

SMartY



Smart Metering & ARTificial intelligence for SaMMY IoT Platform



SaMMY
Sail Into Smart Marinas



spark works

Ioannis Panaretou
Co-founder of SaMMY

Summary



Ioannis Panaretou, COO

Computer engineer, MSc, |
8+ years of experience in
Maritime IT sector, working
with global marine players
(LLOYD's, CLIA, RCCL, etc.) |
Operations, Management

Presentation Overview

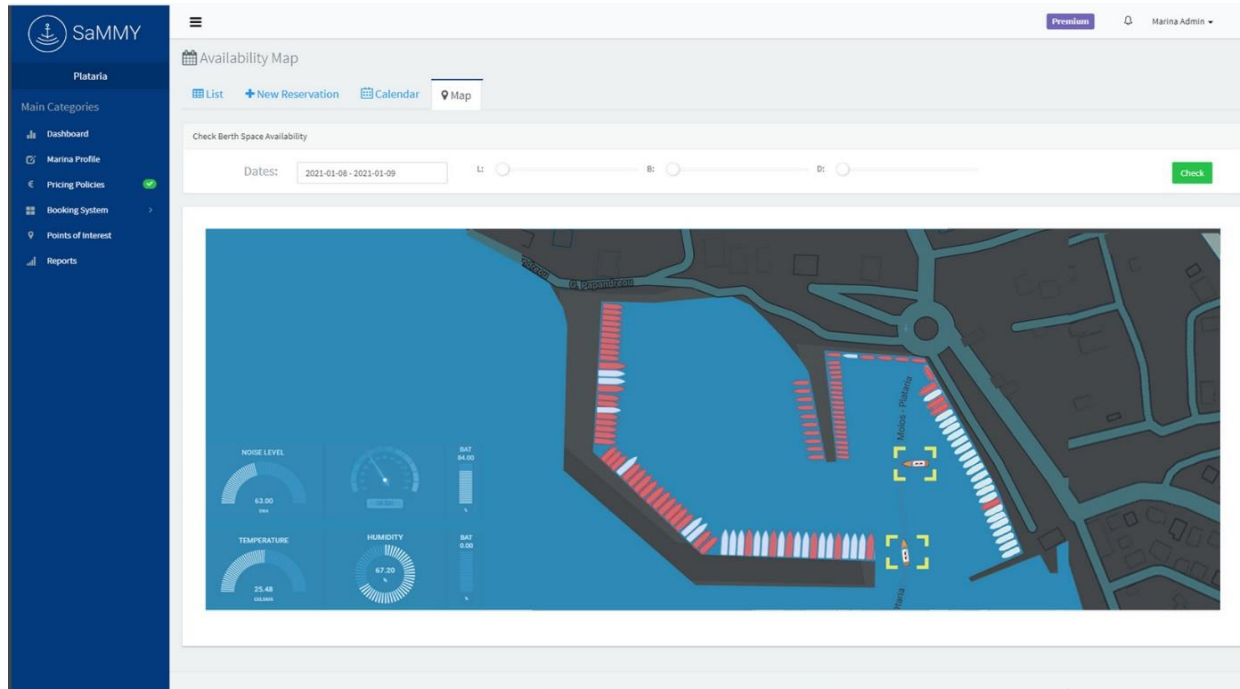
- SaMMy: An existing commercial product
- Sparkworks IoT Platform
- SMartY: The Idea
- Proposal Stage: Excellence
- Proposal Stage: Impact
- Proposal Stage: The workplan
- Takeaways



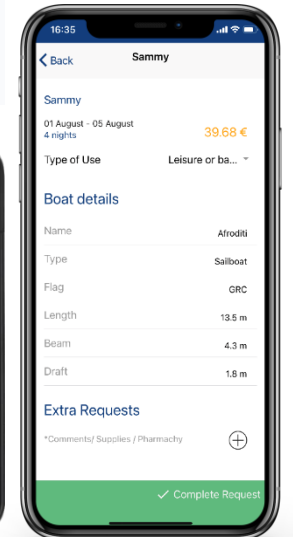
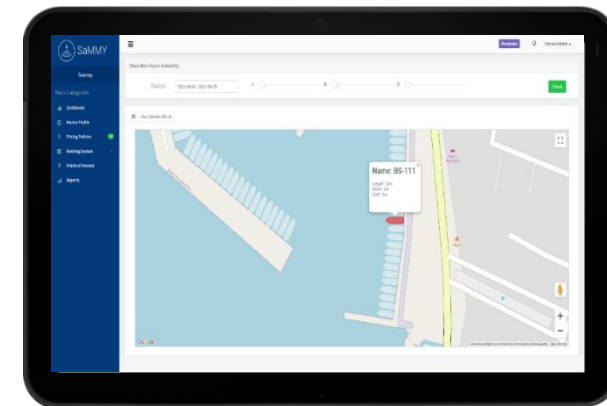
Orestis Akrivopoulos, CEO

