



Maintaining a sustainable Future
for IT in Higher Education

Eunis 2011 Final Report

October 2011
Trinity College Dublin

Organising Committee

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Acknowledgements

The Organising Committee would like to acknowledge and extend their heartfelt gratitude to the following people who made the success of the eunis 2011 Congress possible.

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Vicente Andreu Navarro, Universitat Jaume I
Peter Tinson, UCISA
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Arsenio Reis, Universidade de Trás-os-Montes e Alto Douro
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Yves Epelboin, Université P.M. Curie
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1 Executive Summary

This report provides information on the financial summary, delegate statistics and feedback received from both delegates and sponsors for the Eunis 2011 congress which took place in Trinity College Dublin, 13th - 17th June 2011.

The financial summary lists all expenditure and income, under the main headings of administration costs, venue, catering and materials. The expenditure section details the unit cost for each heading, corresponding VAT amount and total cost; these figures are then totalled to show the overall expenditure for the congress. The income section details the income received from registration fees and sponsorship, this is then totalled to show the overall income for the congress. The final figure shows an overall profit of €11,535.13.

The statistics chapter summarises the breakdown of delegate registrations, the number of delegates and their respective countries, and the number of attendees for each of the evening events. This information is given as a guideline for the following organising committee.

The feedback section shows both graphical and statistical results from responses to the online survey. A total of 60 delegates completed the survey which gave a representation of 25% of the population. There are a number of recommendations in this section that will be useful for the following organising committee. Only 2 sponsors completed the survey which unfortunately does not give a good representation of the sponsor population. The overall feedback, which the sponsors spoke freely of during the social events, consisted of compliments and gratitude as they felt their investment resulted in a number of European leads.

2 Financial Summary

EXPENDITURE	Unit Cost	VAT	Total
Administration Costs	26,939.42	3,367.56	30,306.98
Venue	15,035.00	3,157.37	18,192.37
Catering	16,488.45	2,225.94	18,714.39
Evening Functions	28,428.51	4,198.72	32,627.23
Print, Artwork & Design	4,097.00	860.37	4,957.37
Postage	515.42	73.40	588.82
Stationery	750.00	157.50	907.50
Conference Materials	1,405.75	294.11	1,699.86
Display Material	4,840.00	1,016.40	5,856.40
Exhibition	5,720.00	1,201.20	6,921.20
Telephone/Fax	549.50	115.40	664.90
Web Page	5,700.00	1,197.00	6,897.00
Speakers & Sponsors	950.00	178.50	1,128.50
Miscellaneous	2,847.68	154.17	3,001.85
Accompanying Persons	540.00	0.00	540.00
Cancelled Delegates	1,400.50	0.00	1,400.50
TOTAL EXPENDITURE	116,207.23	18,197.64	134,404.87

INCOME	Unit Cost	VAT	Total
Registration Fees	79,150.00	0.00	79,150.00
Day Delegate	500.00	0.00	500.00
Accompanying Person	540.00	0.00	540.00
Sponsorship	65,750.00	0.00	65,750.00
TOTAL INCOME	145,940.00	0.00	145,940.00

PROFIT	11,535.13
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3 Submissions

3.1 Paper Submissions

	Total	%
Total Papers Submitted	95	-
Papers Accepted	51	54%
Papers Rejected	44	46%

3.2 Dorup Awards Submissions

	Total	%
Total Papers Submitted	6	-
Papers Accepted	3	50%
Papers Rejected	3	50%

3.3 Poster Submissions

	Total	%
Total Posters Submitted	16	-

3.4 Commercial Presentations

- CampusIT
- SAP (unable to attend)
- IS4U
- IBM
- Dell/Intel

4 Statistics

4.1 Attendees

	Numbers	%
Accompanying Person	6	2.47%
Complimentary Registration	11	4.53%
Day Fee	2	0.82%
Delegate - EUNIS Member Early Registration	144	59.26%
Delegate - EUNIS Member Late Registration	13	5.35%
Exhibitor	1	0.41%
Delegate - EUNIS Non-Member Early Registration	42	17.28%
Delegate - EUNIS Non-Member Late Registration	10	4.12%
Not Registered	2	0.82%
Speaker	1	0.41%
Sponsor	11	4.53%
Total	243	

4.2 Complimentary Delegates

Name	Organisation	Items Covered
Christine Sexton	University of Sheffield	Registration
Geoff Bradley	TCD	Registration
Ian Bell	DCU	Registration
John Dyer	Terena	Registration
John Lawlor	TCD	Registration
Keri Facer	Manchester Met University	Registration & Accommodation
Kirby Anderson	TCD	Registration
Malcolm Woodfield	SAP Labs	Registration
Noel Wilson	University of Ulster	Registration
Paul Ruhl	Bavarian Virtual University	Registration
Tim Marshall	Janet UK	Registration

4.3 Accommodation

There were a total of 122 bookings made through Conference Partners which accounted for 50.21% of delegates. All other delegates organised their own accommodation.

