



# Moving Ahead 2019-2020

*Atlantis Consulting S.A.*

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## Opening statement

Welcome to Atlantis Consulting's Moving Ahead, 2019 edition.

Working in a challenging 2020, Atlantis continues to aim high, diversifying much of its work on **promoting innovation related to Blue Growth and Maritime Technologies**, a part of its traditional business in financing the high tech, industrial, and tourism investments in Greece, as well as in the field of Science and Technology Policy and Impact Assessment. Our achievements include:

- ✓ Facilitating the **valorization of Underwater Cultural Heritage (UCH) in Greece**, through the participation in national and European projects, **contributing to the following achievements**:
- ✓ Working towards the declaration of new Underwater Cultural Heritage sites in Greece as "Accessible".
- ✓ Setting up and implementing European and national research projects regarding: "blue" technologies that support the exploitation/research/studying of the underwater wealth (cultural and natural heritage); virtual (VR/AR) diving applications for recreation; "dry dive" applications; serious games on exploring Underwater Cultural Heritage; integrated marine systems for marine litter identification and retrieval.
- ✓ Working towards the improvement of the Greek and European legislative and institutional framework on issues regarding the accessibility of the Underwater Cultural Heritage sites for Sustainable Tourism Development, the funding of underwater archaeological research and the integration of the Underwater Cultural Heritage sites in Maritime Spatial Planning.
- ✓ Promoting the unified training and professional acknowledgment of Scientific Diving; a discipline that supports underwater scientific work linked with multiple sectors, e.g. Underwater Archaeology, environmental science, oceanography, etc.
- ✓ Conducting Studies and seeking funding for the Operational framework of the Accessible Underwater Archaeological Sites through European and National funding programs, etc.
- ✓ Working towards the consolidation of the notion that the protection and valorization of the underwater archaeological wealth, is beneficial for the local communities and for sustainable tourism development.

**This year's report aims at providing a detailed outline of our operational activities, our current (ongoing) projects, and future projects to be implemented.**

On behalf of **Atlantis Consulting S.A.**



# **Atlantis at a glance**

## Atlantis Consulting S.A.

Provides high level consulting services by supporting clients from the private and public sector to finance their business plans.

In its 27 years of operation, [Atlantis Consulting](#) has collaborated with all kinds of high technology, industry, and tourism enterprises. Its clients include companies listed on the NASDAQ, AIM, Athens Stock Exchange, thousands of small and medium-sized enterprises, a significant number of startups and non-profit organizations.

Similarly, in the public and in the wider public sector, [Atlantis Consulting](#) provides evaluation of research services, science and technology policy assessment, innovation management and funding, planning and implementation of acceleration and pre-training programs for start uppers. Its clientele includes institutions such as the European Commission, the Greek Government, as well as many foreign governments, prefectures, districts, municipalities, chambers, professional associations, and others.



# Departments

The **Innovation Management and Finance (IMF)** department deals with:

- Development of business and marketing plans.
- Access to finance through EU, National and Regional funding Programmes.
- Market research.
- Feasibility and viability studies.
- Evaluation of research.
- Acceleration programs.
- Implementation of National and European projects aiming at the promotion and valorization of Underwater Cultural Heritage and Sustainable Tourism Development.
- Blue Economy & Blue Technologies development projects.

The **Deals** department offers a variety of services are mainly related to:

- Financial support to enterprises through venture capitalists, business angels, funds, loans, etc.
- Consulting and guidance for businesses.
- Support to start-ups to achieve investment readiness.
- Access to pre-seed & seed finance.
- Selling of companies, mergers, and acquisitions (M&A).
- Greenfield projects.
- Business plan development.
- Evaluation – Sustainability plan preparation.
- Financial planning, management, and forecasting.
- Debt-restructuring.
- Direct access to a developed network of Business Angels through [Adrion BAN](#).

The **Research and Technological Development (RTD) and Informatics department** offers services pertaining to the following:

- Online services and platforms.
- DSS (decision support systems).
- E-business.
- Data analytics and information visualization.
- E-procurement: especially regarding to “green” services and products.
- Running of the [www.etender.gr](http://www.etender.gr) platform.
- Social networks and value-added services.

## Other services provided

Furthermore, Atlantis Consulting S.A. offers services related to:

- Project management.
- Innovation Proposals; setup and writing.
- Scientific and technical reporting.
- Exploitation of research results.
- Contingency planning.



### BLUE GROWTH PROJECTS

Atlantis has integrated, within the IMF department, the Blue Tech & Growth Business Unit (BU). This specific BU has significant experience from projects aiming at the promotion of culture, **"blue"** technologies, and the promotion and protection of the underwater **natural and cultural** Heritage to the benefit of the European Society.

# BLUEMED



Project co-financed by the European Regional Development Fund

**BLUEMED (Interreg MED 2014-2020) project co-financed by ERDF, with a total budget of €5.2 million and a duration of 39 months, was completed in January 2020.**

BLUEMED planned, tested, and coordinated Underwater Museums, Diving Parks and Knowledge Awareness Centers in Italy, Greece and Croatia in order to support sustainable and responsible tourism development and promote Blue growth in coastal areas and islands of the Mediterranean.

BLUEMED aimed to raise public awareness and include local, regional, and national stakeholders towards the protection and sustainable operation of accessible underwater cultural and natural heritage sites as well as enhance accessibility for both divers and non-divers through innovative AR/VR services.

Atlantis Consulting S.A. was a project partner along with the Regional Development Fund – Region of Thessaly and the MCS-Ephorate of Underwater Antiquities (Greece), the University of Calabria and the MiBACT (Italy), the University of Zagreb and DUNEА (Croatia), the University of Cyprus and FUERM (Spain).

Year 2019 was the year of testing and transferring of the project's results, where Atlantis Consulting S.A. contributed significantly to the **validation of its outcomes** and promoted broadly the BLUEMED good practices through various **dissemination and networking activities**.

Among the highlights of the year, Atlantis Consulting S.A. participated in the pilot diving at the **Accessible Underwater Archaeological Site of Peristera** in Alonissos Northern Sporades in April 2019 and supported the site, becoming **the first one to open for the public in Greece** from summer 2020.