Computer engineer, MSc |
10+ years of experience in
design, development and
management of medium to
complex software projects
(IoT, AWS / EKS / ECS / K8s)

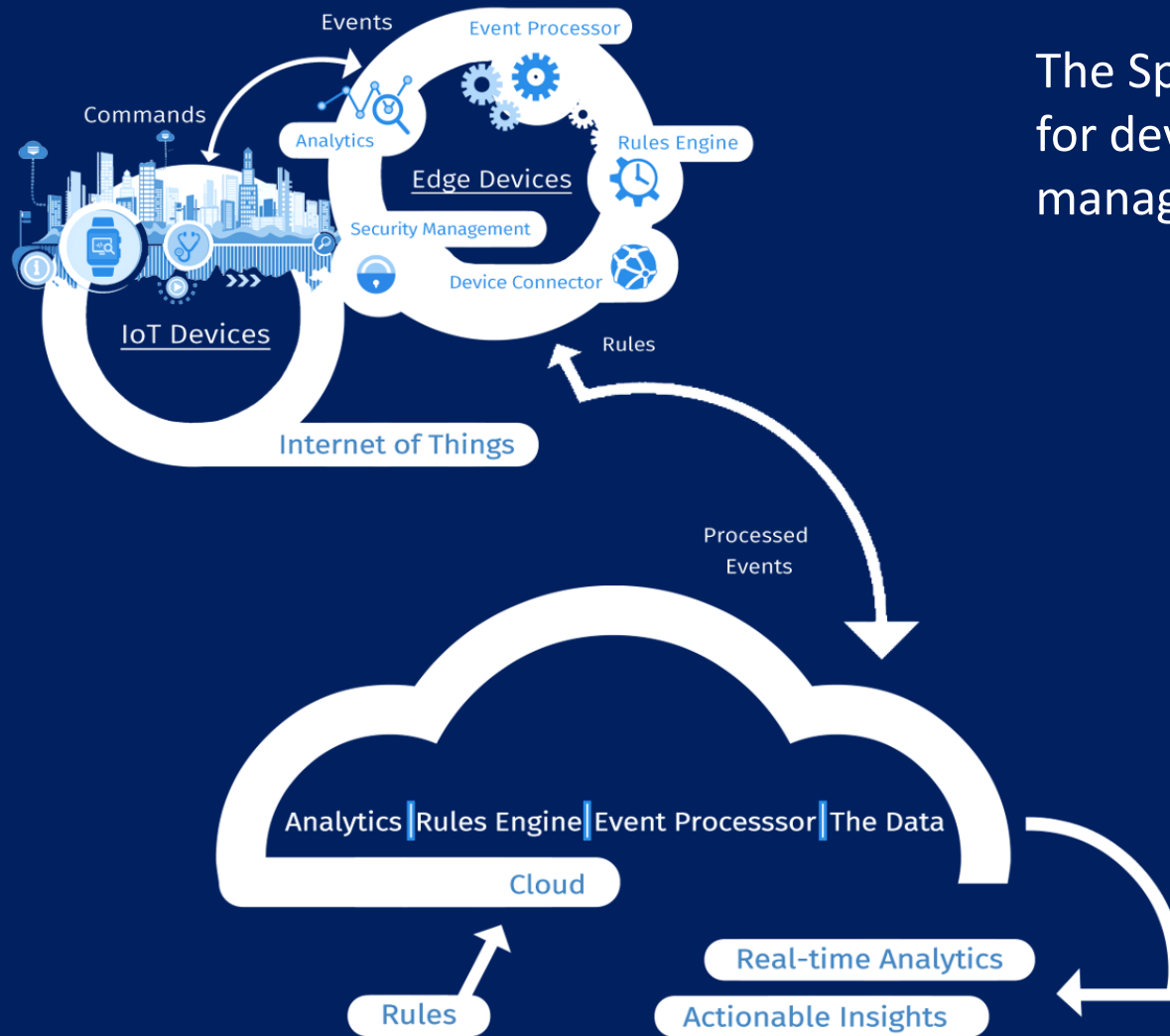
SaMMY: An existing commercial product



SaMMY's vision is to build the next-gen of fully automated smart marinas improving the value for both the yachters & the marina owners



Spark Works IoT Platform



The Spark Works IOT platform is a core component for developing and operating a state-of-the-art management platform for city-scale urban networks.

