

16 - 19 September 2026

TCA

Music Across Borders: Building Sustainable Partnerships in Higher Music Education

"Giuseppe Verdi" Conservatoire

Milan (IT)

BEST PRACTICES FROM THE HIGHER MUSIC EDUCATION SECTOR

VIETMUS: Erasmus+ Capacity Building in HE

Raffaele Longo · Conservatorio L. Cherubini, Firenze

17 September 2026 · 11.45–12.45 · Sala Puccini



TCA **Music Across Borders:**
Building Sustainable Partnerships in Higher Music Education

16 - 19 September 2026 **"Giuseppe Verdi" Conservatoire** **Milan (IT)**

BEST PRACTICES · HIGHER MUSIC EDUCATION · SALA PUCCINI

What is one thing your partner cannot do today?

If you can answer that — and name someone who would still be doing it in ten years — **you already have a capacity-building project.**

We asked it about six Vietnamese music universities. **Here is the worked example.**



Capacity building does not fund your idea.

IT IS NOT

Your research project.

A mobility scheme.

A conference series.

Money for your own institution.

IT IS — AND THIS IS THE WHOLE POINT

A partner institution's ability to do something it cannot do yet.

So the target is the institution: its **staff**, its **curriculum**, its **governance**.

You train the trainers.

SO THE REAL TEST IS

What happens in that university **the year after your money stops?**

If the answer is “nothing”, you ran an event. You did not build a capacity.

Students come too — but downstream, and as the **proof** rather than the point.

“To promote the digital transformation and create a new digital capacity in **teaching and performing** in Vietnam's music HEIs.”

CONSORTIUM

10 partners

4 countries

THE PARTNERS WE BUILT FOR

6 universities

Hanoi to the Mekong Delta

BUDGET

€440,655

Lump sum

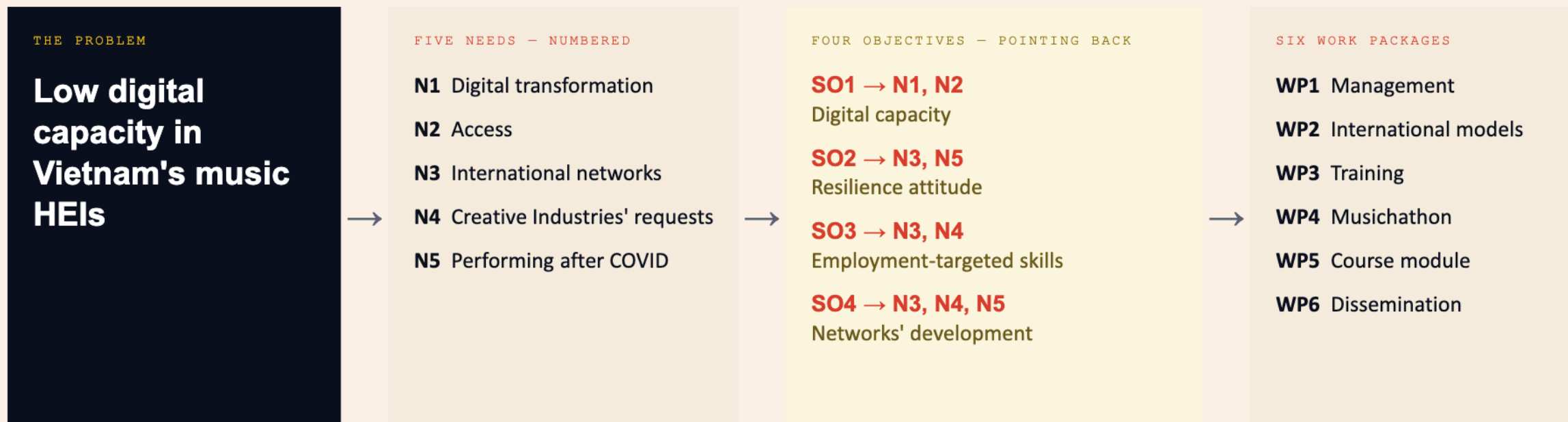
DURATION

24 months

Apr 2023 — Mar 2025



One problem. Five needs. Four objectives. Six work packages.



Every objective names the need it answers. Every work package inherits from an objective. **Nothing is orphaned** — and an evaluator never has to interpret you.

What two years and €440,655 actually built.

WP3

A Training of Trainers

28 staff, five days, Brussels. Audio, open-source software, streaming — streamed live so colleagues who could not travel were still in the room.