*Top: The Accessible Underwater Archaeological Site of Peristera in Alonissos*

*Bottom: The Augmented Diving System developed to upgrade the divers experience at the participating diving sites*

Atlantis Consulting S.A. developed a **validation methodology framework** for the operational, financial and management model for the **sustainable operation of the pilot sites and the Knowledge Awareness Centers (KACs)**.

For this purpose, it circulated assessment questionnaires to stakeholders and end users and analyzed the results. It further organized two school visits at the KACs in Amaliapolis in Almyros Municipality and in Alonissos in November 2019, in order to evaluate the KACs' operation and appeal to the visitors.

Aiming at the transferring of the BLUEMED model in other areas with similar characteristics, **Atlantis Consulting S.A.** developed in 2019 a **Roadmap** to support initiatives with common goals.

Building a strong supporting network, **Atlantis Consulting S.A.** signed throughout 2019 **MoUs** with different categories of stakeholders, such as diving centers, municipalities or regional authorities, university departments or research institutions and tourism agencies.

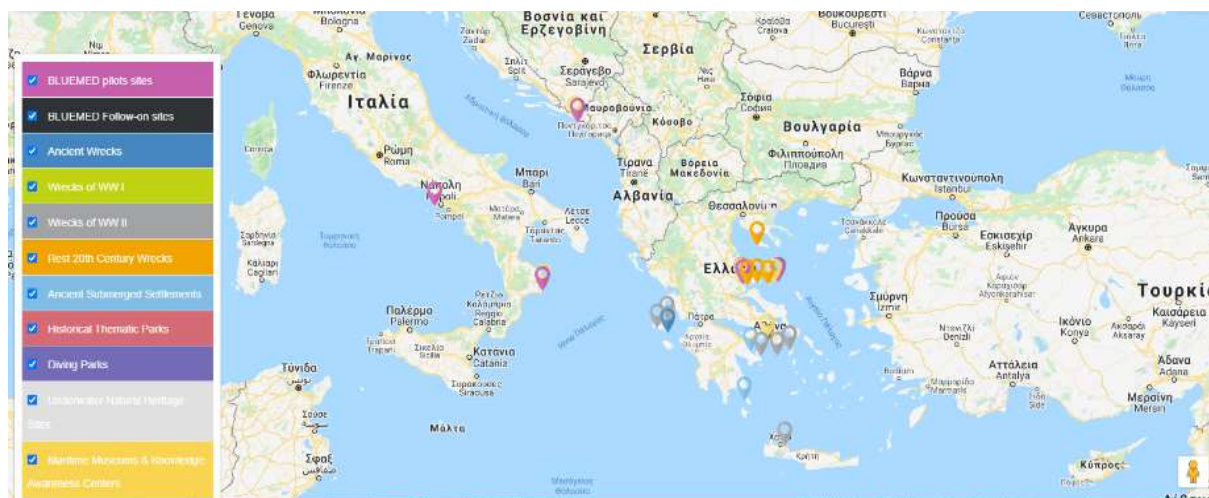


School visits at the KACs in Alonissos and Amaliapolis in 25-26 November 2019.



Atlantis Consulting S.A. being responsible for the web platform [www.meddiveinthepast.eu](http://www.meddiveinthepast.eu) updated its **content** throughout 2019, providing information on a network of sites and other points of interest related to underwater cultural and natural heritage across the Mediterranean, as well as the possibility for a virtual dive at different types of underwater cultural sites.

*The content menu of the services provided through the BLUEMED platform and a map of the network of AUCHS sites.*



Disseminating the BLUEMED outcomes, Atlantis Consulting S.A. participated during 2019 in 4 national and international conferences with corresponding paper publications.

These include:

- The ***Dive in Blue Growth International Conference in Management of Accessible Underwater Cultural & Natural Sites*** held in Athens on 16-18 October 2019 and organized within the framework of BLUEMED project under the auspices of the President of the Hellenic Republic (top picture).
- Atlantis Consulting S.A. was awarded as the best non-academic paper for the **European Triple Helix Congress on Responsible Innovation and Entrepreneurship (ETHAC 2019)** held on 30th September-1st October 2019 in Thessaloniki (middle picture).
- The **1st International Symposium of Conservation for Underwater Archaeology (ISCUA)** on 20-22 September 2019, in Formentera, Spain (picture below).
- Atlantis Consulting S.A. on 20-23 November 2019 attended the **Conference “Protection, Conservation and Restoration of Cultural Monuments – 20 years of the Interdisciplinary Cross-Field Program-MSc”** at the Polytechnic School of Aristotle University of Thessaloniki.



Visit the project website:

<https://bluemed.interreg-med.eu/>

Navigate on the web platform:

<http://meddiveinthepast.eu/web/bluemed>

Watch the video of the project:

<https://www.youtube.com/watch?v=Rpy41mALXI>

## MAGNA



**MAGNA (EASME/EMFF/2016/1.2.1.12) project co-funded by EMFF, with a total budget of 300.000€, was successfully completed in December 2019, after a duration of 24 months.**

**Atlantis Consulting S.A.** is a partner of MAGNA together with Mazi Travel Ltd (Greece), University of Calabria (Italy) and MIBACT-ISCR (Italy).

The project successfully managed to fulfil its purpose, creating a series of sailing cruises along the Magna Graecia route, characterized by rich and plentiful cultural and scientific experiences focused on recreation, environmental awareness, and demonstration of archaeological findings.

**Atlantis Consulting S.A.** developed marketing and product sustainability strategies for the designed tourism product: "[Sail in History](#)" and was responsible for testing and validation of the product in Greece.

**The pilot sailing cruise took place in July 2019 in the following routes:**

- Corfu Round
- Lefkas Round
- Gulf of Patras and Corinth

During this month of sailing, end-user groups tested the sailing product and the value-adding activities, such as cultural visits to archaeological sites and maritime museums, gastronomic experiences, wine tasting, scuba diving, and environmental awareness activities.

Supporting and promoting responsible tourism, **Atlantis consulting S.A.** organized the side-activity "**Clean the Sea**" to raise awareness on the sensitive issue of marine litter, plastics and microplastics in the Mediterranean. For increased outreach on this emerging issue of marine litter, **Atlantis** created an emotional [video](#) with footage from the sea cleaning missions, showcasing the impact of tourism in the degradation of marine environment.

