m	View Details

Napoli - Rome: Wednesday, 02/05/2012

Company	Departure	Arrival	Trip Time	Information
Test 2 Bus	08:00	08:50	00h 50m	View Details 30,00
Test 2 Bus	15:00	15:50	00h 50m	View Details 30,00

Final Price > 30,00€ [ADD TO CART](#)

4 ITEMS

Origin	Destination	Departure	Arrival	Duration	Transp. modes	Int. Hops	Est. Price
Manchester	Naxos Port	03/10 08:10	04/10 13:20	-27h	airplane, bus, train	Manchester Heathrow, London Eleftherios Venizelos Intl, Athens	N/A

[+] Hide Trip Details [Save Trip](#)

Segm.	Origin	Destination	Departure	Arrival	Duration	Mean of Transport	Est. Price
1	Manchester	Heathrow, London	03/10 08:10	03/10 09:15	-1h	bmi	N/A
2	Heathrow, London	Eleftherios Venizelos Intl, Athens	03/10 11:50	03/10 17:30	-3h	Aegean Airlines	N/A
3	Athens Airport	Athens Airport Metro Station (to Athens)	03/10 18:30	03/10 18:35	-5min	- WALKING	N/A
4	Athens Airport Metro Station (to Athens)	Plakentias (to Athens)	03/10 18:35	03/10 18:53	-18min	URBAN RAILWAY LINE 1	N/A
5	Plakentias (to Athens)	Doukissis Plakentias (to Monastiraki)	03/10 18:53	03/10 19:04	-11min	- WALKING	N/A
6	Doukissis Plakentias (to Monastiraki)	Monastiraki (end of Line 3)	03/10 19:04	03/10 19:23	-19min	METRO LINE 3	N/A
7	Monastiraki (end of Line 3)	Monastiraki (to Pireas)	03/10 19:24	03/10 19:30	-6min	- WALKING	N/A
8	Monastiraki (to Pireas)	Piraeus	03/10 19:30	03/10 19:47	-16min	URBAN RAILWAY LINE 1	N/A
9	Piraeus Port	Naxos Port	04/10 07:00	04/10 13:20	-6h	SEA JETS SUPERJET	N/A

The multi-modal platform provides information on various transport means



Get to know DANTE partners...

The University of Crete, Greece

The University of Crete, since it accepted its first students in 1977-78, is committed to excellence in research and teaching. It has **17 Departments in 5 Faculties** (Philosophy, Education, Social Sciences, Sciences & Technology, and Medicine) as well as a number of affiliated research-oriented institutions. It is located at campuses in Heraklion and Rethymnon on the island of Crete.

The University of Crete consistently **tries to build networks and collaborations aiming at the sus-**

tainable development of Crete. In this context, the University of Crete's participation in the DANTE project materializes its **vision for:**

- **Collaborative networking** between stakeholders, local governance and local businesses that are involved in tourism and ICT.
- **Vertical integration between ICT and tourism services**, focusing to rural and mountainous areas.

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(jfragiad@ucnet.uoc.gr)



The Decentralized Administration of Crete, Greece

The Decentralized Administration of Crete (DAC), as a decentralized state public body, **approves all activities and planning of the Regional and Municipal bodies** in the island of Crete.

Within DANTE project, the **DAC aims at:**

- **Transferring and acquiring knowledge** on good practices regarding policy initiatives, roadmaps and action-plans for the incorporation of ICT in tourism services for mountain areas.
- **Acting as initiator** among local stakeholders, local governance and businesses that are involved in tourism and ICT.

- **Exploiting in a better way the inter-regional broadband connections**, thanks to the planning and development of tourism e- services in mountain areas.
- **Gaining know-how concerning exploitation of ICT services for promoting tourism** in isolated places, which will help to design new projects for applying these practices to Crete.

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Why do the University and the Decentralized administration participate to the DANTE project?

Given the relative lack of coordination and networking between the local tourism sector and local authorities, both the University of Crete and the Decentralized Administration of Crete perceive the DANTE **project as an interface for:**

- **Communication between tourism stakeholders** and **sharing existing policy initiatives** among stakeholders responsible for tourism

development in remote areas.

