

# 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**

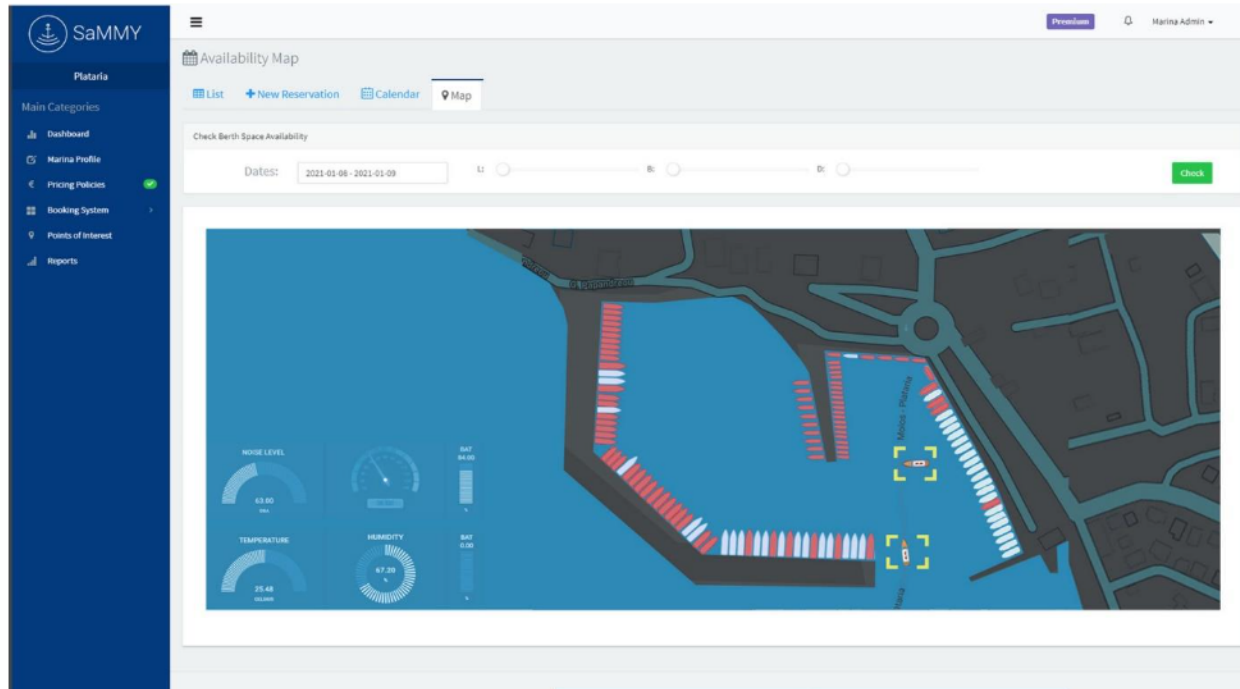
- SaMMy: An existing commercial product
- Sparkworks IoT Platform
- SMartY: The Idea
- Proposal Stage: Excellence
- Proposal Stage: Impact
- Proposal Stage: The workplan
- Takeaways



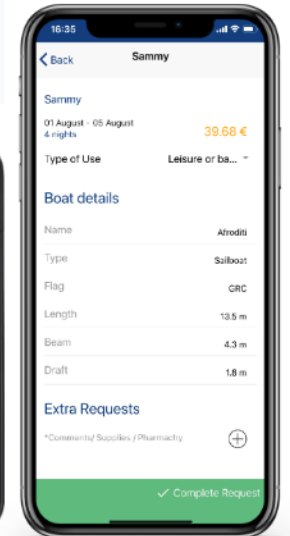
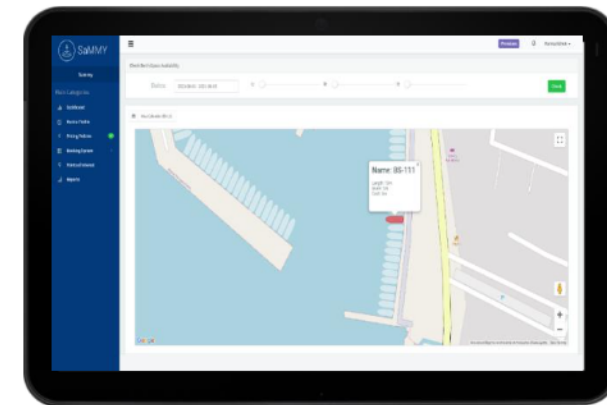
## **Orestis Akrivopoulos, CEO**