Under the scope of product validation, several **Special Focus Group (SFG) meetings were held, with representatives of all relevant stakeholders' types, followed by a wider-audience analysis** using questionnaires.

The validation in Greece included 2 events organized in Patras and Corfu for disseminating the project results with key stakeholders of the tourism industry.

Findings of validation were synthesized and presented through **a state-of-the-art Roadmap guide**. Atlantis drafted this **Roadmap** to support the development of new transnational nautical routes and associated tourism products, following the guidelines of sustainable and responsible tourism development. The **Roadmap** can be a useful document for other areas that want to develop such a unique tourism product.

The project officially reached its completion with the final meeting of the project taking place at Pozzuoli, Naples, in December 2019. The progress on dissemination actions of the programme were presented, as well as the visual material produced during the product testing in Greece and Italy.

Visit the project's website:  
<https://www.sailinhistory.eu/>



Snapshots of the SFG meeting at Ionian Parliament, Corfu, 16.12.19. **Sail in History** product was introduced in stakeholders of the tourism industry and potential customers.



The final meeting of **MAGNA** project took place at Pozzuoli, Naples on 03.12.19.

Take a look at the project's official **publication in the academic journal "MDPI Heritage"**, entitled: *"A Usable and People-Friendly Cultural Heritage: MAGNA Project, on the Route from Greece to Magna Graecia".*

# MeDryDive

**MeDryDive** project (COS-TOURSYN-2018-3-01) was successfully launched in May 2019, with a total budget of 529.803 € and a total duration of 2 years (co-funded by Cosme Programme)

*Atlantis Consulting S.A.*, is a partner of **MeDryDive** together with *Mazi Travel Ltd* (Greece), *3D Research s.r.l.* (Italy), *Centro Sub Campi Flegrei* (Italy), *Novena d.o.o.* (Croatia), *Budva Diving* (Montenegro) and *Municipality of Kavaja* (Albania).



**MeDryDive** works on the design of a new transnational tourism product that targets divers and non-divers globally, stimulating their interest on **Underwater Cultural Heritage**.

**Atlantis Consulting S.A.** designed the **innovative product concept** of “**Dive in the Past**” that integrates personalized AR/VR applications, enriching the experience of tourists and, at the same time, promoting the underwater wealth of the Mediterranean.

**Atlantis** also developed **marketing and product sustainability strategies** for “**Dive in the Past**” product concept and is currently responsible for its validation in the Greek Underwater Cultural Heritage site of **Peristera**, in Alonissos.

**Photos from Peristera: the first Accessible Underwater Cultural Heritage site in Greece**

Credits: Matteo Collina. University of Calabria – DIMEG

Copyright: Hellenic Ministry of Culture and Sports, Ephorate of Underwater Antiquities

**MeDryDive** was launched in May 2019, bringing together the expertise of seven partners. The Kick-Off meeting of the project took place on 20<sup>th</sup> of June at **Atlantis** Premises with the presence of the Project Adviser Mr. Alan Vella.

The second meeting of **MeDryDive** project took place at Pozzuoli, Naples (Italy), on 2<sup>nd</sup> of December 2019. The meeting was a good opportunity for partners to discuss on project progress within the first 6 months and on the project's next steps.

As COVID-19 outbreak made travelling impossible, the interim (12 months) project meeting was conducted online on June 5<sup>th</sup>, 2020.

**Atlantis**, responsible for the **technical management & Quality Assurance** of the project, set the guidelines for the continuation of **MeDryDive**.

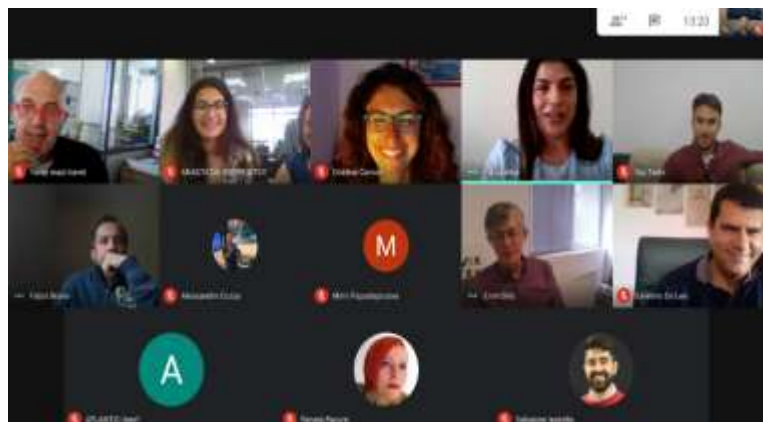
By using digital tools and technologies, **Atlantis Consulting S.A.** quickly managed to adapt to the "new normal" and continues the successful implementation of the project.

*Top: Kick-Off meeting of MeDryDive in Thessaloniki*

*Middle: 2nd Project meeting in Pozzuoli*

*Bottom: Interim (12 months) online meeting*

Visit the project's website:  
<https://medrydive.eu/>



# ScienceDiver



**Science Diver** supports the development of blue and smart cross-sectoral skills to meet the evolving needs in the labor market of the Blue Economy.

The future growth of the **Blue Economy** is expected to correlate with an increased demand for underwater and marine scientific research.

This has led to the development of two promising, interconnected sectors:

- **Blue Technologies**
- **Scientific Diving**

Additionally, the marine scientific sectors expected to create an economic growth of ten-billion euros in the coming decade, which will require new jobs and economic growth.

Visit the project's website:  
<https://www.sciencediver.eu/>

The European project “ScienceDiver” (EASME/EMFF/Blue Economy 2018 – Blue Careers) of a total budget 1.059.142€ and a total duration of 3 years, was launched in November 2019.

*Atlantis Consulting S.A. is a partner of ScienceDiver together with Aristotle University of Thessaloniki (Greece), University of Calabria (Italy), University of Stuttgart (Germany), Enviro.com (Germany), Marine Cluster Bulgaria (Bulgaria) and Divers Alert Network Europe Foundation (Malta).*

**Atlantis Consulting S.A.** will develop **Blue Careers Platform**, allowing improved employability of professionals on Blue Tech and Scientific Diving.