	Room Nights	%
Davenport Hotel	44	18.11%
Maldron Hotel Cardiff Lane	73	30.04%
Temple Bar Hotel	148	60.91%
Trinity College Student Accommodation	179	73.66%

4.4 Demographic

Countries	Numbers	%
No Country Given	3	1.24%
Africa		
South Africa	1	0.41%
America		
United States	8	3.32%
Europe		
Belgium	2	0.83%
Croatia	6	2.49%
Czech Republic	10	4.15%
Denmark	3	1.24%
Estonia	7	2.90%
Finland	25	10.37%
France	6	2.49%
Germany	12	4.98%
Greece	1	0.41%
Ireland	39	16.05%
Italy	7	2.90%
Latvia	3	1.24%
Lithuania	3	1.24%
Netherlands	7	2.90%
Norway	12	4.98%
Poland	14	5.81%
Portugal	13	5.39%
Slovakia	10	4.15%
Slovenia	1	0.41%
Spain	12	4.98%
Sweden	14	5.81%
Switzerland	2	0.83%
United Kingdom	21	8.71%
Oceania		
Australia	1	0.41%
Total Number of Participants	243	

4.5 Social Events

	Numbers	%
Gala Dinner	228	93.83%
Welcome Reception	226	93%

4.6 Tours

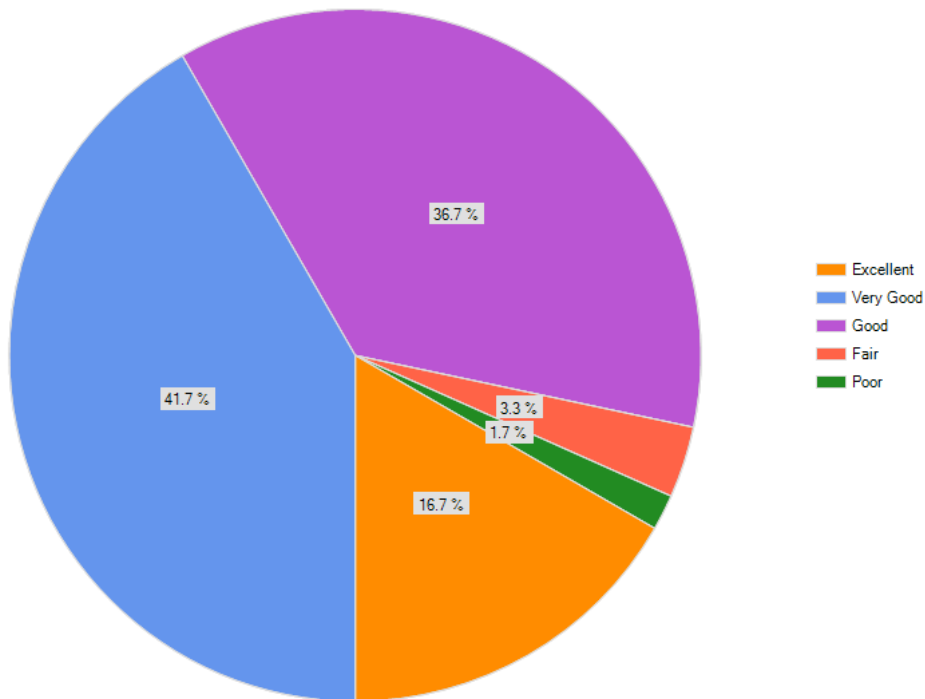
	Numbers	%
Dublin Bay & Castle Tour	20	8.23%
Dublin City Tour	27	11.11%
Newgrange Tour	3	1.12%
Wicklow Mountains Valley & Lakes Tour	15	6.17%