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

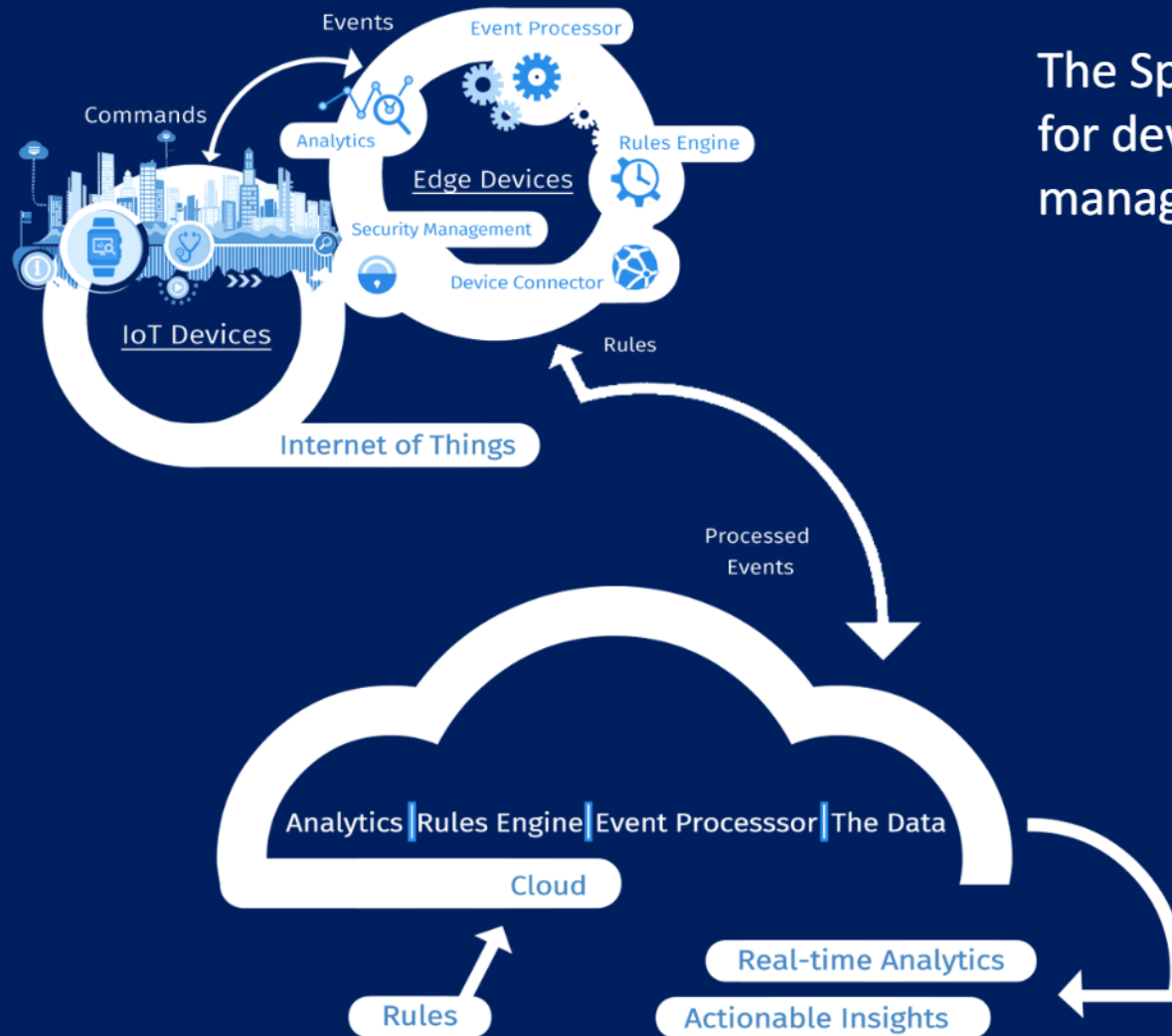
# SaMMY: An existing commercial product



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