Moreover, **Atlantis** is the **Quality Assurance Manager** of **ScienceDiver**, monitoring the overall progress and project management, identifying the critical issues to overcome, and evaluating the outputs of the project prior the submission to the European Union.

**ScienceDiver** was launched in November 2019, bringing together the expertise of seven partners. The Kick-Off meeting of the project took place on 10th of December at the Aristotle University of Thessaloniki campus, at the Faculty of Engineering.



Kick-Off meeting of ScienceDiver on 10.12.2019.

# MAREBOX



**MAREBOX** is closely related to underwater culture, as the sea acts as a time capsule that connects the past with the present and the future.

The project will mobilize artistic and cultural expression through innovation, technology, creativity, storytelling, and artistic works.

All these stories that connect the past with the present, will come to light under the core theme of maritime heritage of the European Sea.

Visit the project's website:  
<https://www.marebox.eu/>

The European project “MAREBOX” (EACEA/06/2019) of a total budget 356.646,41€, was approved in 2019 for a total duration of 18 months ((01/01/2020 – 30/06/2021)).

**Atlantis Consulting S.A.** is the **coordinator** of **MAREBOX** partnering with 3D Research s.r.l. (Italy), University of Oslo (Norway) and SAVVY Contemporary (Germany).

**MAREBOX** mingles the cultural with the artistic and creative sector and technology for the development of a cultural/artistic exhibition that can be displayed in spaces around Europe (and globally).

The project aims to develop cultural, artistic, innovative, and audience-centered experiences with the integration of innovation and technology, on various topics of **underwater culture**, such as:

- the promotion of European Underwater Cultural Heritage, which is not easily accessible to the wider public
- the raising of awareness on the current challenges of the Sea (e.g. marine pollution, migration routes, etc.)
- the rise of Cultural Tourism, driving sustainable growth and job creation.

**Atlantis Consulting S.A.** is responsible for the **exploration of the commercialization potential** of the created exhibition, ensuring its sustainability after the project's end. Atlantis will also set up an **evaluation methodology** for the exhibition and manage the evaluation of visitors' acceptance.

Representing the business sector, **Atlantis Consulting S.A.** will also promote start-up entrepreneurship opportunities and public funding opportunities to the artists and creators, related to **Cultural and Creative Industries** and **Blue Growth**.

**The Kick-off Meeting took place at Atlantis Premises on 14th of February.**

## 4Helix+



Project co-financed by the European Regional Development Fund



The European project “4Helix+” (Interreg MED Programme 2014 - 2020) was approved in 28<sup>th</sup> of June 2019, for a total duration of 6 months.

*Atlantis Consulting S.A. provided training and support to Skopelos Diving Center, as an expert company in **Blue Growth**.*

Data collection process, with the presence of two members of 3D Research s.r.l., 09-10.08.2019, Alonissos



**Atlantis Consulting S.A.** creates long-term partnerships with stakeholders of the diving community, sharing its **expertise in Blue Growth**. In 2019, **Atlantis** provided support to Skopelos Diving Center for the effective implementation of the European Project **4Helix+** (Interreg Med programme 2014 - 2020).

The project's outcomes are the **3D reproduction** of the contemporary shipwreck “Christoforos”, near Skopelos island, and the creation of a Virtual Reality (VR) model for an immerse virtual dive experience.

**Atlantis Consulting S.A.** organized a two-day workshop, on 7<sup>th</sup> and 8<sup>th</sup> of August, in Alonissos, to **train and prepare the staff of Skopelos Diving Center** for:

- The use of Virtual Reality as a tool for making **Underwater Cultural Heritage accessible to all**.
- The research methodology to be followed in the project.
- The timeline to be followed for the effective implementation of the project.
- The successful methods for taking photos and videos of the wreck underwater, to create the 3D model.



Two-day training workshop, 07-08.08.2019, Alonissos.

# DiveSafe



Your **Navigation & Safety** companion for **Diving!**



The European project “DiveSafe” (EASME/EMFF/Sustainable Blue Economy) of a total budget 1.427.723€ and a total duration of 3 years, was launched in January 2019.

**Atlantis Consulting S.A.**, is the Coordinator of **DiveSafe** together with 3D Research Srl (Italy), the Università Politecnica delle Marche (Italy), the Ministero per i Beni e le Attività Culturali – Istituto Centrale per l' Archeologia (Italy), the Israel Antiquities Authority (Israel), the DAN Europe Foundation (Malta), BURC (Turkey) and the KORSEAI Institute of Historical and Archaeological Research (Greece).

## Main challenges behind the project idea

- Underwater sites are inevitably difficult to access and more hazardous, compared to dry land;
- The critical requirement is to dive and work UW with **maximum possible effectiveness and safety**, while spending the **minimum possible time underwater**.

**DiveSafe** will integrate diving-related technologies into a comprehensive solution for the diving market (primarily technical, but also scientific/public safety and recreational).

**Atlantis Consulting S.A.** is the coordinator of the consortium and responsible for the commercialization of the final product (market analysis, business planning, funds raising) and for the communication and dissemination activities of the project.

## DiveSafe response to diving market needs

- ✓ An UW Scooter system supporting UW missions safely and efficiently
- ✓ State of the Art HW&SW technologies integrated in order to support survey, documentation, exploration of unknown areas, search & recovery, etc.