5 Delegate Survey

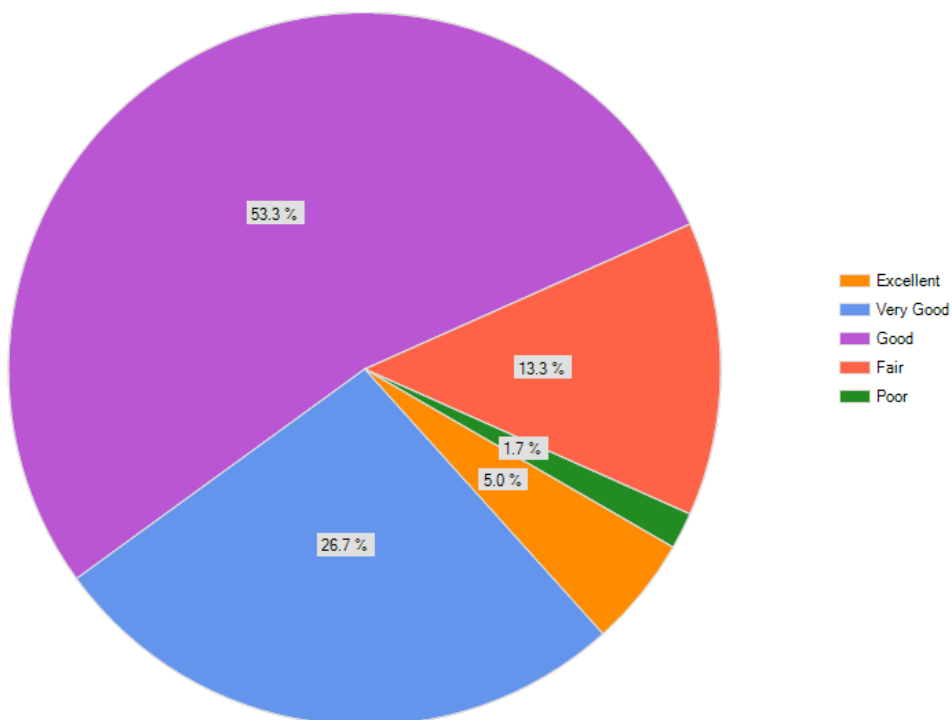
The following are a some of the results from the delegates survey, sixty people completed the survey which gave a response rate of 25%. The Parallel, Plenary and Commercial Presentations Feedback is available in the [Appendix](#) of this report.

5.1 Satisfaction Ratings

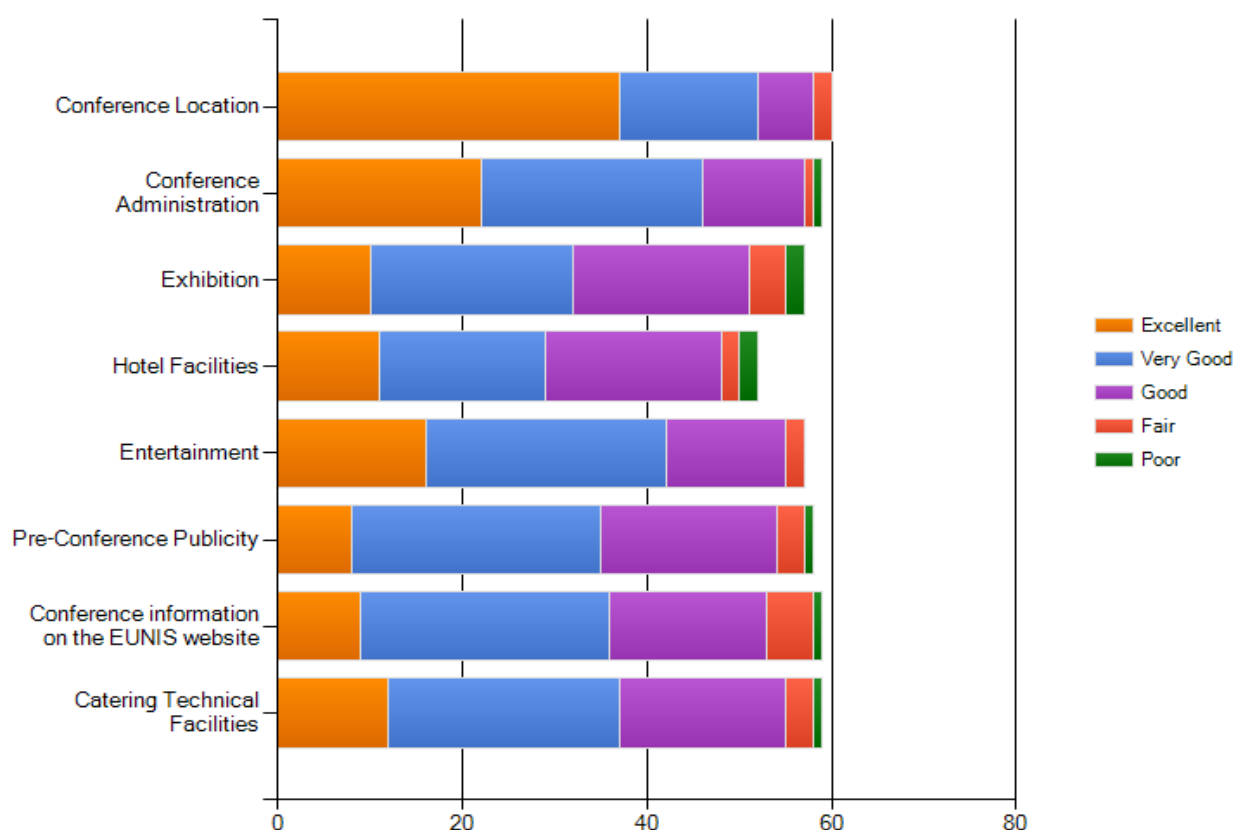
What was your overall satisfaction rating for the conference?



