

FUTURE 4.0



FUTURE 4.0 Final Public Event
GoToWebinar - December 17, 2020



Local Pilot Action Region of Western Greece



Anna-Maria KORFIATI

Outline

- ▶ FUTURE 4.0 Platform
- ▶ An Overview Local Pilot Actions
- ▶ Informative Seminar
- ▶ Awareness Seminar
- ▶ Acquisition Training
- ▶ Transformation Training
- ▶ Feedback
- ▶ Best Practices

FUTURE 4.0 Platform



Main Specifications

Web-based Platform

one-stop point hosting different kinds of teaching material

facilitate the engagement to Teaching Factory applications

incorporate dissemination features and support the dissemination activities

Basic Functionality

provide mechanism to integrate different learning objects, teaching modules, videos, presentations, documents, etc.

each teaching provider able to include his/her specific training/teaching material to the platform.

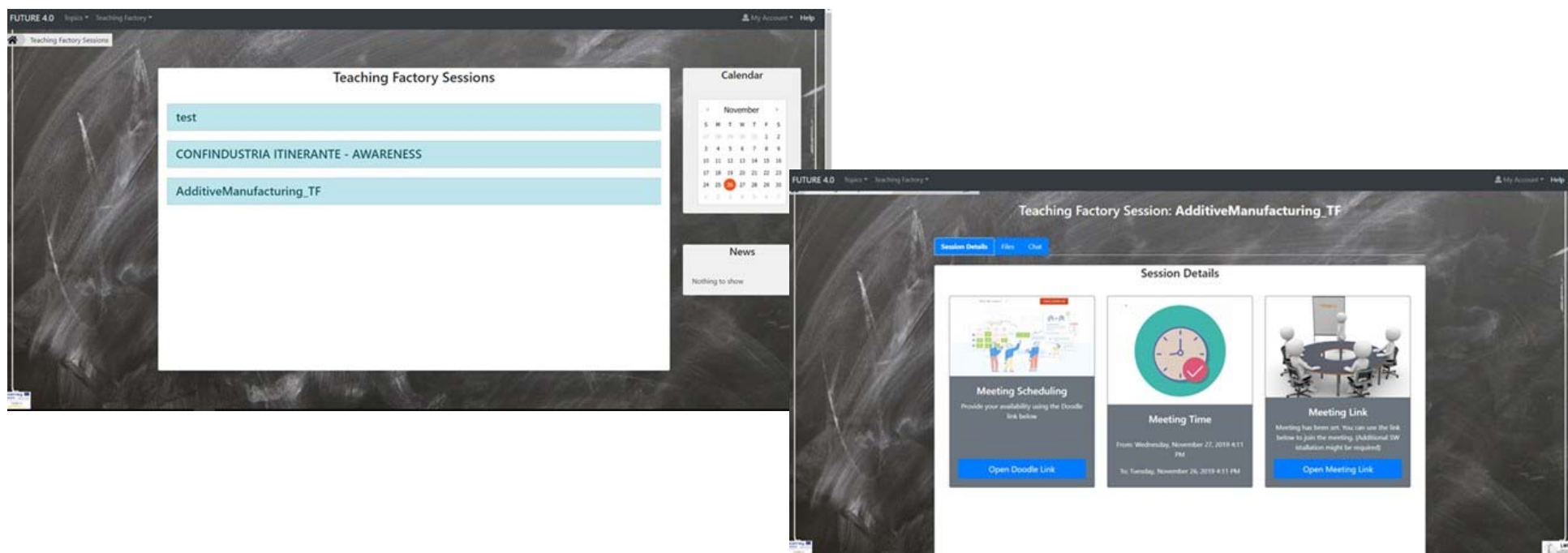
users/trainees will be able to use the available material

FUTURE 4.0 Platform





FUTURE 4.0 Platform



Teaching Factory Sessions

- test
- CONFINDUSTRIA ITINERANTE - AWARENESS
- AdditiveManufacturing_TF

Calendar

November

1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

News

Nothing to show

Teaching Factory Session: AdditiveManufacturing_TF

Session Details

Meeting Scheduling
Provide your availability using the Doodle link below
[Open Doodle Link](#)

Meeting Time
From: Wednesday, November 27, 2019 4:11 PM
To: Tuesday, November 26, 2019 4:11 PM

Meeting Link
Meeting has been set. You can use the link below to join the meeting. (Additional SW installation might be required)
[Open Meeting Link](#)

An Overview Local Pilot Actions

Information Seminar

- 2-hours physical
- Participants: Public administration, Universities/research, Training institutions, Companies
- Aim to disseminate possibility of intervention with technologies for knowledge transfer and training

Awareness Seminar

- 8-hour online awareness seminar
- Title «Basic Knowledge of the Key Enabling Technologies and Innovation in the Blue Economy»

Acquisition

- 16-hour training
- Companies
- Aim of deepening and developing deeper knowledge in 1 or more Key Enabling Technologies

Transformation

- 32-hour training
- Aim of the customization and implementation of 1 or more selected KETs within companies on order to be able to reach product and process innovation
- Special focus on Cyber Security training and Cloud technology



PRIORITY AXIS 1: INNOVATIVE AND SMART REGION



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Informative Seminar

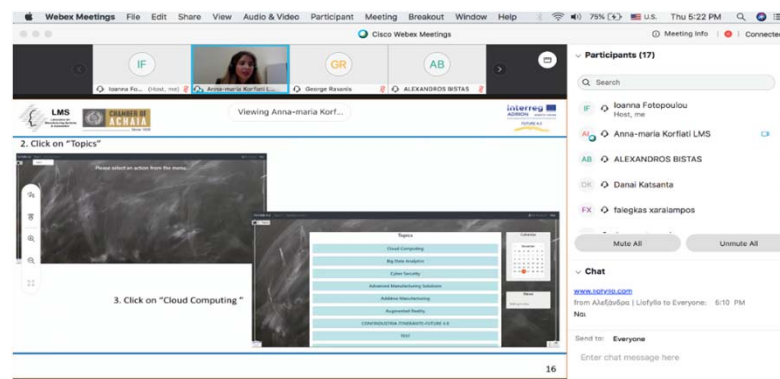


- ❖ LMS in cooperation with CoA planned a Seminar “Actions for Blue Growth in the Region of Western Greece” in the framework of 6th PATRAS IQ-Patras Innovation Quest
- ❖ Date: 14 April 2019
- ❖ Duration: 2 hours
- ❖ Participants:
 - ✓ Public administration,
 - ✓ universities/research,
 - ✓ training institutions and companies
- ❖ Main aim : fasten the Research and Innovation results for the development of a sustainable blue economy in the Region of Western Greece
- ❖ Focus on: collaboration between Public administration, universities/research, training institutions and companies to disseminate the possibility of intervention with innovative technologies for knowledge transfer and training