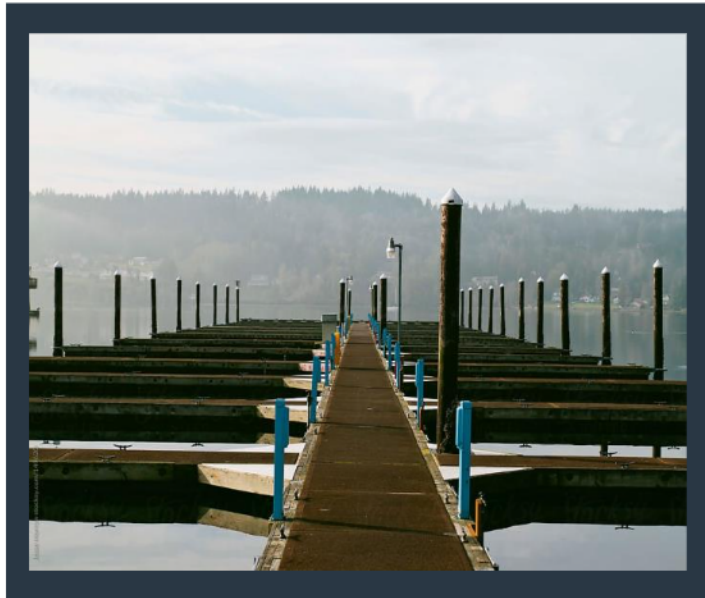
Combine Edge & Cloud

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)

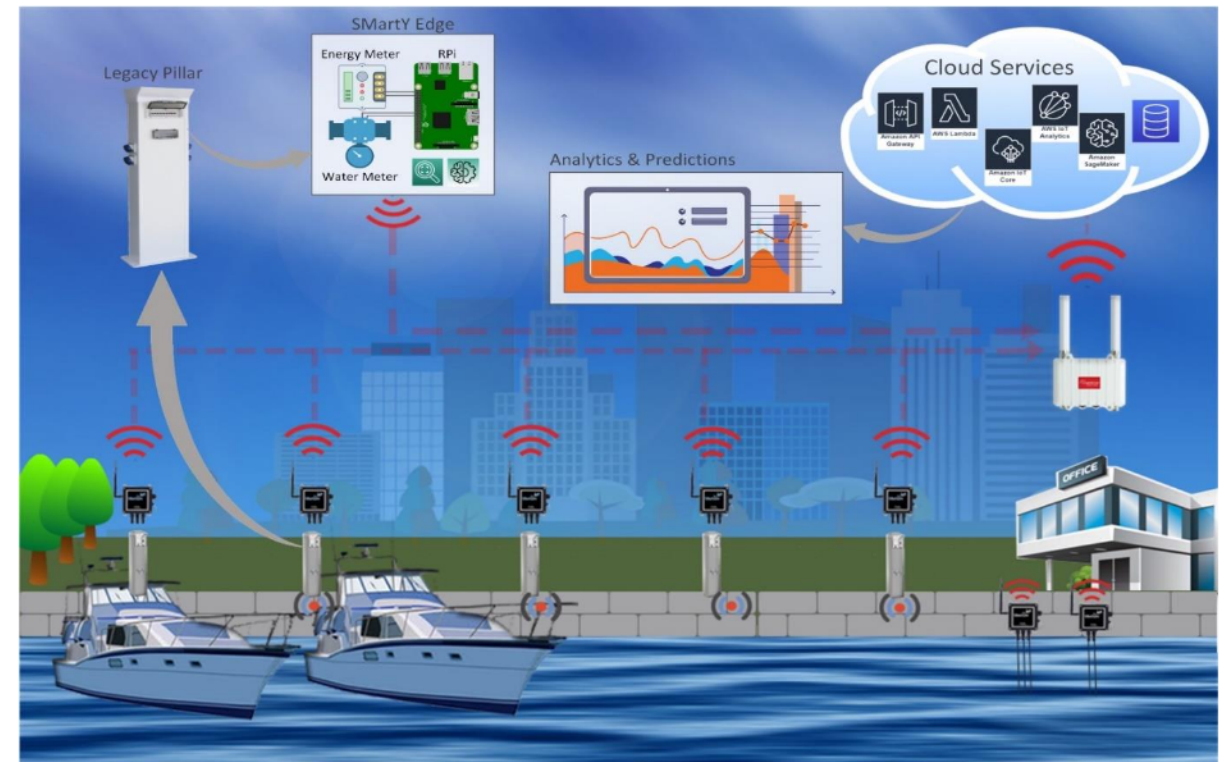
### How?

