



DIGITAL GENERATIONS

TIRANA, ALBANIA | 5-9 JUNE 2023

Tutoria – A Case of Success ...

... of the Reformulated RNP Working Groups Programme

Fausto Vetter

Tirana – Albania

8th of June of 2023

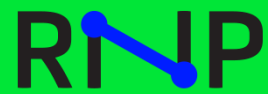


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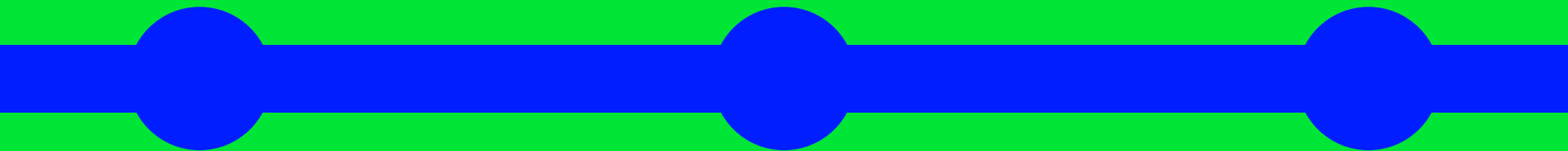


Agenda

- RNP – The Brazilian Research and Education Network
- The Reformulated RNP Working Groups Programme
- Tutoria – A Case of Success

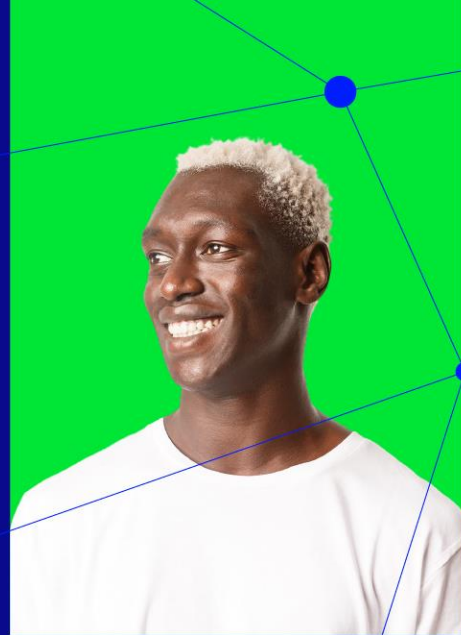


Networked Education,
Research and Innovation





OUR BUSINESS IS
MORE THAN CONNECTIVITY.
IT'S CONNECTION.



SHARE TO EXPAND:

WE CONNECT PEOPLE
IN AN ENVIRONMENT CREATED FOR
THE PRODUCTION OF KNOWLEDGE
AND WE PROVIDE SAFE AND
HIGH CAPACITY SERVICES

800

Connected organizations

+ 4 million

User

50

Community connections

+ 100 Gbps

Connections

Former 'R&D Working Group Programme' and Current 'Advanced Services R,D&I Programme'