AWARENESS Seminar:Details

- ❖ Coordinators: LMS, CoA and subcontractor
- ❖ Online tool: Webex
- ❖ Duration: 16 hours
- ❖ Participating companies: 14 companies working in the nautical sector and the blue economy
- ❖ Total Participants: 28 individuals
- ❖ Aim: clarify and throw light to the new needs that arise with the 4th Industrial Revolution. Working patterns change, mobility issues arise, technology is more present than ever and the distances practically disappear



Awareness Online Seminar:Agenda



30/09/2020

17:00	Καλωσόρισμα - Έναρξη 1 ^{ης} ημέρας του Σεμιναρίου
17:15	Παρουσίαση του FUTURE 4.0 Προγράμματος, τα οφέλη και οι στόχοι του - Κ. Κωσταντίνος Γιωτόπουλος
18:00	Νέες Επαναστατικές Τεχνολογίες στον Ναυτιλιακό τομέα - Mike Κωνσταντινίδης, Co-Founder & CEO της METIS Cyberspace Technology SA
18:45	Διάλειμμα
19:05	Ψηφιακός μετασχηματισμός και αυτοματοποίηση στην μετά-Covid εποχή - Comidor
19:50	Νέες Τεχνολογίες και Διαχείριση Ανθρωπίνων Πόρων - Κ. Βαλεντίνα Κόρδη
20:40	Παρεμβάσεις - Συζήτηση με το κοινό
21:00	Κλείσιμο

01/10/2020

17:00	Έναρξη 2ης ημέρας Σεμιναρίου
17:05	Παρουσίαση του Μοντέλου Έξυπνης Εκμάθησης και Πλατφόρμας FUTURE 4.0_ LMS
17:40	Η πρόκληση επαναπροσδιορισμού του εργασιακού προφίλ στο πλαίσιο της 4ης Βιομηχανικής Επανάστασης - Δανάη Μπεζαντάκου, Navigator Shipping Consultants
18:15	Αξιολόγηση των τεχνολογιών της 4 ^{ης} Βιομηχανικής επανάστασης από τις επιχειρήσεις _Card Game Analysis_ Polling_ LMS
19:00	Διάλειμμα
19:20	Καλές πρακτικές καινοτομίας και γαλάζιας ανάπτυξης - Κ. Σταματία Γιασιράνη Bluegrowth
20:20	Παρεμβάσεις - Συζήτηση με το κοινό
20:40	Αξιολόγηση του online Σεμιναρίου_CoA
21:00	Κλείσιμο

ACQUISITION:Details

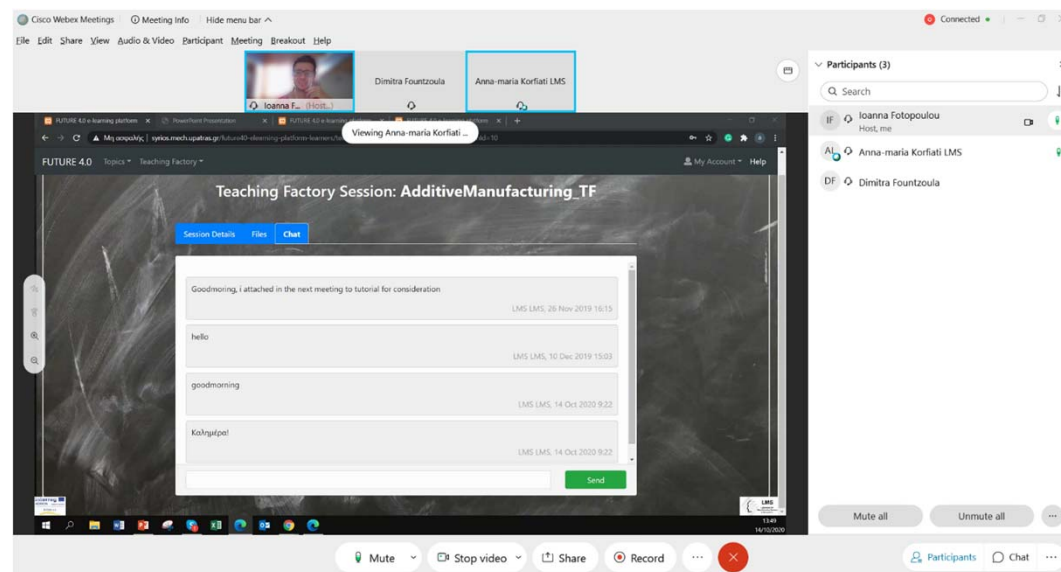
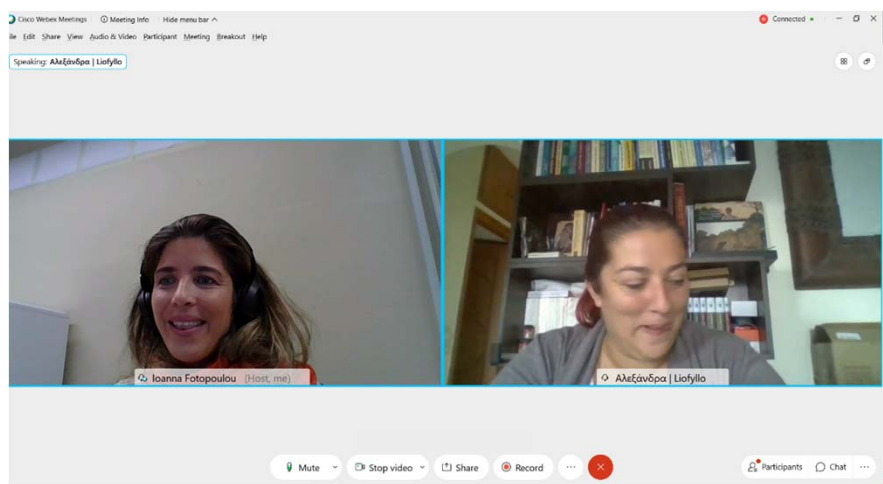