How did you rate the Poster Session?



How would you rate the following?



5.2 Open Ended Responses

i. What one element of the conference was of greatest interest/benefit?

- Networking opportunities with other people and exchanging experience
- The plenary and parallel sessions with interesting speakers
- Presentations under the Knowledge Management stream
- Sustainable ICT sessions
- Ignite eunis
- The Google session
- Quality and inspiration of presentations
- The programme was very relevant to current issues in the education sector
- Number of visitors from different countries
- Pre-conference workshop
- Meeting new people

ii. Please suggest other topics or speakers you feel should be included in future conferences

- Enterprise architecture
- IT governance and IT strategy
- Mobility and unambiguous access
- CIO topics
- ICT productivity
- Cloud computing
- Student feedback on services provided and demand for future services
- Sir Ken Robinson to open next years eunis
- Educause speaker
- Campus best practice, security, integration of services

- Social Media
- SharePoint, data warehousing
- New ways of teaching

iii. Please give your opinion on the overall conference

- Improvement with longer presentations (30 mins)
- Very well organised
- Very good
- Very enjoyable
- Mixing of local students and conference is not so well
- Inspiring sessions
- Excellent conference
- Publication of papers with an ISBN key would attract quality papers
- Do not run commercial presentations with the eunis meeting
- Quality of presentations as an average went up
- The quality overall remains very high

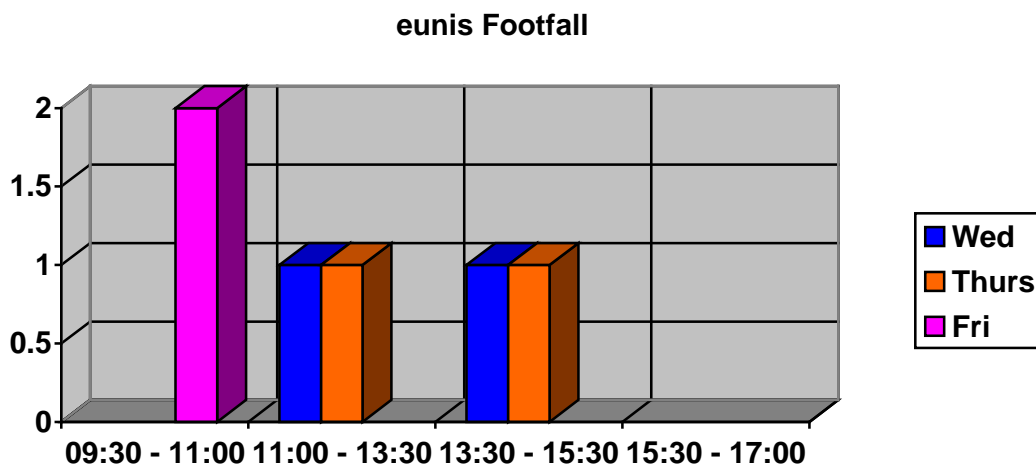
iv. Do you wish to add any further comments or suggestions?

- Corporate track should run in parallel to find proper time to attend
- Excellent event
- The GA and Council meetings could be more focused and better prepared
- Consider a scaled eunis subscription depending on active participation
- Look at offering bespoke eunis tours
- eunis staff and board members should invest more time building relations among delegates
- Really enjoyed the Guinness event
- Not happy with signing a disclaimer
- Offer free cloakroom service
- The welcoming social on Tuesday evening was great

6 Sponsors Survey

The following are a some of the results from the sponsors survey, two people completed the survey which gave a response rate of 18%. The full sponsors feedback is available in the [Appendix](#) of this report.

6.1 Satisfaction Ratings



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Would you exhibit at another EUNIS conference?