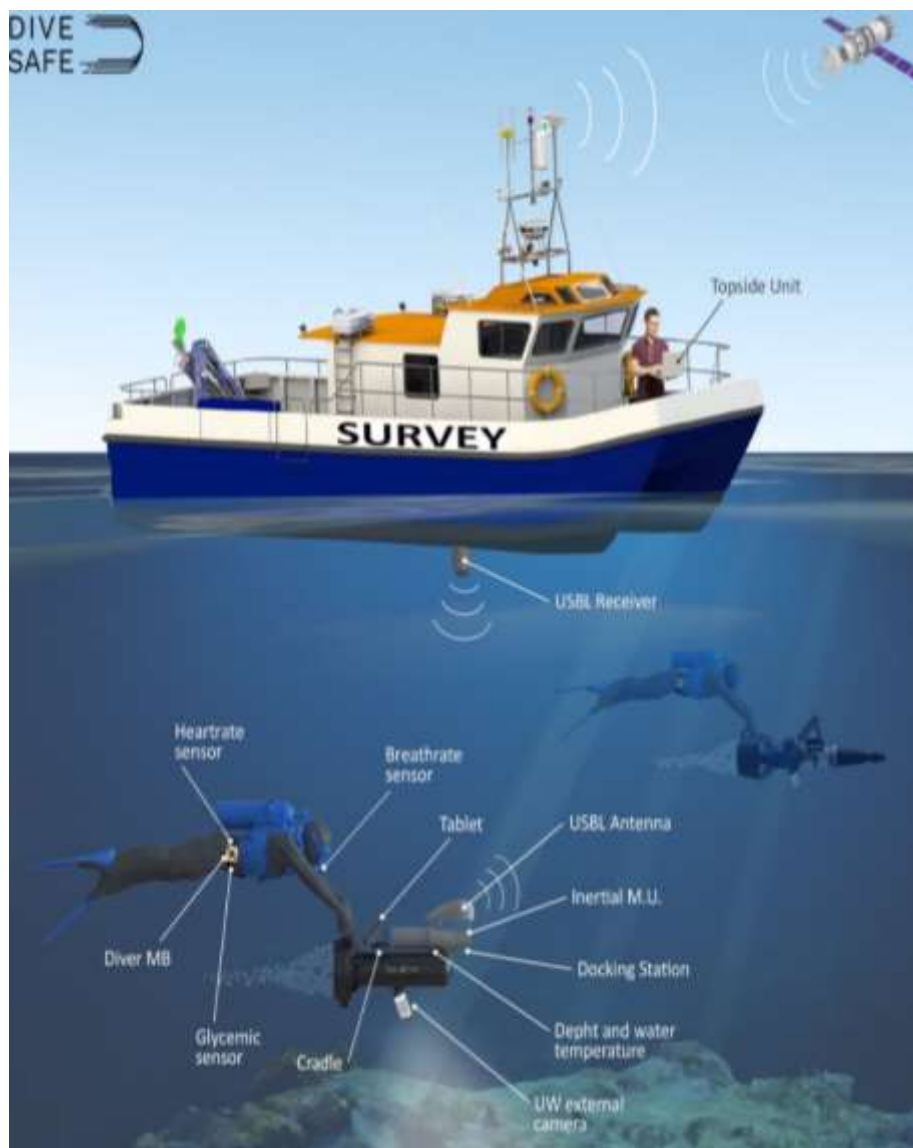
DiveSafe system in action: Factory Acceptance Testing @the Istanbul Aquarium



DiveSafe Kick-Off meeting (Feb/2019, Thessaloniki)

### **Main components:**

- ❖ **UW SCOOTER** with customised cradle and anchorage
- ❖ **Docking Station** mounted on the Scooter (communicates data, coming from different sensors and the acoustic localization system)
- ❖ **UW TABLET** with camera and Apps for surveying, navigation, monitoring of parameters (incl. Health & safety)
- ❖ **DIVER LOCALIZATION SYSTEM** based on the USBL method
- ❖ **SENSORS FOR BREATHING/HEARTBEAT AND GLYCEMIA** monitoring
- ❖ **Other SENSORS** - Inertial Measurement Unit, water Temperature and Pressure/Depth
- ❖ **Diver's Belt** (DiverMB) - a belt with **HEALTH** sensors worn by the diver
- ❖ **TOPSIDE Unit on the surface support vessel** - mission Manager App which communicates with UW devices and with Remote Server for 3D reconstruction



*Reference Model of the DiveSafe Architecture*

Follow us on our social media

[www.divesafe.eu](http://www.divesafe.eu)

[linkedin.com/groups/13697167](https://www.linkedin.com/groups/13697167)

[Instagram.com/divesafe\\_project](https://www.instagram.com/divesafe_project)

[facebook.com/DiveSafeproject](https://www.facebook.com/DiveSafeproject)

[youtube.com/channel/UCOM0kaFlp13Uc3yC-sIR1aA](https://www.youtube.com/channel/UCOM0kaFlp13Uc3yC-sIR1aA)

## Lab4Dive



The European project "Lab4Dive" (EASME/EMFF/2016) of a total budget 428.821€ and a total duration of 2 years, was launched in March 2017.

*Atlantis Consulting S.A.* was a partner of **Lab4Dive** together with the Hellenic Institute of Marine Archaeology (Greece), Università Politecnica delle Marche (Italy) and 3D Research (Italy).

**Lab4Dive** aim was to design, develop and validate an innovative and competitive product, a so called "Portable Smart Lab", usable by underwater archaeologists as a support for surveying, documenting and preserving Underwater Cultural Heritage.

The "Smart Lab" is based on a tablet coupled with environmental sensors, a high-resolution camera and an acoustic localization system.

It provides the underwater archaeologists with additional means for conducting their fieldwork:

- Show the area map based on acoustic bathymetry where waypoints are marked;
- Show the path followed by the diver during the immersion, thus evidencing the areas already explored and the ones to be investigated;
- Acquire geo-localized notes, photos and environmental data from the available sensors, thus allowing a complete documentation of the site based on orthophoto, 3d models, environmental markers, etc.

Visit the project's website:  
<https://www.lab4dive.eu/>

Several pilot tests/field works were conducted to test the system, in the following sites:

### Croatia

- A Medieval shipwreck (25 m depth) near the Gnalic Island, south of Zadar.
- A XVI century shipwreck (30 m depth) on the Suđurađ bay in the Šipán island.

### Greece

- A late Byzantine shipwreck at the northeastern (NE) coast of Poros island, in the Argosaronic gulf.

**Atlantis Consulting S.A.** had the role of **coordinating** the Lab4Dive project development and was responsible for the all the business-related activities that have to guarantee the successful and economically sustainable application of the project results.

Moreover, **Atlantis Consulting S.A.** set up the system's **Evaluation Methodology** and was responsible for the system's **User Acceptance Evaluation**. Finally, participated in various dissemination and communication activities.