- ❖ The focus of the training in the acquisition phase circled around 3 main pillar:
 - ✓ the GDPR in correlation with Cyber Security
 - ✓ The e-Learning capacities; FUTURE 4.0 platform and its utility
 - ✓ Cloud automations
- ❖ 5 companies that participated
 - ❖ Sammy Yacht : E learning and Cloud Automation trainings
 - ❖ Liofyllo: E-learning and the GDPR and Cyber Security seminars
 - ❖ Aqua Terra: E-learning seminar
 - ❖ NIREAS Boats company: the GDPR and Cyber Security seminar
- ❖ Date: between 10 and 25 of October 2020.
- ❖ Duration: 16 hours

ACQUISITION: Methodologies Applied

❖ TOPIC “E learning”:

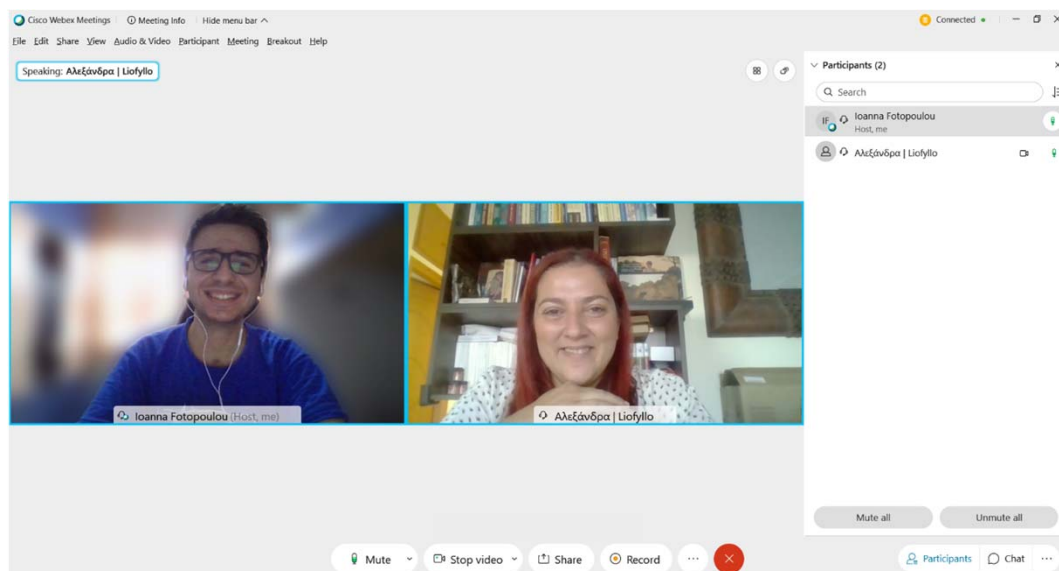
- focused on showcasing the platform FUTURE 4.0, that was created for the needs of the program
- a hands on approach



ACQUISITION: Methodologies Applied

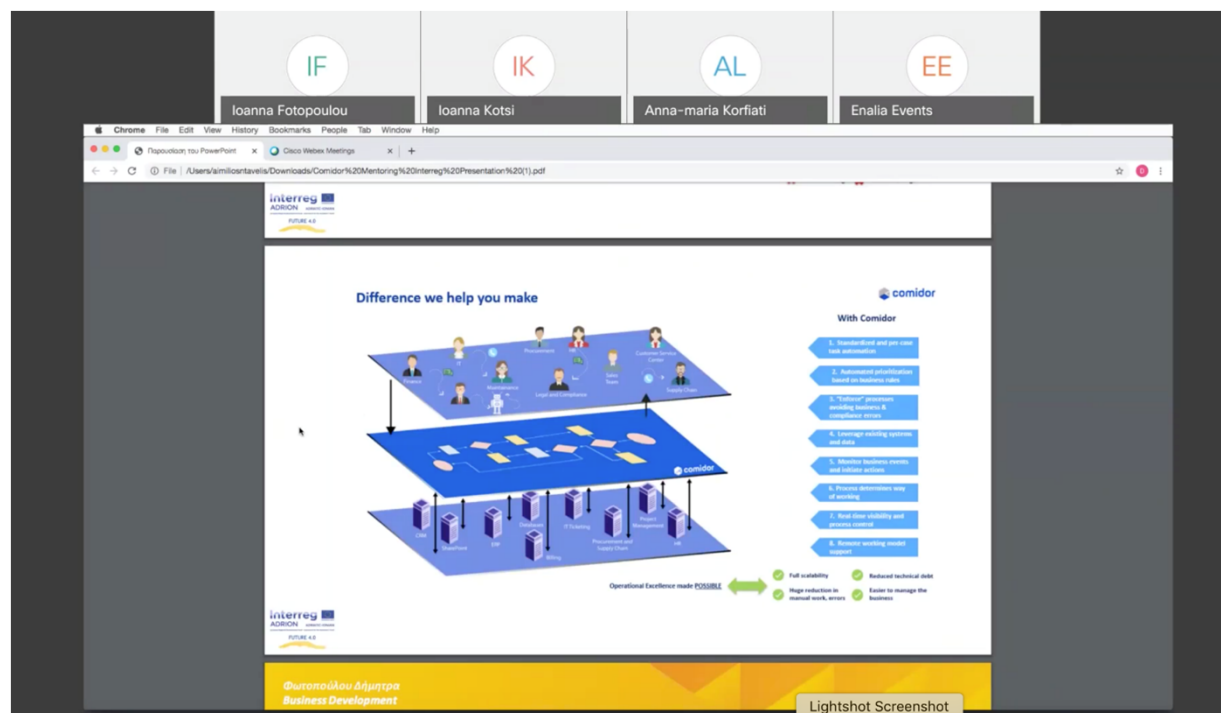


- ❖ TOPIC “GDPR & Cyber Security ”:
 - “funnel system” was followed
 - Introduced all the aspects regarding the GDPR in Greece; Cyber Security and the global threats
 - Provided examples and explained how GDPR and Cyber Security issues affect company



ACQUISITION: Methodologies Applied

- ❖ TOPIC “Cloud Automation”:
 - Case Study approach
 - Found and analyzed specific case studies close to the companies’ needs



Lightshot Screenshot


 Laboratory for
 Manufacturing Systems
 & Automation


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ACQUISITION: Aim and Results