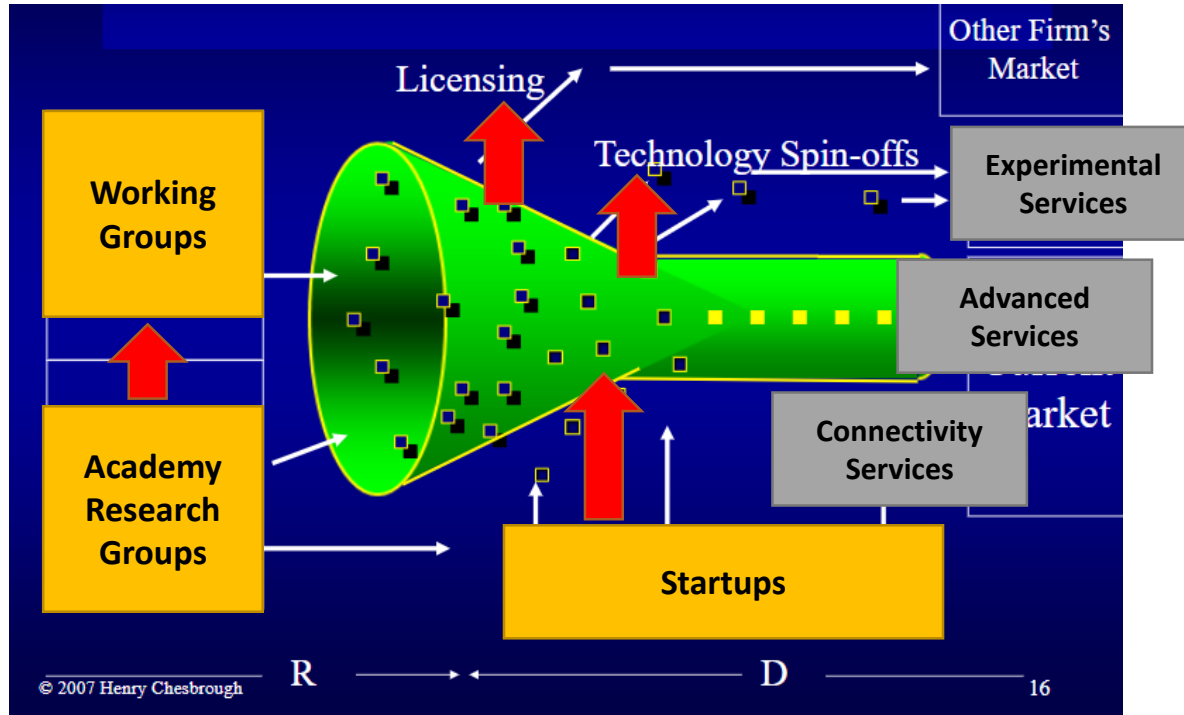
+20 years innovating in partnership with academia

New products and services

- Former WG Programme:
 - Since 2002
 - Build **prototypes and pilots**
 - Only **Technological Development**
 - Public **Open Calls** to **academia**
- Current Advanced Services R,D&I Programme:
 - Since 2019
 - Develop/validate a **Minimum Viable Product (MVP)**
 - **Business / Market** + Product / Technology
 - Public **Open Calls** to academia + **startups**
 - **Faster value delivery** with **Innovation Ecosystem**

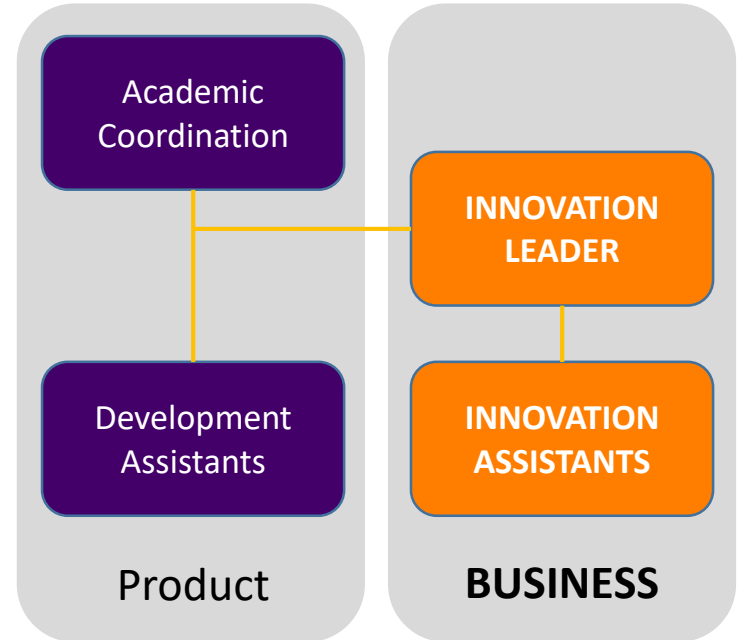
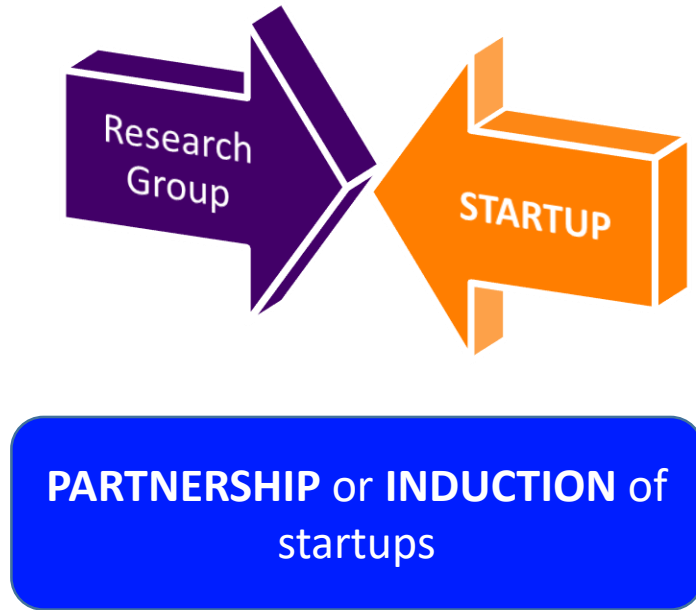
RNP Open Innovation Funnel