Edge Analytics

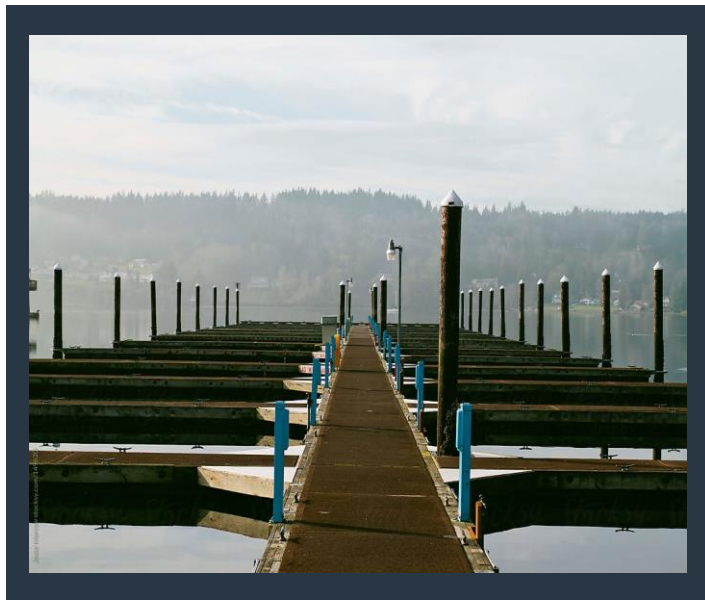
Combine Edge & Cloud

Minimize integration costs



SMartY: The Idea

Operational Intelligence and automation via Smart Metering and Edge Data Analytics



SMartY builds on the **already installed IoT grid of berth spaces in the Patras MegaYacht Marina**, where SaMMY offers real-time information on available berth places and weather conditions

SMartY aims to enhance the existing IoT platform with the **smart energy/water metering/control** solution and **Edge Data Analytics** module of SparkWorks;

Proposal Stage: The idea (2)

State of the art technology in an Operational Environment

Why?

- Existing solutions **low capabilities** in terms of **automation/ integration/contactless process completion** (boosting SaMMY's innovation)
- Many customers want to acquire these capabilities **without having to replace the existing pillars** (New, 'Smart' pillars is an expensive solution (avg. cost € 3K/pillar))
- Provide a solution for the same result with a **lower cost** (opportunity to be tested it in a real environment)

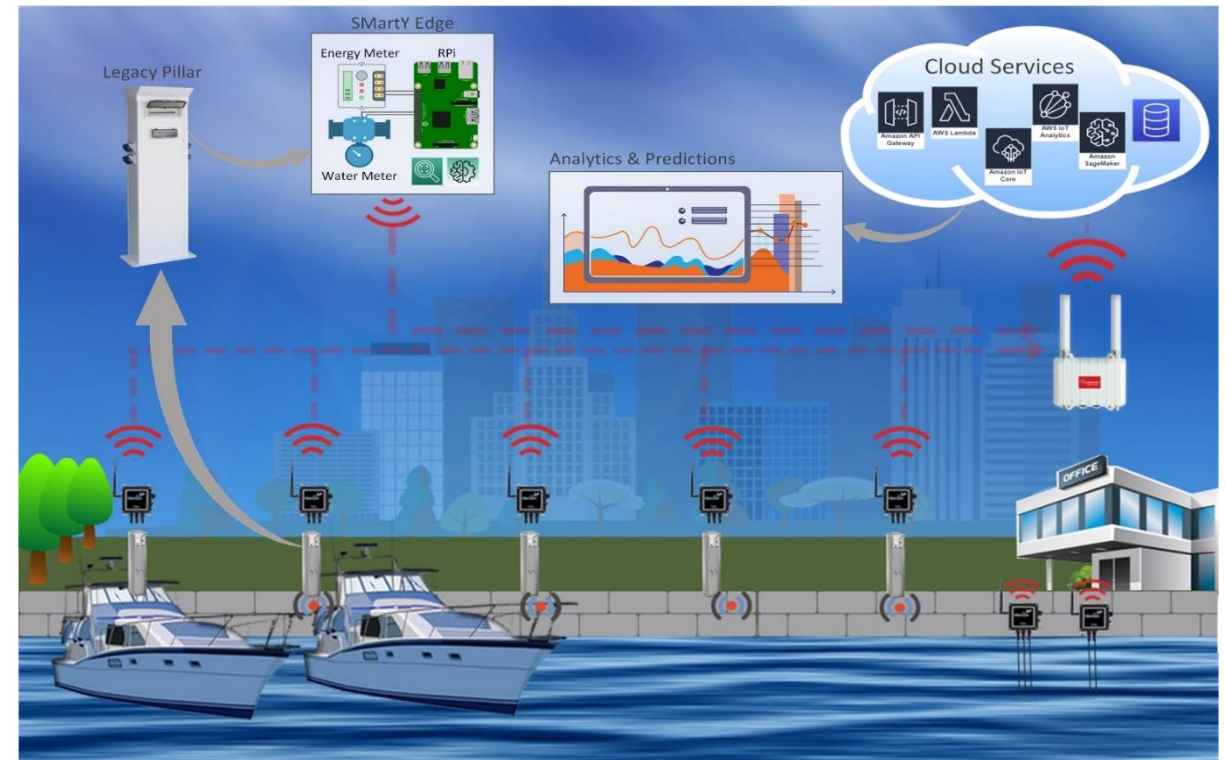
How?