Understand the power of the new technologies in the nautical sector

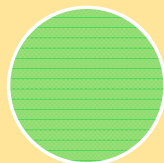
Learn about advantages of using technologies in their daily operations

Learn how utilize and using these technologies to optimize procedures and take the first step towards scaling their businesses

RESULTS



learn more about the new technologies and understand in depth the possibilities that these technologies bring



see how they can adopt such technologies and software through the case studies



explore the first tools in order to optimize their internal procedures and also minimize the daily effort with automation



Transformation:Details

❖ The focus of the trainings was built around 5 main pillars :

- ✓ Cyber Security
- ✓ Cloud automations and Cloud Software
- ✓ Big Data & Analytics
- ✓ FUTURE 4.0 Platform user experience
- ✓ Digital Tools for online Scalable Sales

❖ Date: between 25/10-4/11

❖ Duration: 32 hours

❖ 5 companies that participated

- ❖ Sammy Yacht : Big Data & Analytics, Cyber Security seminars
- ❖ Achaia Marine :the E-learning enhanced seminar
- ❖ Liofyllo: E-learning and the GDPR and Cyber Security seminars, Cloud Automation Software Enhanced seminar
- ❖ Aqua Terra: Cloud Automation Software Enhanced , Big Data & Analytics and the E-learning enhanced seminar
- ❖ Karel Boats:Cloud Automation Software Enhanced, Digital Tools for online Scalable Sales seminar
- ❖ NIREAS Boats company: Cloud Automation Software Enhanced seminar,Digital Tools for online Scalable Sales seminar
- ❖ EY Sailing: Big Data & Analytics, e-Learning enhanced seminar
- ❖ FEAC Engineering Company :E-learning enhanced seminar
- ❖ 2 freelancers :E-learning enhanced seminar

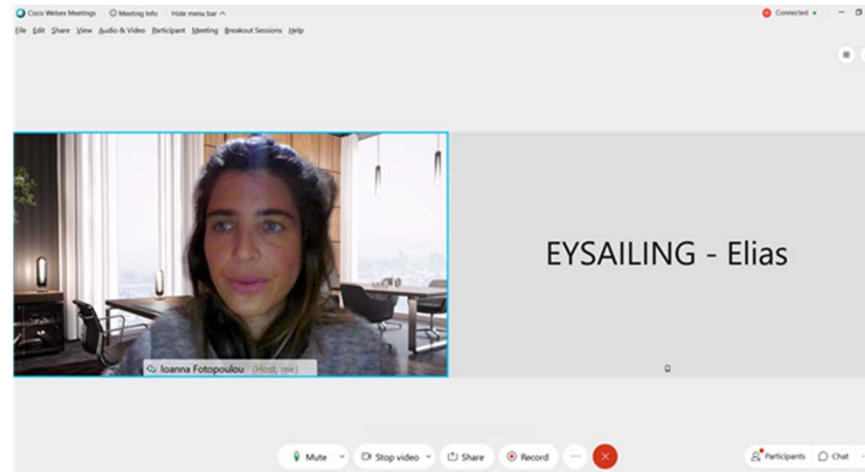
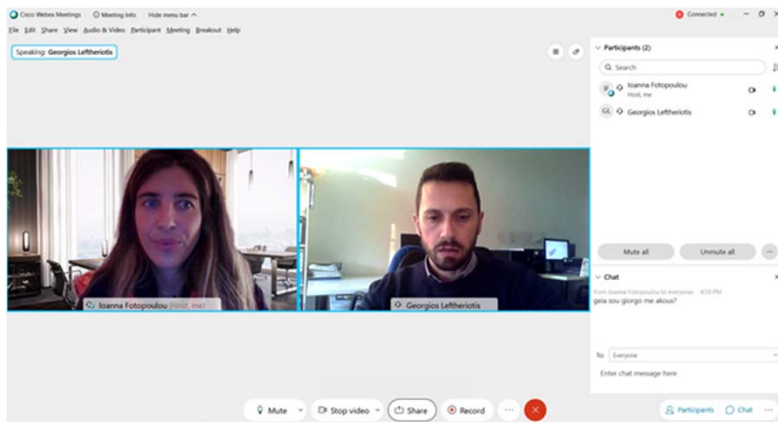




TRANSFORMATION: Methodologies Applied

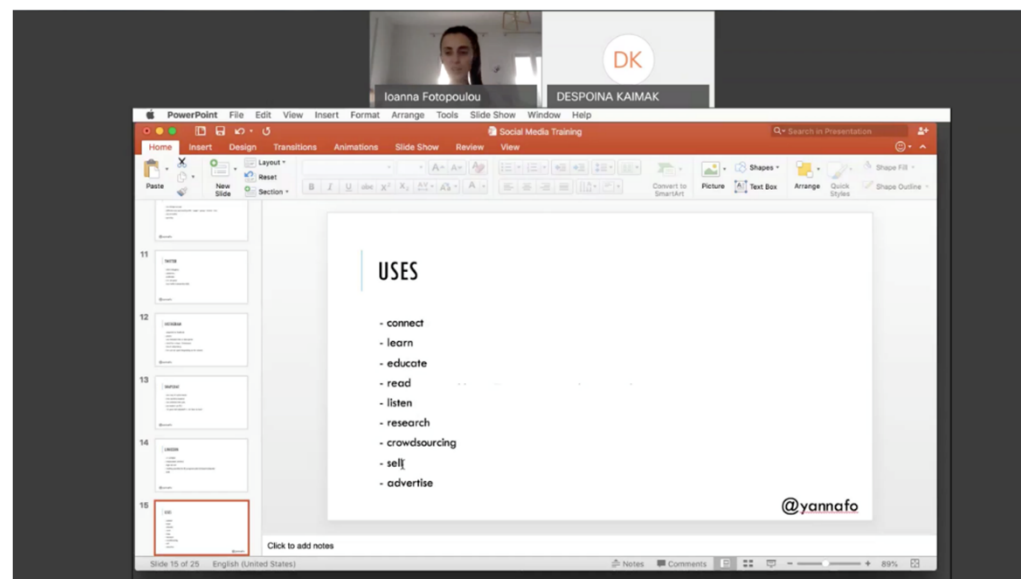
❖ TOPIC “E learning Enhanced”:

- ✓ Provide a deeper overview of how the platform works, what the User Interface looks like and how they can utilize such a platform internally
- ✓ The go through technique