Answer Options	Response Percent	Response Count
Yes	0.0%	0
No	100.0%	2
Comments:		
- Undecided		
- Very poor footfall with no leads generated		

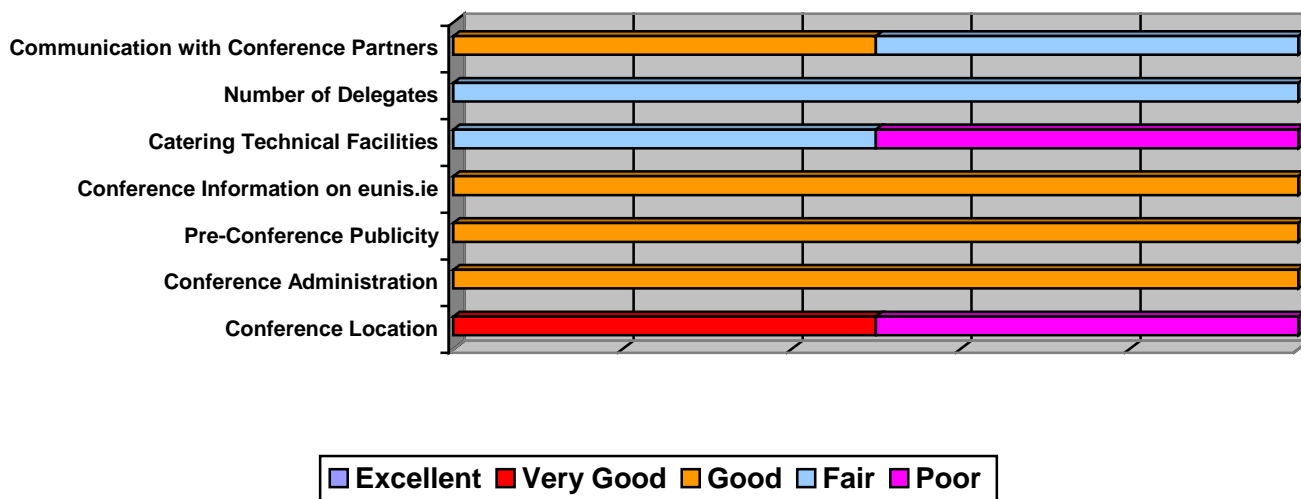
Were you made aware of the advertising opportunities during EUNIS?

Answer Options	Response Percent	Response Count
Yes	50.0%	1
No	50.0%	1

Were you made aware of the different sponsorship packages?

Answer Options	Response Percent	Response Count
Yes	100.0%	2
No	0.0%	0

How would you rate the following:



7 Sponsorship Packages

7.1 Platinum Sponsorship €10,000

The sponsorship included the following benefits:

- Branding of all print materials including; Conference Scientific Programme
- Acknowledgement of sponsoring company at the opening general session
- Opportunity to give oral presentation (one hour slot in a parallel session on the afternoon of Thursday the 16th of June)
- Mailing List in advance
- Company logo displayed on screen at the beginning of every session.
- Attendance of 2 complimentary delegates
- Leaflet in conference bag
- Exhibition Space (space only)

7.2 Gold Sponsorship €6,000

The sponsorship included the following benefits:

- Recognition on Conference Scientific Programme.
- Acknowledgement of sponsoring company at the opening general session
- Opportunity to give oral presentation (one hour slot in a parallel session on the afternoon of Thursday the 16th of June)
- Leaflet in conference bag
- Mailing List in advance
- Attendance of 1 complimentary delegate
- Exhibition Space (space only)

7.3 Silver Sponsorship €4,000

The sponsorship includes the following benefits:

- Recognition in Program Booklet
- Acknowledgement in opening general session
- Attendance of 1 complimentary delegate
- Exhibition Space (space only)

7.4 Bronze Sponsorship €3,000

The sponsorship included the following benefits:

- Recognition in Program Booklet (listing of sponsors)
- Acknowledgment in opening general session and closing session

7.5 Exhibition €2,000/€1,500

The sponsorship was divided in to two types of exhibition space:

- i. Shell Scheme
 - Booth size = 6 sqm (3m x 2m)
 - White lacquer aluminium structure 2,50 height
 - Fascia board 33 cm wide, with each side wall to the gangways labelled
 - 2 spots lights
 - 1 power point (13 amp socket)
 - 1 table, baize and 2 chairs

- ii. Space only
 - Booth size = 6 sqm (3m x 2m)
 - Floor space furnished with table, baize and 2 chairs
 - 1 power point (13 amp socket)

7.6 Additional Items

In addition to the above options, the following items were also available to be sponsored:

- Conference Bag €4,000 EUROS
- Lunch 400 pax(each day) €3,500 EUROS
- Conference Pen €2,000 EUROS
- Conference Pad €2,000 EUROS
- T-Shirts €2,000 EUROS
- Morning or afternoon Tea €1,000 EUROS
- Leaflet insert in bag €1,000 EUROS

7.7 eunis 2011 Sponsors







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8 Lessons Learned

The organising committee's main concern for the congress was the number of attending delegates. In March there were a total of 32 delegates registered, this increased to 55 in April. In order to successfully promote the conference, the organising committee arranged for a number ofazines to be sent to the previous delegates list. The delegate registration number increased to 186 between 19th April and 11th May. As in previous years, the average number of delegates ranged from 200 - 250. The initial slow increase in attendees caused a lot of unnecessary stress and time for the organising committee. Previous figures indicate that the main influx of registrations is made in the two months prior to the beginning of the congress.