- **Adaptive and customisable IoT devices** to transform conventional pillars into 'Smart' economically.
- **Utilising Sparkworks platform's Innovative Edge Computing Capabilities** to add Intelligence and new features to SaMMY
- **Full integration and field-testing in a real operating environment** (Patras MegaYacht Marina)

Proposal Stage: Excellence

Key Factor: Focus on Applicable Innovation

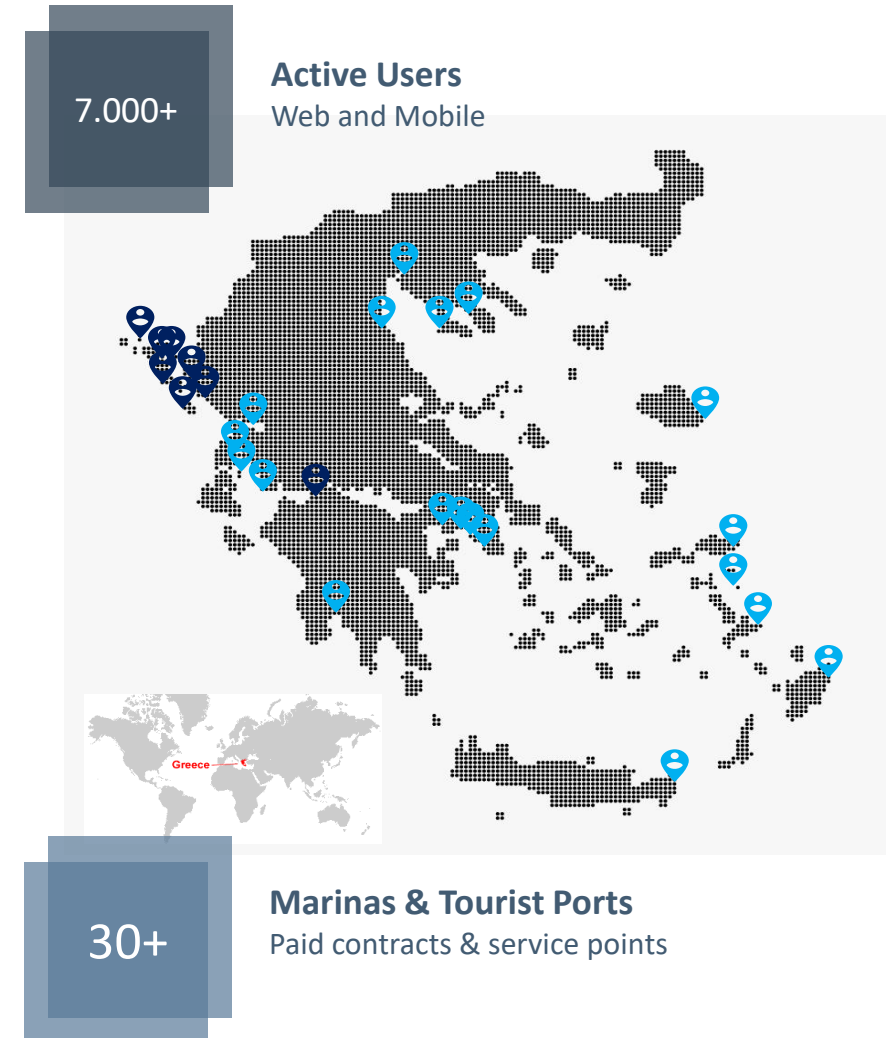
- ➔ **Wireless integration** of smart metering devices with SparkWorks Edge nodes minimizing the **alterations to existing installations**
- ➔ **Optimum bandwidth utilization**; data are stored locally and pushed to the cloud
- ➔ **Data Processing at the Edge Nodes** generating analytics close to the data source
- ➔ **Tolerance in backbone's failures**, the system remains operational regardless of the presence of internet connectivity.