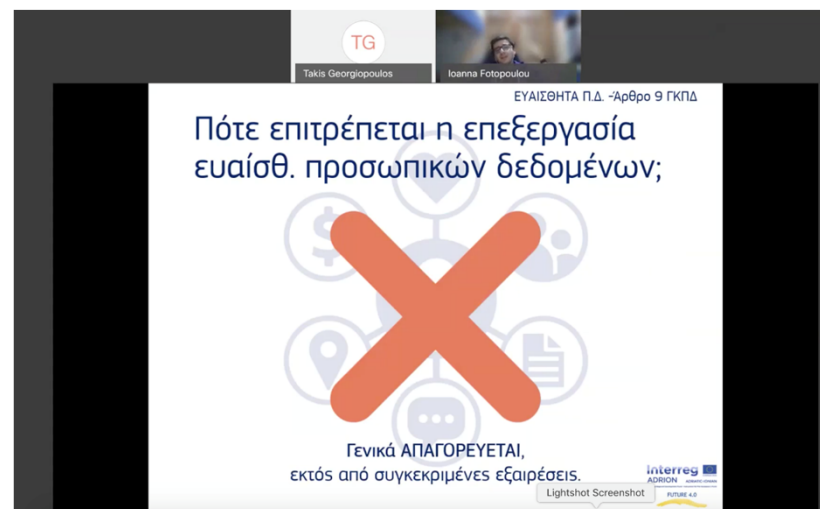
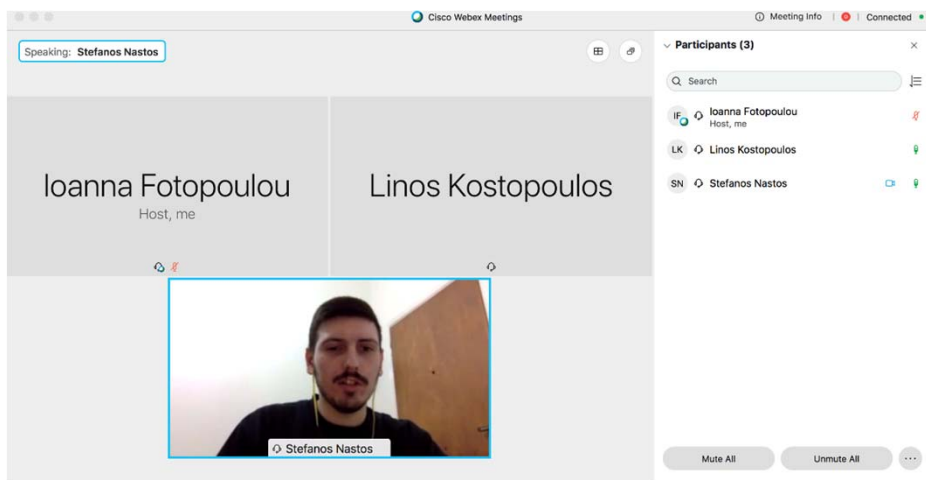
TRANSFORMATION: Methodologies Applied

- ❖ TOPIC “Digital Tools for online Scalable Sales”:
 - ✓ Evaluate the readiness of company to scale sales, explored the potential markets and observed thresholds and size of these markets
 - ✓ Evaluate bidding advertising strategy
 - ✓ Learned how to use the “carrot” paradigm
 - ✓ The inbound sales technique



TRANSFORMATION: Methodologies Applied

- ❖ TOPIC “Cyber Security”:
 - ❖ Introduced more details, explaining potential threat, way to prevent threat, what to do after an attack goes through
 - ❖ Companies had a “map” of how to react in each stage concerning Cyber Security in businesses
 - ❖ The details oriented approach

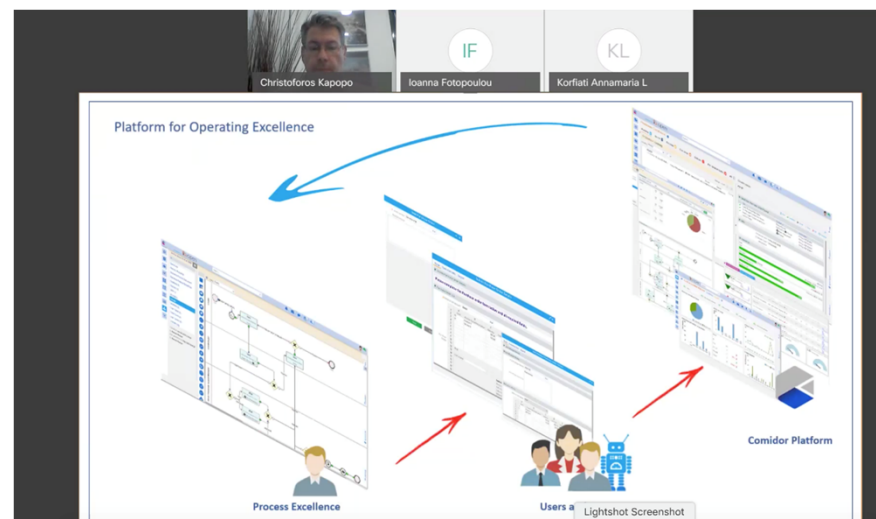
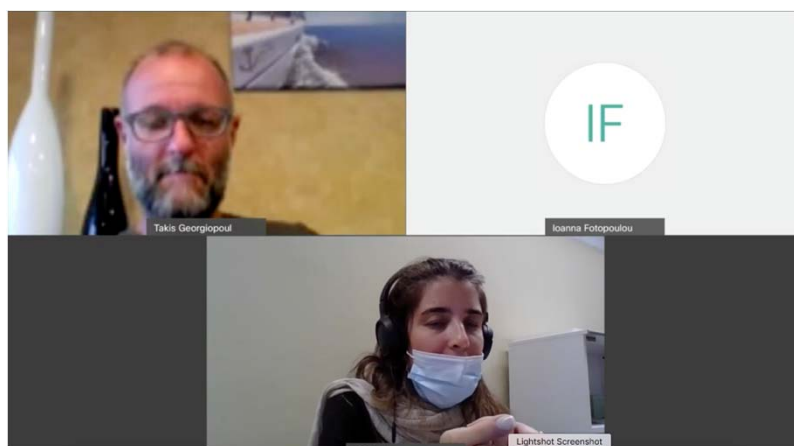