WP3

A Learning Management System

With guidelines: signal flow, microphones, lighting, cameras, Jitsi, OBS. Written by a conservatoire, for conservatoires.

WP5

A 14-week course module

Four areas, inside their curricula, with every lesson documented so it can be re-taught by someone who was never in the room.

WP4

A Musichathon lab model

A hackathon format for a music faculty, plus a start-up competition judged on inclusion, copyright, business capability and innovation.

WP1

A modernisation plan

Every partner's hardware, studios and bandwidth surveyed, with a costed path — because you cannot teach streaming on equipment that cannot stream.

WP6

A network that outlives the grant

EU—Vietnam, carried into 300+ higher music education institutions through the AEC's platform and its 5,000-contact database.

Not one of these is an event. Every one of them is something those six universities still have.

What it reached.

6

Vietnamese music universities
from Hanoi to the Mekong Delta

60

teachers retrained
on-site in Brussels + live online

180

students on the new course module
~30 at each university

120

students in the live Musichathon lab
Hanoi, March 2025

5+

Memoranda of Understanding
the partnership, secured past the grant

300+

reached at each dissemination event
via the AEC's 5,000-contact network

The one that matters is **60**. Sixty teachers who can now do this without us — and everything else flows from them.

How capacity actually moves.

JULY 2024 · BRUSSELS

We train the trainers.

A five-day training at the Brussels conservatoire. One session teaches Chataigne — open-source show-control software. In the room: teachers from all six Vietnamese universities.



THEY GO HOME

The capacity travels in people.

Not in a report, not in a platform. In colleagues who now know something they did not know in June.



MARCH 2025 · HANOI

Their students ship in it.

Five teams build for the Musichathon. Two submit **.noisette** files — Chataigne's native format. Nobody asked them to.

We never taught those students. We taught their teachers.

A questionnaire tells you people enjoyed the training. A file extension, eight months later and 9,000 km away, tells you the capacity moved.

The multiplier.

Ha Long University's Faculty of Arts received **a virtual studio system** and stable infrastructure. Its staff were trained on MuseScore, Jitsi and Chataigne — the same open-source stack taught in Brussels.

From Ha Long University's own WP6 dissemination article.

THE PART NOBODY PLANNED — AND WHAT THE FUNDER CALLS “IMPACT”

The Faculty of Pedagogy came too.

Not a target group. Not in the proposal. They walked in because their colleagues had something worth having.



WHAT THE STUDENTS MADE WITH IT

“Global Harmony” — a brand, a partner map and an original track, built by a Musichathon team.

The rules moved — in your favour.

2022 — WHAT WE APPLIED UNDER

Impact

- One word
- 20 points
- The vaguest of the four

2026 — AND WHAT VIETMUS ALREADY DID FOR IT

Sustainability, impact and dissemination of the expected results

- Multiplier effects, replication — **the Faculty of Pedagogy that came uninvited**
- Communication and dissemination — **300+ per event via the AEC**
- Impact, short **and** long term — **60 trainers, 180 students**
- Financial **and** institutional sustainability — **the 5 MoUs**

A quarter of your score now goes to whoever can say who will still be doing this in 2030 — and how you will know.

Four things to steal.

01 Quote the partner country back to Brussels.

Our relevance section cited Vietnamese sources by name and year, and gave every number a boundary — “at least 20% of students in remote areas”, not “many students”.

02 Leave nothing in the proposal orphaned.

Write “SO1 → N1, N2” and the evaluator never has to interpret you. It is the shape of our whole Annex 1.

03 Train the trainers, then get out of the way.

Sixty teachers were the product. The 180 students, and the file extensions in Hanoi, all came through them.

04 Open source travels. Licences do not.

Jitsi, OBS, Audacity, MuseScore, Chataigne — all still running in Hanoi, with nothing to renew.

Strand 2 funds €400,000 to €800,000. The room is there.

Working group, 15.00. Bring a bad idea — we will fix it together.

TCA Music Across Borders:

Building Sustainable Partnerships in Higher Music Education

16 - 19 September 2026

"Giuseppe Verdi" Conservatoire

Milan (IT)

QUESTIONS I WOULD RATHER YOU ASKED

- ? **What does a lump sum actually change, on a Monday morning?**
- ? **How do you choose which staff to train — and who decides?**
- ? **What did the Vietnamese partners ask for that we had not thought of?**
- ? **What would you keep, and what would you do differently?**