Underwater surveys using Lab4Dive system



## SCIENCE, POLICY AND TECHNOLOGY PROJECTS

The target is to develop research, innovation and technology through the support at a local, regional, national and European level. The services which we provide to our customers include mainly:

- The implementation of **Technological Assessment Studies**, including monitoring of technological developments and the assessment of current and potential impacts on society, economy and individual sectors of economy, human resources market, education, training, et.al.
- **Assessment of physical infrastructure**, research and innovation policy for and suggesting proposals to improve it. Prior to the above a preliminary overview of the social and economic environment to which they are concerned, as well as recognition of best practices implemented in other regions or countries is required.
- Designing **development strategies** and programs such as the Intelligent Specialization Strategies (RIS3)
- Evaluation and assessment of the impact of the projects, programs, technological developments and innovation at European, national and regional level.
- **Impact Assessment** and **Strategic Planning** for organization operation and management structure.
- **Innovation Management** of public, private and wider public organizations.
- Implementation of future technological research studies.

# ASYLO TOU PAIDIOU



**ASYLO TOU PAIDIOU** is a non-profit Institution that has operated as a place of care and education for children of working parents in the broader area of Thessaloniki ever since its establishment in 1919.

**Atlantis Consulting S.A.** has been assigned the **assessment of the operation and the offered services** of the ASYLO TOU PAIDIOU, as well as to record its **diachronic impact** on the society of Thessaloniki. During 2019, on the centennial of the operation of the ASYLO TOU PAIDIOU, **Atlantis** worked on two evaluation studies based on these goals.

Initially, **Atlantis Consulting S.A.** reached to different groups of people related to the Institution (graduates, parents and personnel) inviting them to complete online an anonymous questionnaire on their views. The **survey focused on operational and management efficiency and effectiveness** of the Institution and was based on both qualitative and quantitative indicators.

The survey was conducted between 27/05/2019 and 28/07/2019, met high response and generated useful conclusions. **Atlantis Consulting S.A.** was responsible for both the **compilation of the questionnaires and the evaluation of the results.**

**Atlantis Consulting S.A.** conducted a **series of interviews** with several people whose activity is directly or indirectly related to the ASYLO TOU PAIDIOU, including prominent members of the local community such as the former city Mayor of Thessaloniki Mr. I. Boutaris.

The interviews were semi-structured and depending on the circumstances were either oral phone interviews or vis-à-vis, even written. Their analysis was included into the report and contributed to the **evaluation of the social impact of the ASYLO TOU PAIDIOU.**

A **second report on the highlights** of the ASYLO TOU PAIDIOU throughout its long history of contribution has also been completed. Both reports' conclusions indicate an updated future direction and are going to be communicated publicly soon.



**ASYLO TOU PAIDIOU** premises in Thessaloniki city center

# GRASPINNO



Project co-financed by the European Regional Development Fund

**GRASPINNO (Interreg MED 2014-2020) project co-financed by ERDF, with a total budget of €3.2 million and a duration of 36 months, was completed in November 2019.**

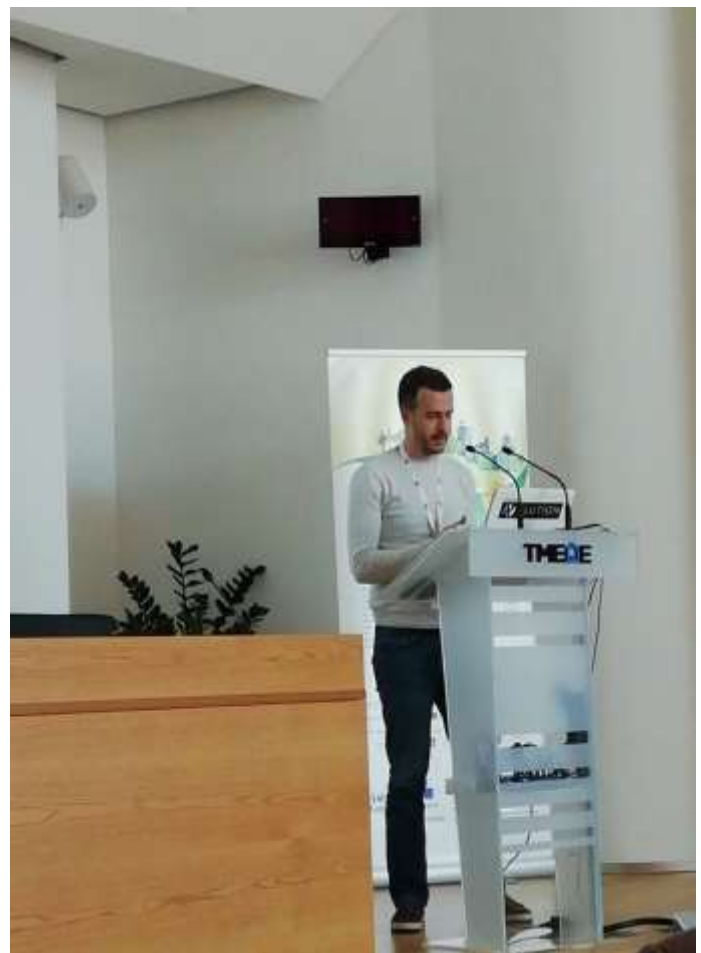
The project aim was to provide innovative green procurement solutions for energy savings/efficient refurbishment of public buildings, focusing on smart cities and communities. Project's main goals are to **improve Public Authorities' (PAs) capacity of managing buildings energy efficiency**, moving towards nearly zero energy building, and to **encourage SMEs to enter the green energy market**.

**Atlantis Consulting S.A.** developed a methodology to be used for the **development of electronic “green” public procurement criteria**, based on the identification of general specification and standards that should govern green eProcurement models, as well as green criteria that products/services to be procured should have.

The **GRASPINNO** Consortium was composed by 12 partners coming from 7 Mediterranean Countries (Greece, Italy, Slovenia, Cyprus, Spain, Bosnia Herzegovina and France).

Moreover, **Atlantis** updated the **eGPP platform**, already created during the GRASP project, by introducing the identified “green” criteria in the tools Databases (DBs), and making the appropriate parameterizations of the tools in order to prepare the platform for the needs of the **GRASPINNO** pilot tests.

The result was the updated **GRASPINNO eGPP platform** which includes the eGPP tool and DBs, the **Transnational Mediterranean Network (TMN) tool** and the **Life Cycle Cost (LCC) tool**.