QR code points to
RNP's Innovation
Process position paper
(only PT-BR)



- **+20 years** innovating with **academy**
- Focused on creating **new products and services** for RNP

RNP Working Group (WG) in the 'Advanced Services R,D&I Programme'



The Phases of the 'Advanced Services R,D&I Programme'

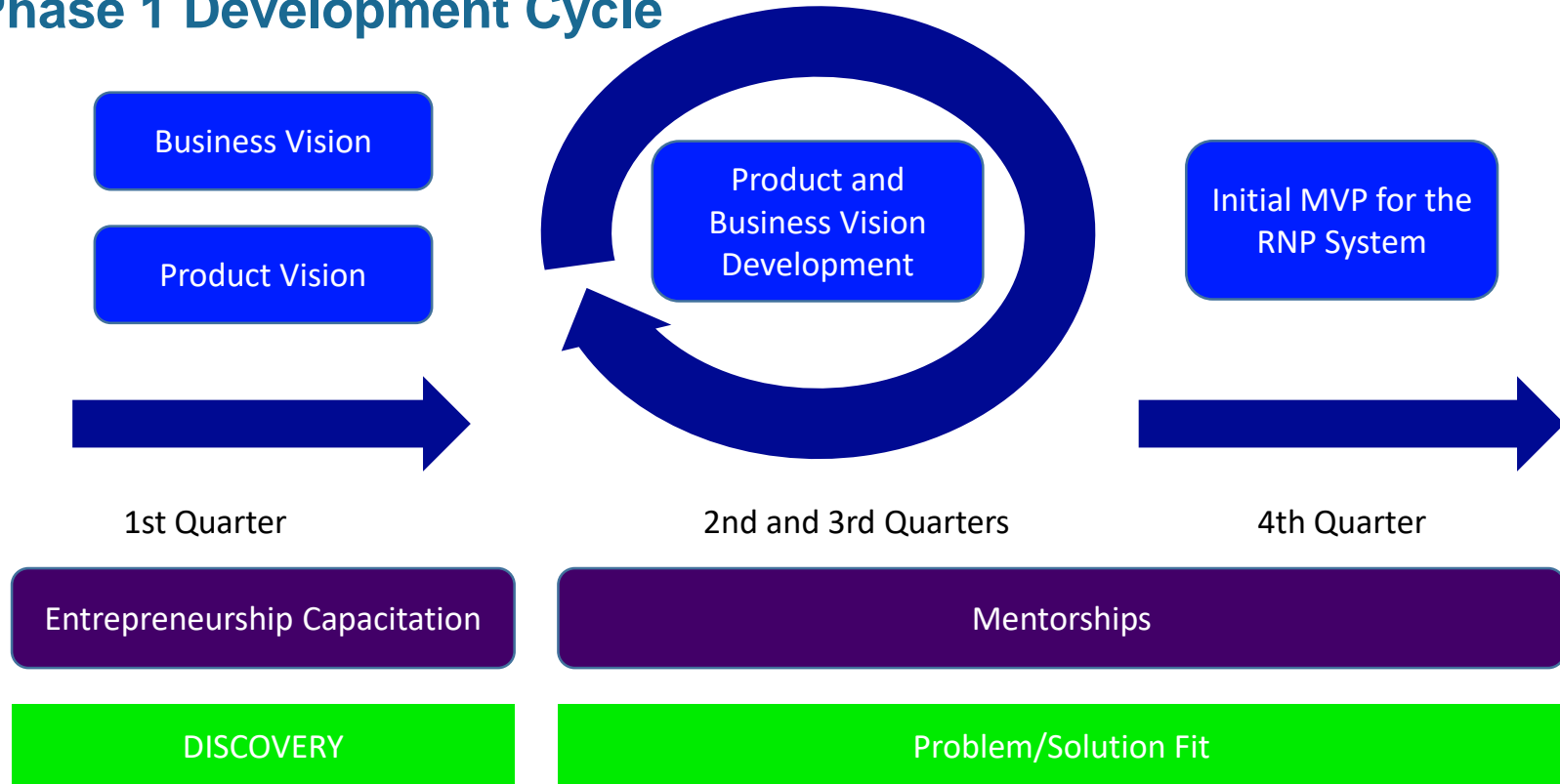
Phase 1

Customer
Discovery + MVP
Development

Phase 2

MVP Evolution +
Early Adopters +
New Offerings

Phase 1 Development Cycle



Phase 1 Entrepreneurship Capacitation

- Based: **'PIPE Empreendedor'** (FAPESP) - **iCorps Program** (NSF)
- External instructor: **Flavio Grynzspan**
- Goal:
 - Build first **business model canvas (BMC)**
 - **Validate** business **hypothesis**
 - Focus on **business** from beginning
- How:
 - **Interview** early adopters (RNP System)
 - Understand **customers' problems/needs**
 - **Mentors** to build the BMC