- **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

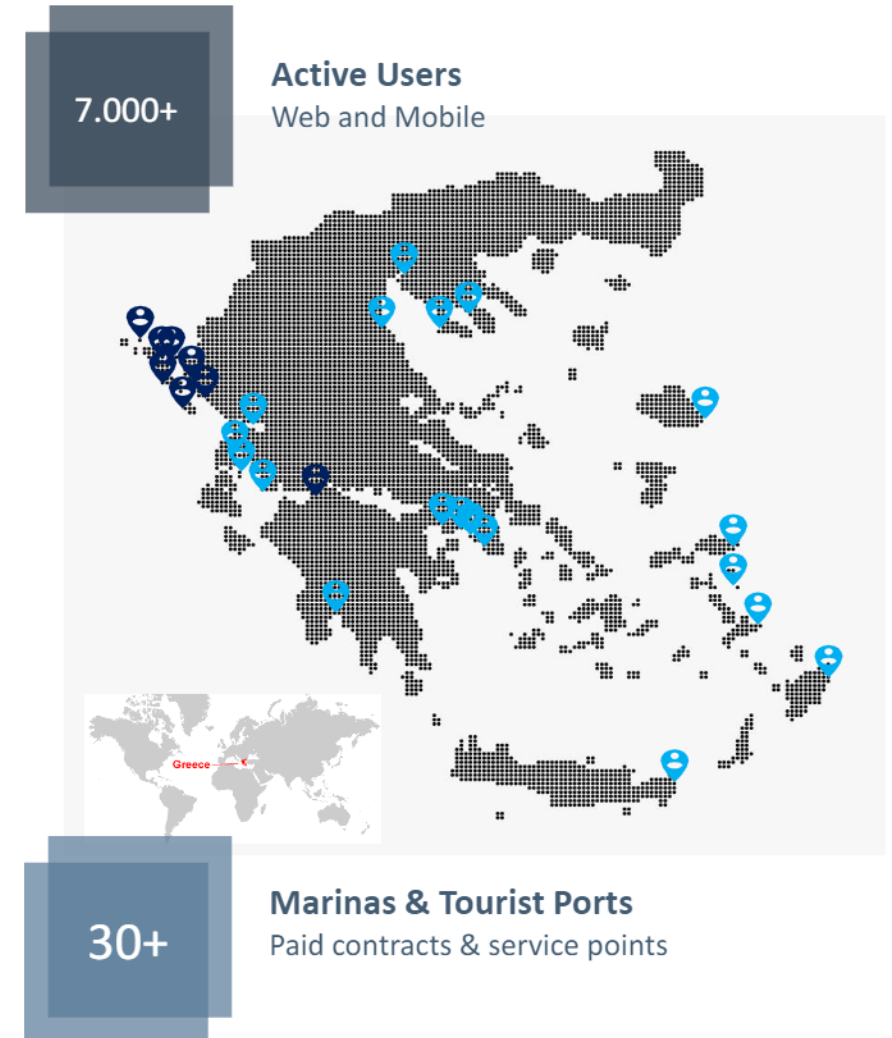
- ➔ **Wireless integration** of smart metering devices with SparkWorks Edge nodes minimizing the **alterations to existing installations**
- ➔ **Optimum bandwidth utilization**; data are stored locally and pushed to the cloud
- ➔ **Data Processing at the Edge Nodes** generating analytics close to the 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**