**GRASPINNO eGPP platform presentation** during the 1st Capitalization Workshop in Athens, April 2019

**Atlantis Consulting S.A.** also led the activities of identifying the appropriate clusters, to be involved in the “green” tenders. The clusters were selected via identification of the business and RTDI capacities.

**A roadmap for the wider uptake of the integrated eGPP platform was developed by Atlantis**, including, guidelines and recommendations and a generalized step by step process for the target groups.

Finally, **Atlantis** participated in **capitalization events for SMEs and Public Authorities (PAs)**, where the eGPP platform was presented, and explanations were provided to the audience about the use of “green” procurement tools during public procurement processes, while highlighting “green” public procurement benefits for both SMEs and PAs.

Visit the project website:

<http://www.graspinno.eu/>

Register in the Unified Platform:

<http://grasp-egpp.eu/login.php>



*GRASPINNO Final Project Meeting in Athens, June 2019*

#### UNIFIED PLATFORM



# Technical Assistance for Innovation Management

**Atlantis Consulting S.A.** supports and provides Technical Assistance to public and wider public organizations and undertakes the provision of financial and technical management services (**external expertise**), in accordance with the requirements set by each Project or Operational Program

## Piraeus Port Authority

Atlantis was responsible for the technical management, the elaboration of studies and the pilot applications for the **Horizon 2020** projects:

- **TRESSPASS:** "Technology-supported Risk Estimation by Predictive Assessment of Socio-technical Security"
- **D4FLY:** "Detecting document fraud and identify on the fly"

**Atlantis** was responsible for:

- Creating the Project Management Plan
- Current situation mapping
- Identification of risks and needs
- Elaboration of studies for the pilot application of the new systems proposed in the project
- Product evaluation and commercial exploitation
- Technical, administrative, and financial management of the project
- Writing and revision of related deliverables and reports
- Support in communication and dissemination activities of the project

## Thessaloniki Port Authority

Atlantis was responsible for the technical management and the commercial exploitation of the pilot applications for the **Horizon 2020** project: **DATAPORTS:** "A Data Platform for the Cognitive Ports of the Future"

**Atlantis** was responsible for:

- Technical and administrative management of the project
- Definition of KRIs and evaluation activities
- Dissemination and communication activities with vertical and horizontal role
- Commercial exploitation of the DataPorts platform

## Technopolis Artificial Intelligence Cluster

Atlantis conducted a feasibility study for the **Operational Program of Central Macedonia 2014-2020:** "Cooperative Formations for economic development through local entrepreneurship".

**Atlantis** was responsible for:

- Conducting and presenting the feasibility study
- Technical support and monitoring of the project implementation progress
- Consulting assistance and technical support during the evaluation period

## Goulandris Natural History Museum

**Atlantis Consulting S.A.** is the subcontractor of **Goulandris Natural History Museum** providing support in specific activities regarding the Management of the “**KEM**” project results.

The two project partners are *Mellon Technologies* and *Goulandris Natural History Museum*

**Atlantis** supports Goulandris Natural History Museum in the development of the project's **dissemination and communication plan**, so as to ensure the dissemination of the project results and activities to the widest possible audience.

**Atlantis** is also responsible for quality, milestones achievements and collaboration among project partners, setting a **Risk Plan** and mitigation procedures for the project's **risk management** with time-schedules and readjustment procedures in face of occurring risks.

Finally, **Atlantis Consulting S.A.** supports the consortium for the implementation of **innovation management activities** during the project.

This support is of paramount importance since **Atlantis' years of experience on innovation management**, will help the two project partners to gain competitiveness and future sustainable growth, and also develop innovation management capabilities.

More details about project KEM are available at project's promotional site at: <https://kem.mellongroup.com/>



**KEM project** develops an integrated application for iOS and Android devices **using innovative technologies for museums' artefacts presentation and Educational Practices.**

The project can be applied in various museum types and similar sectors such as Tourism, Entertainment and Environmental Education/Training.

### Aims of the project:

- Enhancing the visitors' experience and ensuring their tighter engagement with the museum.
- Providing a platform for innovative educational activities that multiplies education's effectiveness, impact and quality.
- Expanding the museums' target-group, enhancing its reputation, increasing in this way the existing and creating new revenue streams.
- Contributing in the emergence of museums' various activities (exhibitions, education, research) in key areas.



## **DEALS DEPARTMENT**

The department is mainly focused on providing consulting services related to linking innovative projects and startups with private sources of funding, such as Venture Capital, Business Angels, and Strategic Investors.

It has developed and standardized a relevant methodology of approaching sources of financing aimed at companies with high potential, has created its own network of business angels (which is active under the name [AdrionBAN](#)) and organizes events for the presentation of Pitch Decks in the Investors Community.

At the same time, it actively supports and participates in cooperative formations and undertakes the design and implementation of its own business acceleration programs and/or mentoring at both local and European level.

In this context, our services include:

- **Investment Readiness** preparation, including business plan structuring, pitch deck development, pitching techniques, financial planning, and evaluation, et.al.
- **Networking Services** with mentors and industry experts.
- **Communication** and support throughout all the stages of **negotiation** with potential investors.
- **Debt Restructuring Services**, including preparation of debt restructuring business plans, financial models, negotiation with the financial institutions and/or procurers, turnout strategies, etc., through a variety of available tools (i.e. Out-of-Court Workout Law, bankruptcy law and code).
- Preparation for listing on **stock markets** (E.NA, AIM, PLUS, etc.).

## The Park!



**"The Park!"** is an attractive investment case conceptualized and developed by **Atlantis Consulting S.A.** in collaboration with Makridis Associates architectural firm.

Located in the heart of a region where the major shopping malls of Eastern Thessaloniki are situated and within 5 minutes' drive distance from Thessaloniki airport, **"The Park!"** is a 101.500 square meters, private owned, mixed use open space and recreation green lung, positioned in the center of an area which attracts more than 12 million visitors per year.

In particular, **the project is based on a unique concept created for smart and sustainable cities** of the future, all year-round, 24/7 available with all-weather access.

**"The Park!"** is expected to host more than 70 independent enterprises, offering visitors, of all ages, diverse leisure, recreational, sport and educational opportunities.

**"The Park!"** will offer services which are unique and not offered by nearby malls and leisure centers and become a landmark for Central Macedonia.