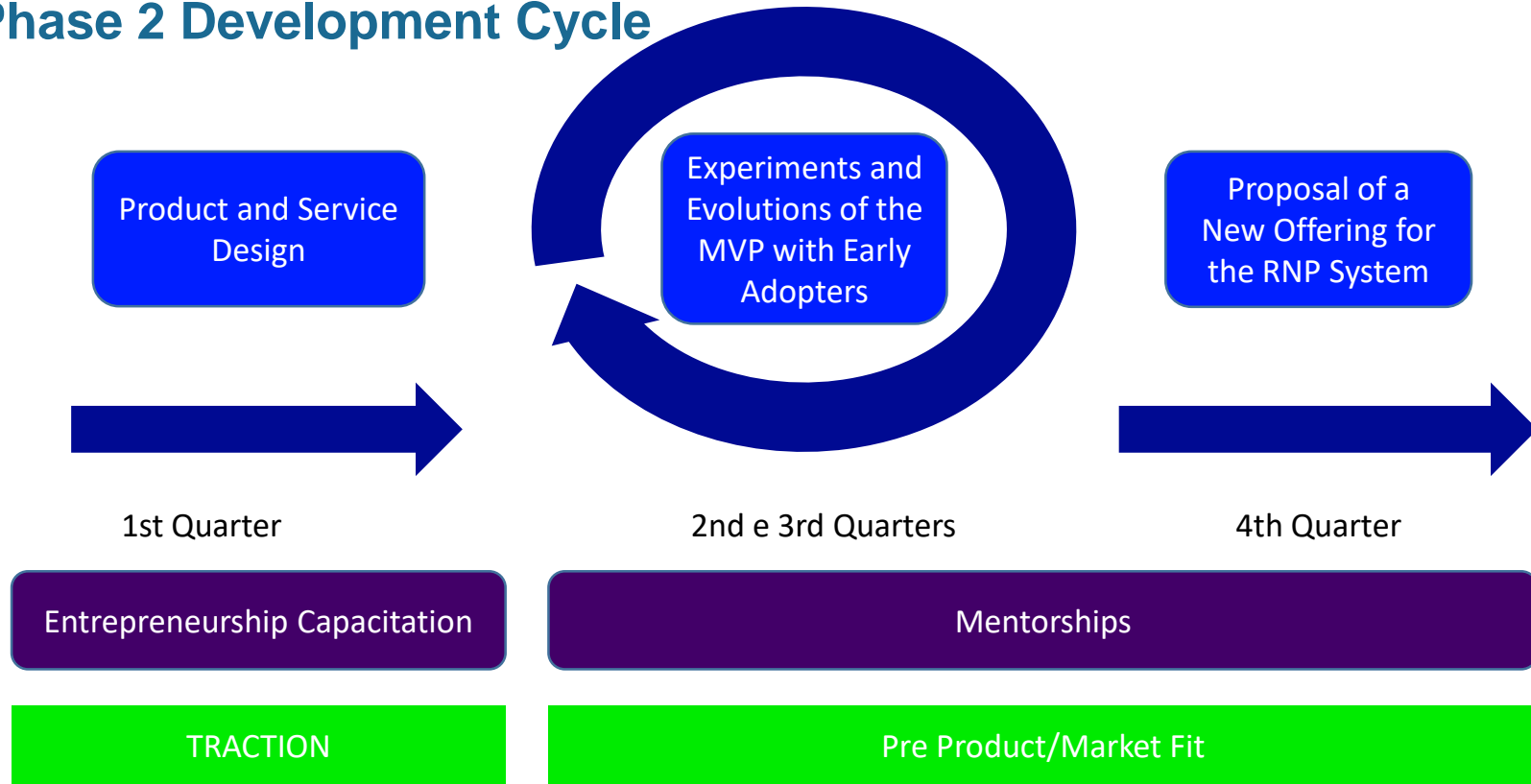


Mantra

**Get out of
the building**



Phase 2 Development Cycle



Phase 2 Entrepreneurship Capacitation



- Programme by **‘Tração.Online’**
 - Bespoken methodology based on **‘Growth Hacking’**
 - **Validate** the MVP with **early adopters**
 - Mix of **self-paced training**, and **group and individual mentorships**
- 1st quarter:
 - Refine **persona, pain points and moment**
 - Build **first hypothesis** for experimentation
 - Prioritisation using **‘bullseye framework’**
 - Definition of a **‘North Star Metric’**
- 2nd and 3rd quarters:
 - WGs **run experiments and collect results**
- 4th quarter:
 - WGs **consolidate the results**
 - Training in **pitch techniques**