- **Transferring good practices** on innovative ICT experiences in mountain and rural tourism.
- **Developing new policy initiatives and business models** for the tourism's digital agenda in European rural and mountain areas (DANTE).



Dutch German Good practice for bottom-up open innovation and co-creation. July 2012, Germany

Workshop in Kirchlinteln, Lower-Saxony, Germany, July 3-5

Warm welcome in a region where tourism is a major economic sector

The workshop started with a warm welcome at a culinary holiday farm presented by local, regional and federal authorities. **Ms. Pürschel general director Tourism of the federal state Niedersachsen** emphasized in her welcome speech the **importance of interregional cooperation and the co-creation of new ideas** together with other regional partners within the European Union. Especially, the **development of new ICT tools for stimulating tourism in rural areas** has the potential to increase the attractiveness of rural areas as holiday and leisure destination. Tourism in general is an important economic factor in Niedersachsen, it employs three-hundred and forty-thousand people and has a turnover of 15 billion €.

A successful bottom-up approach to design services adapted to each farm

The **bottom-up good practice** was demonstrated the first day by an **excursion to five different holiday farms, all members of the Rural Leisure Association**. The project partners experi-

enced at each farm the unique approach, the unique developed leisure services and products and the cooperation within the Rural Leisure Association. In this way, the bottom-up approach of the association was clearly demonstrated. **Each farm received support and services from the office of the association in order to optimize the touristic services at the farm.**

The results of this approach are **really successful**. The members of the Association have together 820,000 nights stay in the rural area Niedersachsen, a direct economic effect of an annual turnover 42 mio€ and an indirect economic effect of an annual turnover 25 mio€.



Visit to a holiday farm by the DANTE partners

The conceptualization method: an operational approach to create new concepts

The conceptualization good practice, an **open innovation co-creation**

▶ Workshop in Germany

The second DANTE workshop was in Kirchlinteln, Germany, and **organized together by InKnowCom (NL) and Bauernhofferien** (Rural Leisure Association, Niedersachsen, DE). The workshop was focused on **approaches to develop innovative ideas and services**.

method is developed by InKnowCom. This Good Practice about innovation was demonstrated the second day of the workshop. Innovation is the critical success factor for building the next generation competitive businesses which are either **specializations or diversifications of existing (farming) businesses** in rural and mountain areas. Innovation is something new with added value put into praxis. The Good Practice is a robust operational approach where new concepts can be created in an entrepreneurial setting. The conceptualization method consists of **three major steps opportunity analysis, idea creation and concept development**. Divergent and convergent thinking patterns are applied at each step.

The conceptualization method has the following activities:

- 1) Opportunity identification and analysis
- 2) Idea creation and selection



3) Concept creation and description (scoping) decisions can be made or policies developed.

Each activity has its own specific tools. The tools for the opportunity identification and analysis are sensing the voices of customers, peers, future, product, competitor, technology, society and voice of staff. The tools for idea creation and selection are creative techniques. The tools for concept creation and selection are the standard financial techniques combined with PESTEL and portfolio management tools.

Final results of the conceptuation method are identified and quantified business or product concepts upon which justified strategic business of project deci-

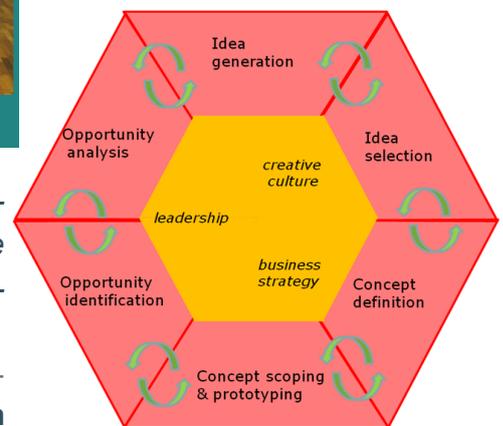


DANTE Workshop in Germany, July 2012

Results of the workshop: a basis for the development of the light-pilot of the DANTE project

The results of this DANTE workshop are a **better cooperation** between project partners, an **understanding of the specific situ-**

ation in each region and about **6-7 new developed touristic services concepts.** These new developed concepts serve as basis for the development of the light-pilot of the DANTE project. Examples of these concepts are presented in the chart below:



Conceptuation method developed by InKnowCom (after Koen 2000)

Get to know DANTE partners...