The project is now more topical than ever as the COVID-19 pandemic is expected to stay with us until 2022 according to Harvard researchers.

The global outbreak of the virus as well as the lack of treatment has turned social distancing into a necessity. **Outdoor activities, health precautions and crowd avoidance will remain important for the global community.**

The pandemic after-effects are already prominent as the economy and consumer behavior have radically changed.

The significant need for safe amusement in distance along with the decline of retail due to the rise of online purchases reinforce the belief that **"The Park!" can upgrade the city's standards with the offered outdoor activities** (outdoor playground, outdoor theater, skate park etc.) **and large green spaces.**



## Metabio

**Metabio** is a USA based company that bridges the current gap in the Biobanking industry, by introducing a process innovation system connecting Patients, Healthcare Providers and Biobanks, providing harmonized, quality timeline pre-analytical data and reduce costs and time of drug developmental cycles.



**Atlantis Consulting S.A.** supported the company in her first steps and provided insightful guidance along the development stages of Metabio. We ensured the company to **achieve investment readiness**, by aiding in the **preparation and development of the business planning, financial management and Pitch Deck** well as the necessary pitching skills.

**Metabio** was assisted and consulted by **Atlantis** during the discussions and negotiations with potential investors. We also possess a minor shareholding in **Metabio**, which highlights the faith and trust in **Metabio's** vision.

**Atlantis Consulting S.A.** actively **contributed to the fund-raising process**, which has been crowned with success.

## Redia

**Redia LTD** is a growth-stage UK based company addressing a significant industry challenge that of medical experts not being able to guarantee success of fertility treatment.

**Redia** offers fertility patients a 3-cycle IVF program that includes all medical costs until a Live Birth is achieved. If no Live Birth is achieved after all cycles, a 100% refund is given back to the couples. Redia uses an algorithm to calculate program prices based on clinics' success rates and patient data.



The company provides a pioneering framework that guarantees fertility treatment results for couples and has already established partnerships with clinics in 7 different countries.

**Atlantis Consulting S.A.** supports the company since 2019 and constantly provides insightful **guidance on the business development as well as fund-raising process**. We helped the company to achieve investment readiness, aiding in the preparation and development of the business plan. **Redia** was assisted and consulted by **Atlantis Consulting S.A.** during the discussions and negotiations with the funds that expressed interest in the company.

**Redia** managed to ensure a significant amount of funding from a private investor in 2020 and has already negotiated with venture capitalists, from which the company gained important feedback.

## Adrion BAN



**AdrionBAN** is a **Business Angels Network** of high added-value and confidentiality. It consists of more than 70 Business Angels from South-East Europe, who are willing to invest in innovative Startups and SMEs mainly in Greece.

Their financing capability ranges from 20.000€ up to 500.000€ while financing can be achieved either through Share Capital Increase or Convertible Bonds.

The Network has been established in October 2015 and since then it has successfully signed more than 12 deals which accounts for raise of funding of almost 2 million euros.

In the context of the **84th Thessaloniki International Fair**, AdrionBAN participated as an exhibitor for the first time, with its own booth, in pavilion 12 Digital Greece.

Additionally, **AdrionBAN** took part in the **Demo Day** organized by OK!Thess, and had the chance for one-on-one meetings with a number of start-ups, outside of the TIF.

The booth operated for 10 consecutive days and gathered significant interest from the public. Besides providing general information about the BAN, it also held informal meetings with almost all the startups.



*From Left to Right: George Manglis (Deals Department), our CEO & President Grigorios Kalamakidis, Vasilis Charpidis (Deals Department) and our Founder & Vice President Angelos Manglis*

## TCCI Seminar



**Atlantis Consulting S.A.** in collaboration with Thessaloniki's Chamber of Commerce and Industry (TCCI), organized a seminar/info-day regarding the presentation of **alternative and modern sources of funding in Greece**, as they emerge mainly from the Greek Investors Community (e.g. growth funds, private equity funds, etc.) offering mezzanine finance and contract financing.

**Atlantis** invited three **Growth Funds** to present their strategy as well as the tools offered to the companies who apply for financing. After, the audience had the chance to interact with the Funds' representatives in a Q&A session.

In this way, TCCI members were informed about the available **sources of finance**, apart from the standard financial institution and the tools required to access them.



Top: Angelos Manglis representing **Atlantis Consulting S.A.**

Bottom: representative of Thessaloniki's Chamber of Commerce and Industry (TCCI)

## Snapshots



International Conference "Dive in Blue Growth". Angelos Manglis, Atlantis' Founder and VP, with the Governor of Region of Thessaly, Mr. Agorastos.



Angelos Manglis was invited to give a lecture at the Institute of Archaeology, University of Oxford (UK) on 21st January 2020.



Anastasia Fourkiotou, representing **Atlantis Consulting S.A.**, receiving the best non-academic paper for the European Triple Helix



Participation of Atlantis Consulting S.A. at the 1st International Symposium of Conservation for Underwater Archaeology in Formentera Island.



Angelos Manglis at the Event "Underwater Museums. - Accessible Underwater Archaeological Sites", organized by the Region of Thessaly, in Volos.



Mimi Papadopoulou representing **Atlantis Consulting S.A.**, during the MED Sustainable Tourism workshop in Split (Croatia), 27-28 March 2019



**Angelos Manglis**, our Founder and VP, at the Meeting of the Ministers in Charge of Culture, upon the invitation of the Organization of the Black Sea Economic Cooperation.



**Angelos Manglis** giving a lecture during the European Maritime Day (EMD) 2019 in Lisbon



**Atlantis Consulting S.A.** participated in the European Maritime Day (EMD) 2019 in Lisbon, hosting a Virtual Reality System for the audience to try and enjoy a virtual diving experience.



**Angelos Manglis** at the 1st ever European Maritime Day in Thessaloniki, under the theme "One Sea. A Common Culture. A Great Future!". The event was organized by **Atlantis Consulting S.A.**



**Atlantis Consulting S.A.** participated in the exhibition "Virtual Journey around Underwater Archaeological sites of the Mediterranean" organized in the context of iMARECULTURE project, in **THALASSA Museum** in Agia Napa (Cyprus), from 10/10/2019 to 22/11/2019



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