Evaluation beyond the Grade

TUTORIA

A platform to help teachers to evaluate activities, while guiding this process for the creation of complete feedback to the whole class



UNIVERSIDADE
FEDERAL RURAL
DE PERNAMBUCO



AiBox Lab

Tutoria in the 'Advanced Services R,D&I Programme'



2021

1st Phase

WG fully academic

MVP pivoted from a feedback to an more comprehensive evaluation tool



2022

2nd Phase

First early adopters validating the solution

Solution is named as TutorIA



2023

Transition to RNP Catalogue

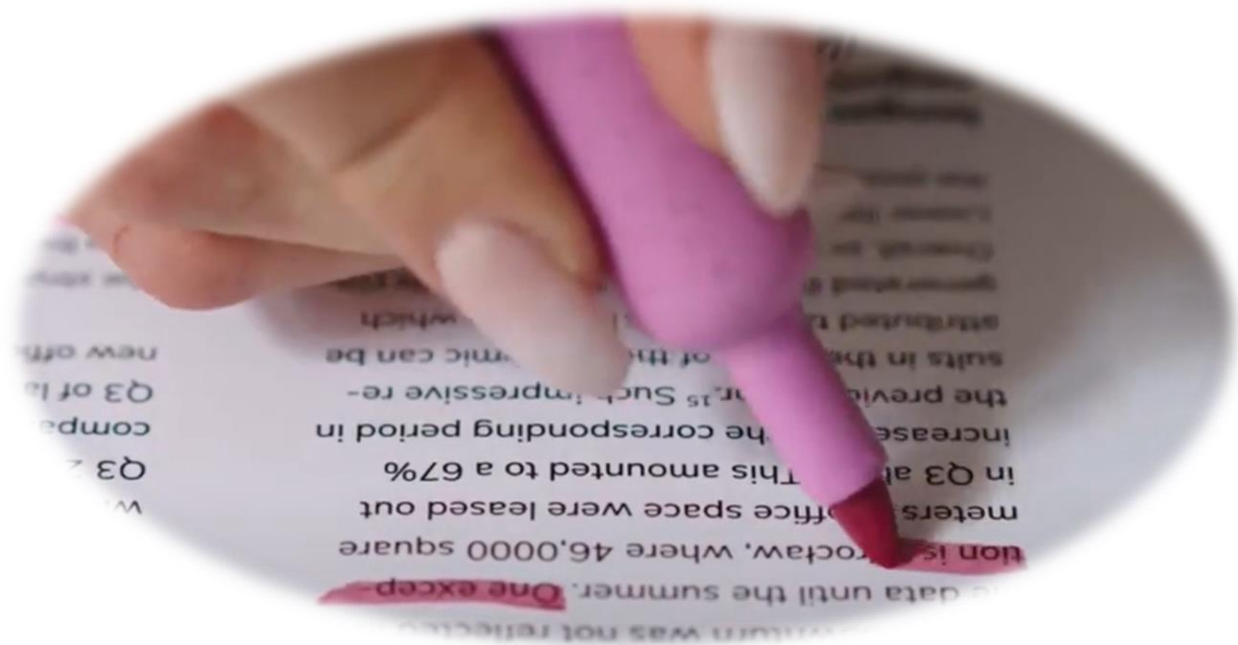
Tutoria becomes a startup

Build offerings for RNP System (institutional and instructor)

Startup goes to further markets

Where does Tutoria come from?