Arbeitsgemeinschaft Urlaub und Freizeit auf dem Lande e.V. Niedersachsen (Rural leisure association Niedersachsen)



Cooperation of farmers

The association is a cooperation of **400 farmers** and **200 partners with holiday facilities** in the federal state Niedersachsen in Germany.

Focus on tourism

The main task of the association is touristic market-

ing and information dissemination on internet and in print. The association has therefore developed many **touristic services concepts for stimulating touristic attractiveness of rural areas** in Niedersachsen Germany. The association works together for conservation of natural and cultural heritage in the rural area.

InKnowCom Foundation



Creativity facilitation and innovation acceleration

InKnowCom is an **independent organization for creativity facilitation and innovation acceleration.** InKnowCom has developed a good practice for **open innovation by co-creation** in a triple helix setting, which stimulates sustainable develop-

ment and Corporate social responsibility for stakeholders. InKnowCom is specialized in **initiating (international) cooperation** between different stakeholders for new concepts and business development. InKnowCom has a proven track record for successful initiation of EU-funded projects and cooperation's.



Good practice: Continuous development of new rural touristic business concepts

4 principles

Bottom-up approach: trust based innovation begins and ends with the rural entrepreneur (family farm)

Peer-learning: facilitate peer

learning processes between entrepreneurs

Continuous Co-creation: facilitate open innovation processes by creating together (triple-helix) new business concepts for rural entrepreneurship

Open source: developed (ICT) infrastructure is for facilitating business development and free for sharing

*Bauernhofferien
machen alles selbst
mit Hand und Herz...*

Rural Holiday farms
make everything
themselves by hand
by heart...

*(Karin Müller, Founder
of Bauernhofferien
AG 13 November
1972)*

Preparing *Digital Agendas for New Tourism approach*: defining the methodology

Workshop in Clermont-Ferrand, France, September 25th – 26th

Starting the preparation of the DANTE pilot action and of the implementation plans

Like the previous workshop in Crete and Germany, the DANTE partners got the opportunity to discover in detail the **work and projects led by the host of this third workshop, namely the Cybermassif association** (see examples of the good practices below). In addition to these extensive presentations, the partners have also started to **discuss the content of the pilot project** that should be prepared in 2013, to be implemented in the Torino region. By doing so, the **reflection on the methodology to design the implementation plans** that will be prepared in 8 regions have started.

Three types of good practices

During the first semester of the

project, **8 first good practices (GP) have been identified**. They are described in detail in the GP guidebook that is being finalised (the GP guidebook will be made available on the DANTE website as soon as it is published). These 8 GPs can be classified in **three categories**:

- GPs for the **promotion of local tourism using traditional technologies** in an innovative way
- GP in which the **actions of the customer are involved** with innovative methodology (development of new softwares). Ex: the Arcipelago Campano project (see p. 4)
- GP to **improve the capacities of the tourism operators**. Ex: innovation acceleration, new product deve-

▶ Workshop in Clermont-Ferrand

The workshop was **hosted by Cybermassif**, an association whose final objective is to help enterprises discovering and developing the use of ICTs. The workshop therefore focused on projects and methods **to improve the ICT skills of tourism operators and SMEs** in remote areas

lopment, Cybersudoe, TourismalICT

The type of GP implemented in each region will depend on the objectives of the local strategies and on the means available

For each region that will prepare an implementation plan, a strategy on ICT for tourism will have to be drawn. Depending on the objectives of the strategies (e.g. who is targeted? Bottom-up process? Etc.) and on the means



available in each region (e.g. already available infrastructure, capacity to design new softwares, local supporting organisa-

tions, etc.), the **plans will be applied with actions based on the three different categories of practices.**

The content of the implementation plans will be discussed in more detail in the next workshops.

Good practice: the Cybersudoe project

Cybersudoe aimed to develop Small and Medium Businesses (SMB) and Very Small Businesses (VSB) competitiveness with ICTs in the Southwestern Europe

A project to supporting companies in order that they get a better ownership of digital tools.

The Cybersudoe project was carried out by 9 partners in Spain, Portugal and France, under the lead of Cybermassif.