Proposal Stage: Impact

Key Factor: Market Orientation and Real Value for both Partners

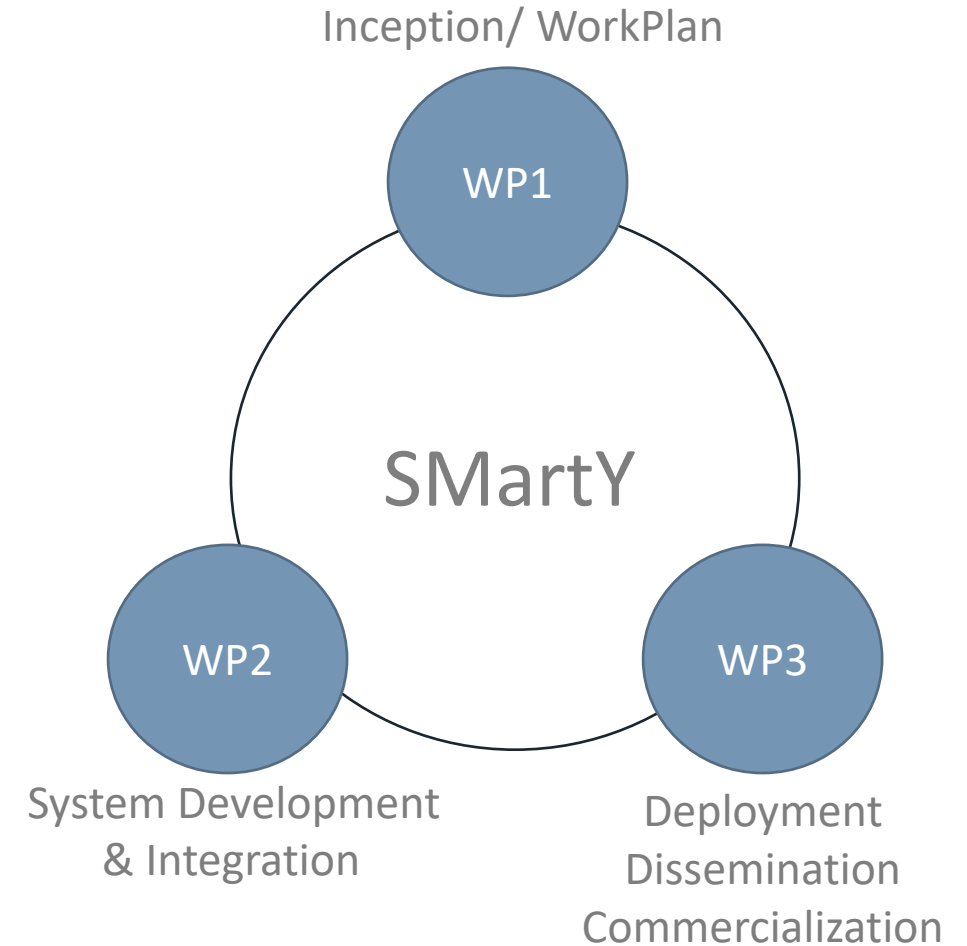
- ➔ **Concrete Market orientation** with specific action plan for commercialisation
- ➔ **Measurable benefit for both partners** ensuring a fair IP agreement and meaningful financial margins
- ➔ **Complete competition analysis** to highlight the competitive advantages of the idea
- ➔ **Focus on commercialisation** including early adopters' identification
- ➔ **Client base utilisation for on-the-job feedback**



Proposal Stage: Implementation

Key Factor: Specific and Practical Plan Minimizing Unnecessary Overhead

- ➔ **Plan** that can be **easily followed during the project timeframe**
- ➔ **Concrete** actions for each work package
- ➔ **Minimum number of work packages** proportionate to the scale of the project
- ➔ **Fair distribution of work across work packages**
- ➔ Deliverables linked with **Tasks, Objectives & Impacts**
 - ➔ Distributed across the project timeline



Takeaways

Idea: Identify a Real Market Need and Think Ahead (create value)

Excellence: Focus on Deployable Innovation

Impact: Find a well defined Addressable Market willing to invest in Innovation, Value for the involved partners

Implementation: Avoid creating unnecessary overhead, Focus on meaningful Results



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