Originally, the conference organiser was responsible for updating the website. As the congress neared, the organising committee realised that in order to have to the ability to upload and update the website in a more frequent manner, they needed to manage the website themselves. It took a number of days to handover the website to the organising committee which reduced the time availability to make the necessary changes. To be more organised for this, the organising committee suggests that the conference organiser sets up the website and passes it back to the organising committee to update.

A great deal of organisation is required to make the conference a success. The organising committee advises for organisation to begin directly after the Board Site Visit to allow sufficient time to arrange all aspects of the conference.

9 Recommendations

The organising committee would like to convey the following list of recommendations to the Eunis Board and next years organising committee;

- Update the guidelines document to include the most relevant information on the organisation of the conference.
- Partner with an external conference organiser who will be available before and after the congress to assist with budgets, registration administration, website updates, hotel bookings, invoicing, promotional material, sponsorship packages, evening events organisation etc.
- Organise regular monthly update meetings with the conference organiser.
- Develop a timeline document to list each task against specific deadlines so that all organisers are working in cohesion.
- Set up a programme committee to develop the main streams, plenary sessions and parallel sessions.
- Set up a scientific committee to review paper submissions.
- For economical reasons the organising committee arranged for all abstracts and papers to be published on the Eunis.ie website which enabled delegates to view the documents before and during each presentation. The abstract and papers were also distributed to delegates on a CD.
- The organising committee podcasted each presentation to enable delegates to view the sessions they were not able to attend. Each podcast was uploaded to the eunis.ie website by the following lunch time. All events held in the main room were streamed live on the eunis.ie website to allow other delegates, who were not available to travel, to view the presentations.

10 Appendix

10.1 Plenary, Parallel and Commercial Presentations Feedback

Plenary Sessions: Please rate the following.						
Select Option						
Answer Options	Excellent	Very Good	Good	Fair	Poor	Response Count
1. Plenary 1-1 Patrick Cunningham, Chief Scientific Adviser to the Irish Government Investing in the Knowledge Economy. - Why? Who? How Much? What Benefits?	3	18	16	6	2	45
2. Plenary 1-2 Keri Facer - Building Sustainable, Democratic and Fair Futures ? Challenges for Education	11	20	10	1	1	43
3. Plenary 2-1 Tim Marshall JANET-UK - The difficult we do immediately - the impossible takes a little longer	8	20	11	0	1	40
4. Plenary 2-2 Christine Sexton - Challenges are what make life interesting	9	17	14	1	0	41
5. Plenary 3-1 Gerry Quinn, CIO Central Bank of Ireland	12	14	15	3	1	45
6. Plenary 3-2 Tom Cochrane, Deputy Vice-Chancellor (Technology, Information and Learning Support), Queensland University of Technology	2	15	13	9	2	41
7. Plenary 4-1 John Dyer TERENA - The evolution of Research and Education Networks	1	10	17	6	2	36
8. Plenary 5-1 Paul Rühl Bavarian Virtual University Cooperation in Online-Teaching: Success Factors for Sustainability	0	12	15	6	0	33
9. Plenary 5-2 - William Florance Head of Enterprise for Education, EMEA, Google	10	13	9	1	0	33

Parallel 1 - Wednesday 15th June - Please comment on presentations that you have attended.						
Select Option						
Answer Options	Excellent	Very Good	Good	Fair	Poor	Response Count
1. Gunnar Boe, Vidar Faltinsen (NO) - Campus Best Practices	4	4	7	0	0	15
2. Terhi Nikula (FI) - IT-Benchmarking in European Higher Education	0	5	8	0	0	13
3. Jaakko Riihimaa, Nestori Syynimaa (FI) - Enterprise Architecture Framework Adoption By Finnish Applied Universities' Network	0	3	6	2	0	11
4. Wim Penninx, Laura Stappershoef (NL) - How many are you?	1	2	2	0	0	5
Soren Berglund (SE) - Yes, I am a student. Give me a discount!	2	3	3	0	0	8
5. Victoriano Giralt, Jose Alfonso Accino, Manuel Baleriola, Ignacio Perez Martin (ES) - dUMA: comprehensive personal information management	1	3	4	0	0	8
6. David Hamill (IE) - Social Networking in Education (Engaging students in a collaborative learning experience)	3	3	8	0	0	14
7. Steffi Engert, Uwe Blotevogel (DE) - Digital Tools at the University of Duisburg-Essen - a Survey among Staff and Students	0	2	4	3	0	9

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8. Peter Muessig-Trapp, Dr. Stefan Niermann (DE) - Lower Saxony's Higher Education Indicator System: An Information System for Performance Based Funding	0	0	6	2	0	8
9. Arsénio Reis, Jorge Borges, João Barroso, Fernando Rodrigues, António Costa, Vitor Sa (PT) - A student registration system in the Azure cloud	2	2	8	3	0	15
10. Mihaela Banek Zorica, Nikolaj Lazic, Kresimir Pavlina (HR) - Cloud computing at higher education institution!?	1	3	6	3	0	13
11. Paul Hopkins, Mark Clark, Gill Ferrell (UK) - A Study of Early Adopters of Shared Services and Cloud Computing with the HE community	1	4	6	0	0	11

Parallel 2 - Wednesday 15th June - Please comment on presentations that you have attended.