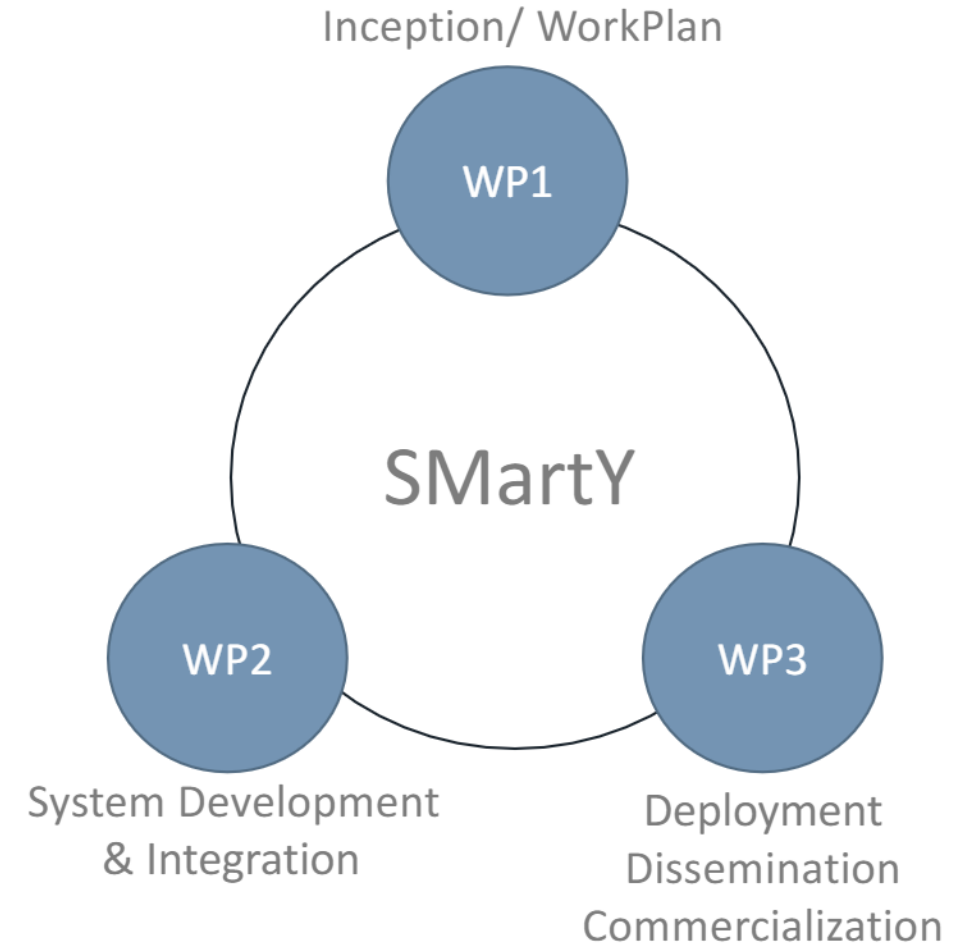




# Proposal Stage: Implementation

## 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



Contact  
us

spark works

SaMMY



+302616002222

info@sammyacht.com

[www.sammyacht.com](http://www.sammyacht.com)