TRANSFORMATION: Methodologies Applied



❖ TOPIC “Cloud Automations Software Enhanced”:

- Webinar created basis on which the companies build upon previous knowledge
- The companies deepened their knowledge on cloud and automation uses
- Searching places in daily operations to insert cloud automations to enhance productivity and minimize time
- The build on methodology

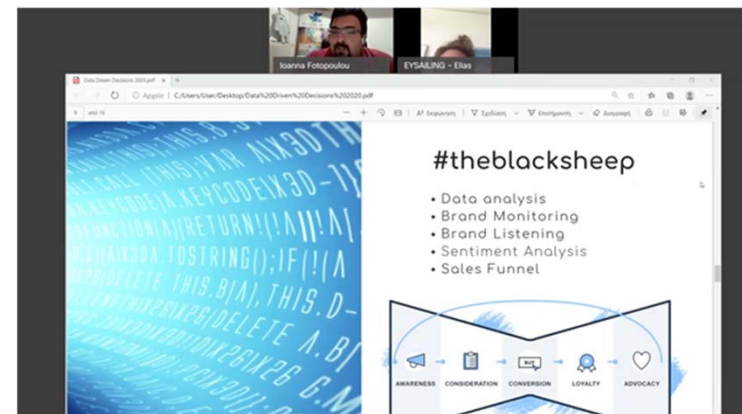
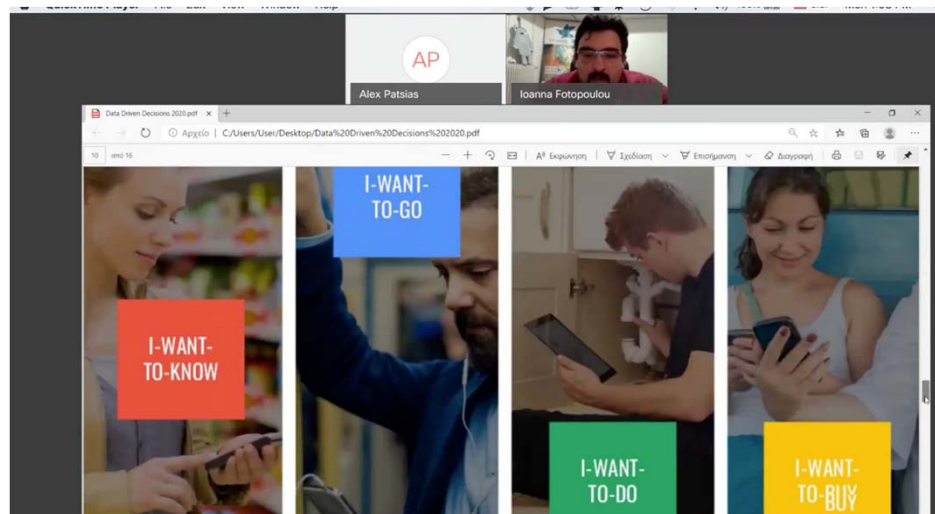




TRANSFORMATION: Methodologies Applied

❖ TOPIC “Big Data & Analytics”:

- Examples of how to use Big Data internally and externally
- Technology that supports Big Data and IoT was explained
- The case study model





TRANSFORMATION: Aim and Results

Get in knowledge on issues that arise from new technologies

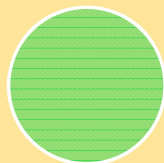
Learn procedure on how to implement new technological aspects in daily operations

Understand the next steps towards new technologies and how to incorporate them

RESULTS



deeply understand the power and the potential of these new technologies in the nautical sector



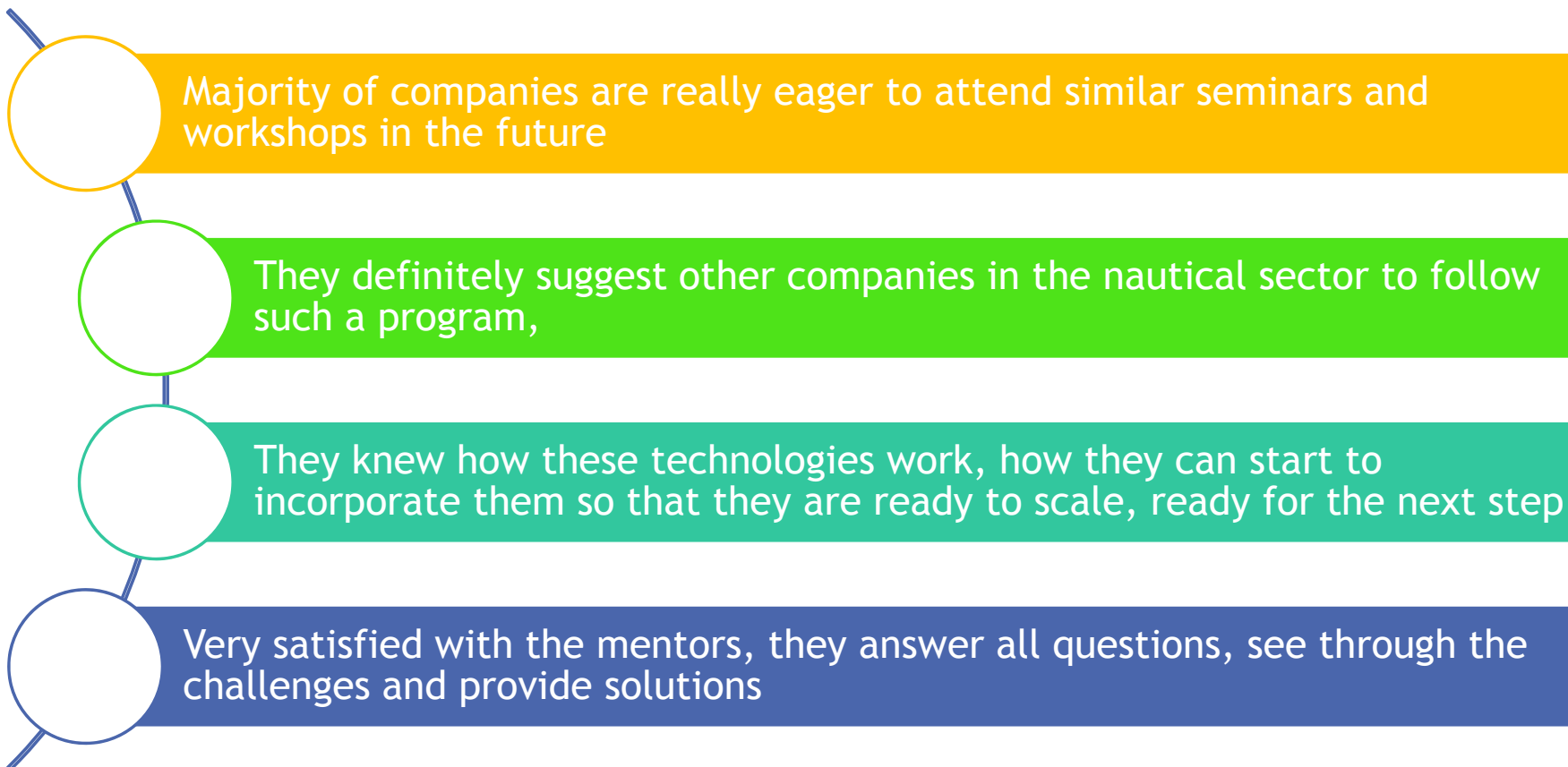
A “map” regarding Cyber Security attacks, Big Data and Analytics and Cloud Automation Software