Select Option

Answer Options	Excellent	Very Good	Good	Fair	Poor	Response Count
1. Enrico Brighi, Nicola Bertazzoni (IT) - Switching to Open Source Business Intelligence: report on a two-year experience and next opportunities in Higher Ed	0	4	7	0	0	11
2. Noel Wilson (UK) - Lean IT - Do we Mean IT?	1	5	6	1	0	13
3. Antonio Fernández, Faraón Llorens, Javier De Andrés Rivero (ES) - kTI, a self-assessment IT governance system	2	1	6	2	0	11
4. Ricardo Faria, Luis Valente, Lúcia Ribeiro, Eduardo E. Correia (PT) - User-centric smart card and identity management for the improvement of the electronic services provided by the University of Porto.	1	3	6	2	0	12
5. Jean-François Desnos, Gérard Forestier (FR) - The Université Joseph Fourier Java Card System at IMAG	1	3	3	0	0	7
6. Silvia Knittl, Wolfgang Hommel (DE) - Identity Management To Support Hybrid Cloud Environment - Lessons Learnt At The Technische Universität München And The Leibniz Supercomputing Centre	2	1	4	1	0	8
7. Gill Ferrell, Steffi Engert (UK/DE) - Technology-enhanced learning on campus: insights from EUNIS e-Learning Task Force	2	1	4	0	0	7
8. António Costa, Jorge Borges, Arsénio Reis, João Barroso (PT) - The University of Trás-os-Montes and Alto Douro e-learning shared federated services - A project report	2	1	5	0	0	8
9. Eky Fioole, Jan Snijders (NL) - Professionalizing the professionals: going beyond engagement towards a strategy of co-creation	0	3	1	0	0	4
10. Jonathan Dempsey (IE) - Overview of a Higher Education Secure Document Shared Service	2	5	0	1	0	8
11. Albert Hankel (NL) - National collaboration on Sustainability and ICT in the Netherlands	0	3	1	1	0	5
12. Malcolm Woodfield (US) - Measuring and Managing Sustainability In The University	0	1	0	0	0	1

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Parallel 3 - Wednesday 15th June - Please comment on presentations that you have attended.

Select Option

Answer Options	Excellent	Very Good	Good	Fair	Poor	Response Count
1. Federico Gallerani (IT) - Build once, use many: how to recycle enterprise components to offer new online services	1	4	7	0	0	12
2. Paúl Santapau, Vicente Andreu Navarro, Jose Gumbau, Andres Marzal, Ricardo Borillo (ES) - IT Governance and security: ISO 27000 at Universitat Jaume I	1	3	6	1	0	11
3. Peter Tinson (UK) - Counting the cost of IT downtime	1	5	7	1	0	14
4. Jose Sousa, Rui Ramos, Sérgio Afonso, Lígia Ribeiro (PT) - UPORTOaai - The Authentication and Authorization Infrastructure at the University of Porto	1	0	2	1	0	4
5. Wolfgang Hommel, Ralf Ebner (DE) - An Identity Management Web Service for privacy-preserving Course Authorization in Federated E-Learning	2	1	1	0	0	4
6. António Costa, Jorge Borges, Arsénio Reis, João Barroso (PT) - Providing University Federated Services at UTAD - A project report	0	1	5	0	0	6
7. Ali Servet Dönmez, Fabrizio Bassi, Chiara Carlino, Simone Ravaioli (IT) - Universities go mobile	3	7	7	0	0	17
8. Yves Epelboin, Laurent Petit (FR) - Information technology and pedagogy: did we fail?	5	8	3	0	0	16
9. Roberto Clemente, Manuel Rivera (ES) - Institutional Use Of Web 2.0 In Spanish Universities	1	7	7	0	0	15
10. Gill Ferrell, Stephen Brown, Peter Chatterton (UK) - From Camels to Critical Friends: intervention strategies for sustainable innovation	2	2	2	0	0	6
11. Nicola Hogan (UK) - The SUSTE-TECH Project : Reducing ICT related Energy Use in UK FHE institutions through the use of more sustainable technology.	0	7	0	0	0	7
12. Jørgen Moth, Mike Norris, Robert Pekal (IE) - NREN Best Common Practice - can we make our academic networks greener?	1	3	2	0	0	6

Parallel 4 - Thursday 16th June - Please comment on presentations that you have attended.