How to **improve**
teachers'
feedback, with
quality, in a
personalised
and **scalable**
way?



Main features

1. Qual a diferença de hardware e software?

From **parts** of a
response ...

O hardware é caracterizado como todo equipamento físico de um dispositivo, podendo ter vários componentes que vão gerar funções específicas no equipamento em si. Já o software está definido para a parte "lógica" do computador, que pode ser definida como um conjunto de sistema de um dispositivo que controle o funcionamento do computador, podendo ser programas utilitários, aplicativos e dentre variados outros.

... creates
'tags' ...

... to give
specific
feedback.

Progresso de Correção

100% Você já corrigiu
18/18 questões

100% Você já corrigiu
6/6 alunos

0% A média é
0/0 pontos

Os principais erros são...

Você ainda não marcou erro

Main features

Detects parts of the answer based on **AI learning...**

Giuseppe Fiorentino

1. Qual a diferença de hardware e software?

O Hardware é conceituado como o conjunto de conjunto de aparatos eletrônicos, peças e equipamentos que fazem o computador funcionar, ou seja, os itens físicos do computador. O monitor, o teclado, o mouse, o microfone, a impressoras e scanners são exemplos de Hardware. Já o Software, corresponde aos programas que permitem que o computador realize suas atividades específicas. O Word, Excel, Power Point, Photoshop, Corel Draw e Antivírus são exemplos de Software.

Criar marcadores extras

Marcadores da questão

Acertos

Erros

... suggesting 'tags'.

Progresso de Correção

Acerto ▾

SOFTWARE

Salvar

Remover

0%

A média é
0/0 pontos

Os principais erros são...

Main features

Minha Correção

Você está corrigindo a atividade

EN Estudante não cadastrado

Essa questão pode ter sido parcialmente ou completamente copiada dos seguintes estudantes



Giuseppe Fiorentino

1. Qual a diferença de ha

O Hardware é conceituado como o conjunto de conjunto de aparatos eletrônicos, peças e equipamentos que fazem o computador funcionar, ou seja, os itens físicos do computador. O monitor, o teclado, o mouse, o microfone. Já o Software, corresponde aos programas que permitem que o computador execute tarefas. O Excel, Power Point, Photoshop, Corel Draw e Antivírus são exemplos de Software.

Checks **possible plagiarism.**

Main features

No email de devolutiva para os estudantes, aqui aparecerão as explicações de cada marcador de erro ou acerto aplicado à resposta do(a) estudante durante a correção.

Bloco de feedback da questão 1

Olá! Essa atividade foi tranquila, não é? Vamos ver como você se saiu:

I



No email de devolutiva para os estudantes, aqui aparecerão as explicações de cada marcador de erro ou acerto aplicado à resposta do(a) estudante durante a correção.

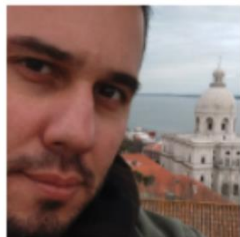
Bloco de feedback da questão 2

Give tailor
made
feedback.

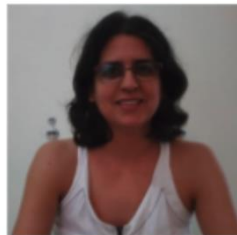
Tutoria Team



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Pesquisadora



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Designer



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Desenvolvedor



Giuseppe Fiorentino
Desenvolvedor



João Victor
Desenvolvedor



José Rodrigues
Desenvolvedor

Key Take-aways

- The Programme is:
 - An evolution of **national technical and business competitiveness**
 - Addressing the **gap between academia and market**
- Main impact: **business development and innovation tools** available to **academia**
- New Startups contribute to **country's economic development**, generating **new high-level jobs**
- This program **is not a fully-fledged answer** to address the challenge to transform **research into a solution in the market**



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Thank you

Any questions?

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