found the specific areas they could reform and enhance; looking into the available solutions to start implementing



FEEDBACK



BEST PRACTISES

1. Awareness Level

Best Practice

Title "The challenge of reinventing the working profiles in the light of the 4th Industrial Revolution"
Thursday, October 17, Webinar by NEREIS

Experts:

The expert of this session during a CEO of NAVIGATOR SHIPPING Center in Greece, who is a Young Entrepreneur named as 40 under 40 European events with her own profile called B.

Coordinators:

Dimitris Katsoulas, from Chamber of Piraeus, Christos from Chamber Anna Maria Korfali from LMS - L. Ioanna Fotopoulou, subcontractor

Participants' companies:

14 companies attended the sea nautical sector and the blue economy. Namely, TOBEA company, Loflylo company, EY Sailing company, I. Tzolis, Alex. Stetsos & Lawlis, a shipping expert, Tzolis, Georgia, Fotopoulou and CTI institution.

Aims of the seminar:

This section of our 2-day webinars that arise with the 4th industrial revolution, technology practically disappear.

With all these changes happening really fast, the nautical sector and the blue economy also change. Hindrances on growth appear but also opportunities present themselves, ready to automate things and interconnect them even more. Thus, Mr. Dimes Bezatoulas wanted to clarify the new scene of the new era workers, point out the positives and negatives of the situation and of course provide some guidelines and solutions on what the future might hold.

What's happened in brief:

Mr. Dimes Bezatoulas prepared a meaningful presentation. She broke down the hours in 3 different pillars, the new technologies, the life long education (e-learning) and the agile working. The participants listened to her clearly, their speech was a definite best practice because it stayed till the end and the last part was given to the participants of inquiries, especially in the future of the nautical or overall, it was a very success to search more, to read more, to reach out to her again if they had any questions.

Conclusions & feedback:

The feedback was really good. The chance to speak with shipping industry and a real of interest, this is why there. We should note here that it is because the participants sit more from her.

An interesting feedback was Bezatoulas spoke more and more.



Companies:

We had 3 companies participating in this webinar. Namely we had:

- Lioflylo Company
- More Yachting Company
- Sammy Yacht Company

Lioflylo company is a leading company for providing with an eco friendly material in the creation of the internal of high end boats and ships. Also the material to put on the floor or the deck.

More Yachting is among the biggest based in Patra.

Sammy Yacht is a company that is port for their boats and yachts in the sea.

Companies' resources involved:

On behalf of Lioflylo, the Owner Makrigiorgos joined the webinar.

On behalf of More Yachting, the C. Georgiopoulos joined the webinar.

On Behalf of Sammy Yacht, Mr. F. Manager joined the webinar.

Experts' profile:

Our expert for the Cyber Security Derwentis. He is an expert on GDPR despite the young of his age and studies and work experience on it. He had participated in many issues. He had participated in many GDPR consultant and mentor while as well.

Focus of the in-company experiential intervention:

The Cyber Security and GDPR webinar was a real challenge for the companies that participated. Not only because it was a 4-hour long webinar but also because it showed the extent that GDPR and cyber security threats are present whenever a company connects to the internet and stores there their customers' data.

During the webinar, our expert urged the companies to find the places that might be vulnerable in the strengthen them and also in the crazy rhythm of growth.

Methodologies:

For the Cyber Security and system' approach.

We chose this approach, because the threats they're in the Greek companies of the companies in general actual. Thus, in the first hour of it, regarding the GDPR and the perspective and the impact, online or is dealing with customer.

We then interconnected it with GDPR. It is very important complications and sometimes them from happening.

Lastly we showcased examples. Security issues might affect actions can be taken in order.

Main results & evidences:



Companies:

6 companies participated in this level's best practice webinar.

Namely:

- More Yachting one of the biggest companies for Yacht renting in Greece, based in Patra.
- Aqua Terra, the leading Greek company for coastal infrastructure and erosion prevention of ports.
- Karel Boats, a company
- NIREAS boats company
- Lioflylo company, a leading material in the creation of the material to put on the floor or the deck.
- Sammy Yacht, a company best port for their boats.

Companies' resources involved:

More Yachting was represented Development Manager. Lioflylo was represented by a Director. Sammy Yacht was represented Customer Care Manager. Aqua Terra was represented Development executive. NIREAS boats was represented Kaimaka.

Experts' profile:

For the Cloud Automation Software's enhanced webinar, our expert was the team of COMODOR. Comodor is an English company with many credentials on the cloud automation sector that also has a Greek Chapter. They are experts on ERP, cloud software and automations. Their team of business development experts and engineers each company participate.

The company works and Europe:

Focus of the in-company:

During the workshop on each company's to automate their or for the companies to automated and used technologies in their.

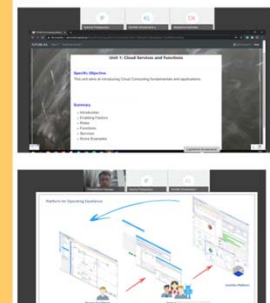
Methodologies:

For these webinars Automation Systems analyzed specific as the webinar, they participating companies had.

The case study app when it comes to re that these companies and also little expert.