Select Option

Answer Options	Excellent	Very Good	Good	Fair	Poor	Response Count
1. Gunnar Boe, Kenneth Hostland (NO) - Managing information security	4	5	8	0	0	17
2. Mikael Berglund (SE) - Integrating social media with campus security solutions	1	4	8	1	0	14
3. Luís Barbosa, Paulo Alves, Arsénio Reis and João Barroso (PT) - SIDE: Teaching Support Information System	0	1	7	1	0	9
4. Vicente Andreu Navarro, Jose Gumbau, Paúl Santapau, Andres Marzal, Ricardo Borillo (ES) - STORK project results: paneuropean eID interoperability	2	2	4	0	0	8

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demonstrated						
5. Victoriano Giralt (ES) - SSEDIC: Building a Thematic Network for European eID	0	2	2	0	0	4
6. Glenn Wearan (IE) - Federated Access 2.0	1	2	0	1	1	5
7. Pau Minoves, Alin Pastrama, Andrew Mackarel (IE) - Renewable Power associated InfraStructure as a Service	0	2	2	0	0	4
8. Brian Mulligan, Brian Coll (IE) - Lecture Capture: A Key Technology for Sustainable and Scalable Open Educational Resource Generation.	1	3	6	0	0	10
9. Sarah Hayes, David Pollard (UK) - Framing the distance experience: towards a critical understanding of what it means to distance teach	2	3	1	0	0	6

Parallel 4 - Thursday 16th June - (Drupal Award)

Select Option

Answer Options	Excellent	Very Good	Good	Fair	Poor	Response Count
1. Eva Patricia Gil, Xavier Aracil, Irene Manresa (ES) - iUOC: Enhanced Mobile Learning at the UOC	1	3	5	1	0	10
2. Goran Bubas, Ana Coric, Tihomir Orehovacki (HR) - Strategies for implementation of Web 2.0 tools in academic education	2	3	4	1	0	10
3. Francois Cadé (FR) - Descartes Medias	0	4	4	1	0	9

Commercial Presentations - Thursday 16th June

Select Option

Answer Options	Excellent	Very Good	Good	Fair	Poor	Response Count
1. CampusIT Panel Discussion Jan Naratil - Zero-to-Live in Four Weeks	0	2	5	1	0	8
2. IBM Mike Roche - Social Computing for the Enterprise	0	1	3	1	0	5
3. SAP Presentation Dr Malcolm Woodfield - Unwiring The Campus	0	0	1	0	0	1
4. Dell/Intel TBC	0	0	0	1	0	1
5. IS4U, s.r.o. (cz) - EDU One: Can be the University information system for free?	1	1	1	0	0	3

Parallel 5 - Friday 17th June - Please comment on presentations that you have attended.

Select Option

Answer Options	Excellent	Very Good	Good	Fair	Poor	Response Count
1. Jan Schreiter, Rainer Alt, Gunnar Auth (DE) - Selection of Integrated Campus Management Systems: The Case of AlmaWeb	0	2	2	2	0	6
2. Michael Gubbins, Detective Sergeant - Computer Crime Investigation Unit Garda Bureau of Fraud Investigation	2	5	4	2	0	13
3. Nuno Pina Gonçalves, Nelson Russo, Cláudia Moreira (PT) - Social Media Software underpinning business processes in higher education institutions	0	2	4	1	0	7

10.2 Sponsors Feedback

Did you attend any of the plenary or parallel sessions at EUNIS?

Answer Options	Response Percent	Response Count
Yes	100.0%	2
No	0.0%	0

Did you attend any of the organised evening events at EUNIS?

Answer Options	Response Percent	Response Count
Yes	50.0%	1
No	50.0%	1

Do you think the conference was organised for an ample number of days?

Answer Options	Response Percent	Response Count
Yes	100.0%	2
No	0.0%	0

Please rate the exhibition area:

Answer Options	Response Percent	Response Count
Excellent	0.0%	0
Very Good	0.0%	0
Good	0.0%	0
Fair	0.0%	0
Poor	100.0%	2

Did you meet a sufficient number of new contacts?

Answer Options	Response Percent	Response Count
Yes	0.0%	0
No	100.0%	2

What additional advertising did you do to drive traffic to your stand?

Answer Options	Response Percent	Response Count
Point of Sale Flyers	0.0%	0
Email to the delegate list	50.0%	1
Website listings	0.0%	0
Email to your client list	50.0%	1
Other Promotional Items (please list):		0