The objective of this Interreg IV B project was to **increase the competitiveness of the companies thanks to a better appropriation of digital technologies.** The project also aimed at sharing the same methodological tools and creating an interregional network to develop ICT diffusion.

The tools produced in the framework of the project include

- **Horizontal diagnosis tools**
 - Dematerialize your exchanges
 - Human resources and digital technologies
 - Management and digital technologies,
 - Using ICTs to implement a Monitoring and Business Intelligence project

- Selling on-line.
- **Sectorial diagnosis tools:** Tourism, logistic, craftsmanship, agro-food
- **Practical guidelines** have been prepared to complete the diagnosis tools and provide advice on the issues tackled by the diagnosis tools
- **Short videos** also explain the potential of using ICTs in the 9 issues dealt with in the project.

The tools have been developed in the languages of the project (French, Spanish and Portuguese). Their access is free.

In addition, some outputs of CYBERSUDOE have been translated to English by Euromontana and are available both on Euromontana and Cybersudoe website.

**<http://www.cybersudoe.eu/>
<http://www.euromontana.org/>**



The home page of the Cybersudoe project



Good practice: Tourisma'ICT (*Tourisma'TIC*)

The Tourisma'ICT project was carried out by Cybermassif in the Massif Central, France



Meeting in Mende, Lozère, March 2009

Supporting tourism businesses to take greater advantage of ICTs in their activities

Tourisma'TIC is a project that was run in the region of Massif Central and first in the departments of Allier and Lozère.

The practice aims at helping companies to take greater advantage of ICTs in their activities, while improving the management of their business, increasing the visibility of their structure with the development of their communication tools (internet, e-mailing, so-

cial networks) and offering new services to their clients (WIFI,...).

Guiding professionals in the first steps of their exchanges with ICT services providers

Meetings have been organized in the whole territory (even in remote places to access as many enterprises as possible) to raise awareness on the possibilities offered by ICT to develop tourism. Individual meetings were then offered to the professionals interested, who were also guided in the first steps of their exchanges with ICT services providers.

The good practice is presented in detail in the guidebook available on <http://danteproject.eu>

Get to know DANTE partners...

Cybermassif, France

An association aiming at the development of ICTs

Cybermassif is an **association** founded by public and private organizations involved in the implementation of technological resource centres.

Cybermassif **objective is to deploy and animate resource centres dedicated to ICTs and spread information** across four regions of the Massif Central : Auvergne, Bourgogne, Limousin and Languedoc-Roussillon. The vocation of the network is to **help enterprises and project leaders**, from every sector and of every size, in the implementation of

their projects linked to computer sciences: the Internet and ICTs.

Cybermassif in DANTE

As the vocation of the association is to encourage companies to use digital technologies, Cybermassif will **give to this european partnership its skills and ICTs' methodological tools** to work in an effective way. Especially, Cybermassif has developed several project around tourism. On the other hand, being part of the DANTE partnership is another opportunity to complete the skills of Cybermassif.

cybermassif



► The DANTE project in short

Dates and figures

13 partners from 8 countries
3 years from January 2012 to December 2014
Final conference: June 2014, Brussels, Belgium

The project will produce

1 Good practices catalogue presenting the good practices analysed
1 Pilot action and guidelines
8 Implementation plans for developing information society and tourism

Expected results

Shared and Improved Knowledge regarding how ICT can help the competitiveness of the tourism sector in the participant regions.
Improved Competences and Capacities of the stakeholders in charge of the tourism sector at regional level
Integration of Digital and Tourism Agendas at regional level through the elaboration of 8 regional implementation plans
General improvement of regional policy instruments and better use of Funds.

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Imprint

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DANTE partnership

- 1 Province of Turin, IT
- 2 Euromontana, BE
- 3 University of Crete, GR
- 4 Decentralised administration of Crete, GR

- 5 Fundecyt, ES
- 6 CSI Piemonte, IT
- 7 Cybermassif, FR
- 8 Inknowcom, NL
- 9 Bauernhofferien, DE

- 10 Development center Litija, SI
- 11 University of Ljubljana, SI
- 12 Regional Development Agency Bielsko-Biala, PL
- 13 Metropoli, IT