Main results & evidences:

1. The companies' knowledge of the potential the nautical and start using



AWARENESS

ACQUISITION

TRANSFORMATION



BEST PRACTISES-AWARENESS

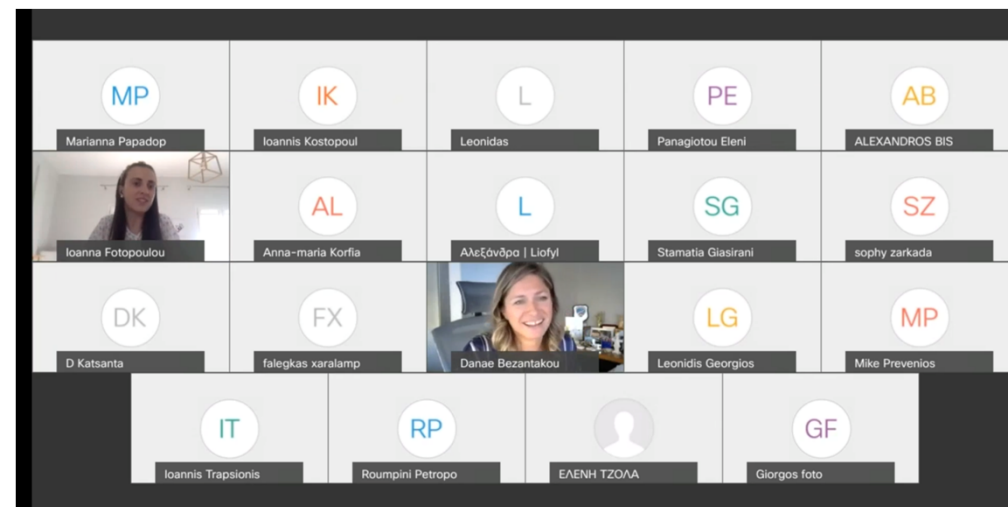
Title “The challenge of reinventing the working profiles in the light of the 4rth Industrial Revolution”

Expert: The expert of this session during our 2-days webinar was Ms. Danae Bezantakou. She is the CEO of NAVIGATOR SHIPPING CONSULTANTS.

Participating companies: 14 companies

Aim of the seminar: This section of our 2 -day webinar wanted to clarify and throw light to the new needs that arise with the 4rth Industrial Revolution

Conclusions & feedback: The feedback was really positive. The participants felt great with the fact that they got the chance to speak with Ms. Danae Bezantakou.



BEST PRACTISES-ACQUISITION

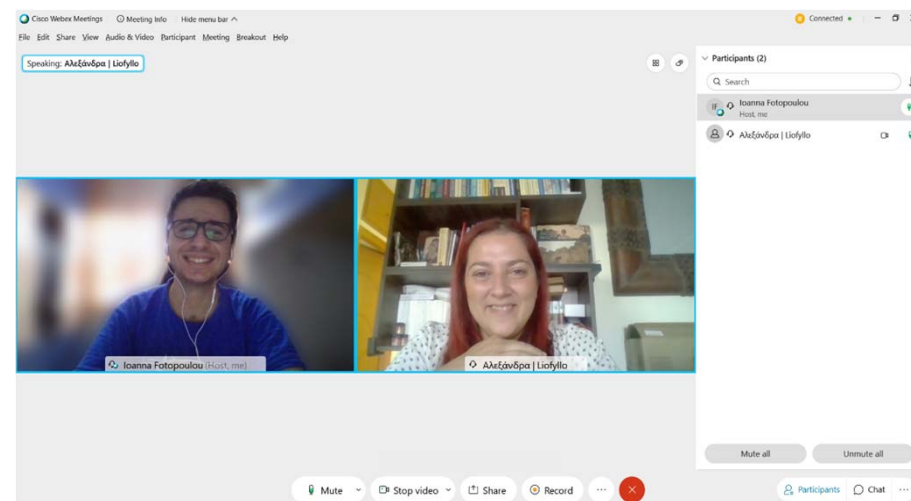
Title “Cyber Security and GDPR ”

Expert: expert for the Cyber Security and GDPR seminar was Mr. Christos Derventlis.

Participating companies: 3 companies

Aim of the training: find the places that might be vulnerable in their daily operations, think of possible ways to strengthen them and also acknowledge the fact that they need to abide with the crazy rhythm of growth due to new technologies

Conclusions & feedback: Full of information that they could not easily find in the private sector so that it can be specific and tailor made for companies in the nautical sector





BEST PRACTISES-TRANSFORMATION

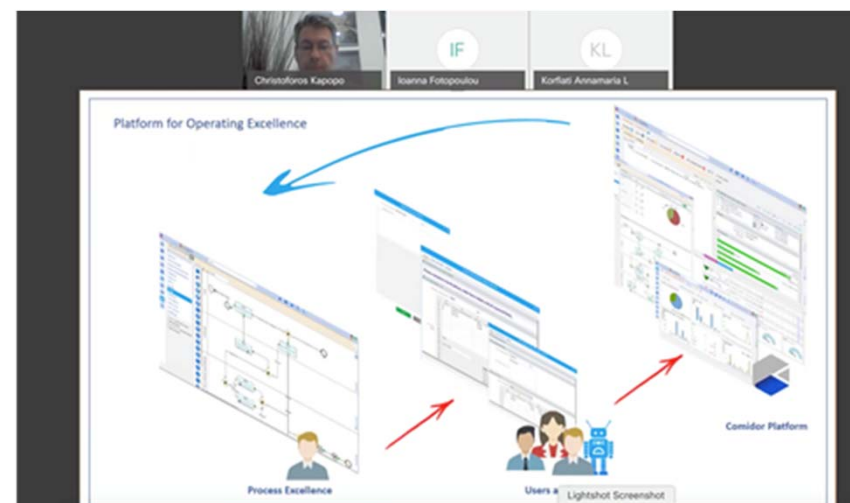
Title “Cloud Automations Software Enhanced”

Expert: For the Cloud Automation Software’s enhanced webinar, our expert was the team of COMIDOR.

Participating companies: 6 companies

Aim of the training: get in depth knowledge on the Cloud Automation

Conclusions & feedback: The feedback on behalf of the companies was overall very positive. The majority of them in the end of the webinar were requesting even more info and they were asking lots of questions, which means they showed real interest



THANK YOU!



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