Interreg ADRION ADRIATIC-IONIAN

EUROPEAN UNION

European Regional Development Fund - Instrument for Pre-Accession II Fund

FUTURE 4.0

FUTURE 4.0 Final Public Event
GoToWebinar - December 17, 2020

Local Pilot Action Region of Western Greece

Anna-Maria KORFIATI

LMS Laboratory for Manufacturing Systems & Automation

CHAMBER OF ACHAIA Since 1836

FUTURE 4.0 Final Public Event
December 17, 2020

Outline

▶ FUTURE 4.0 Platform

▶ An Overview Local Pilot Actions

▶ Informative Seminar

▶ Awareness Seminar

▶ Acquisition Training

▶ Transformation Training

▶ Feedback

▶ Best Practices

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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.
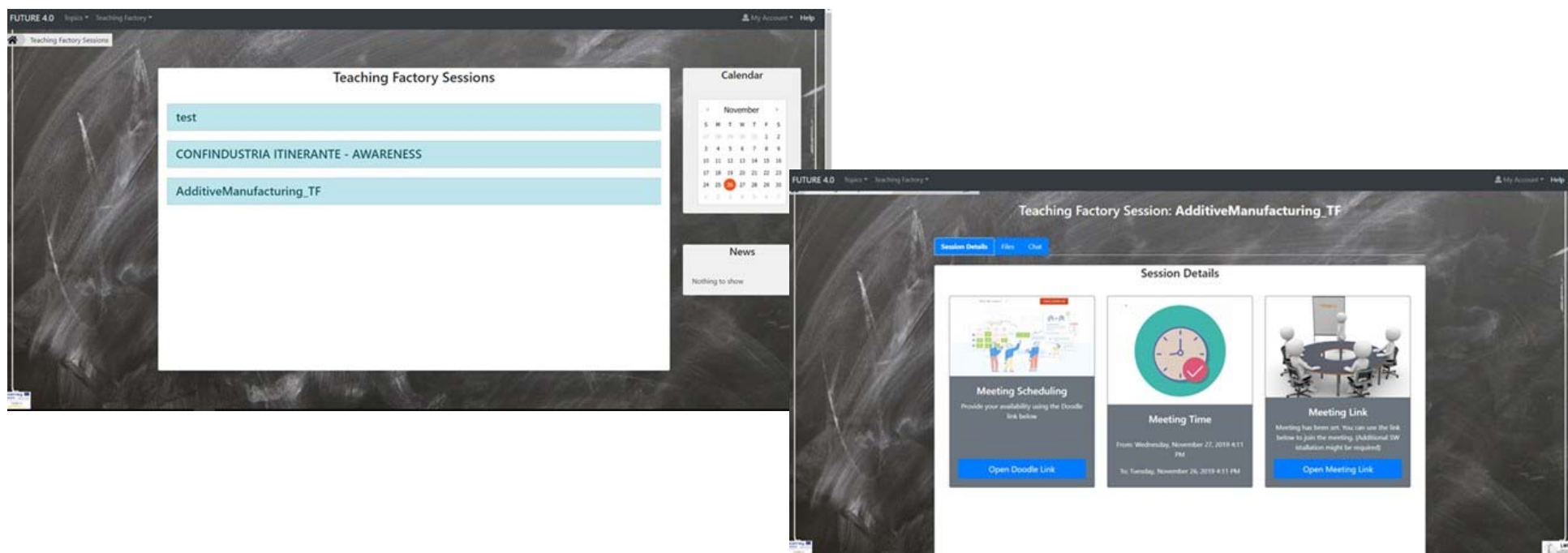
- users/trainees will be able to use the available material

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FUTURE 4.0 Platform

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

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

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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
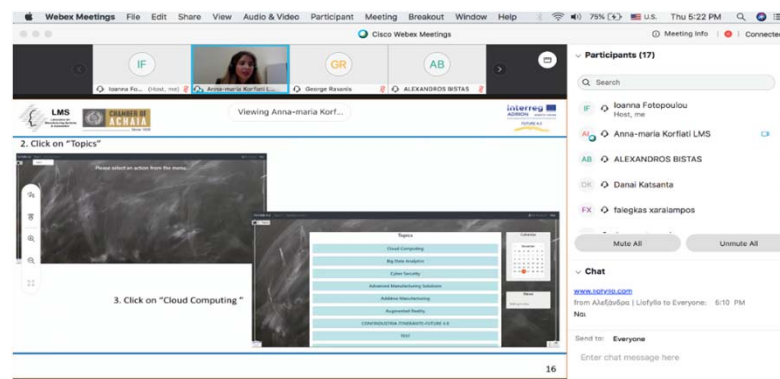
Awareness Online Seminar:Agenda

30/09/2020

17:00	Καλωσόρισμα – Έναρξη 1ης ημέρας του Σεμιναρίου
17:15	Παρουσίαση του FUTURE 4.0 Προγράμματος, τα οφέλη και οι στόχοι του - Κ. Κωνσταντίνος 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 4ης 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
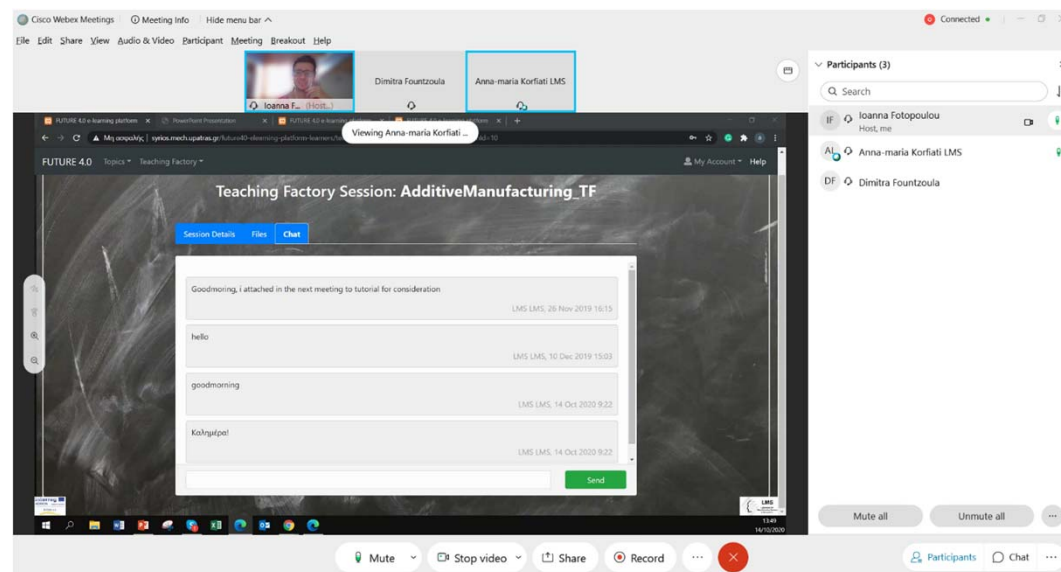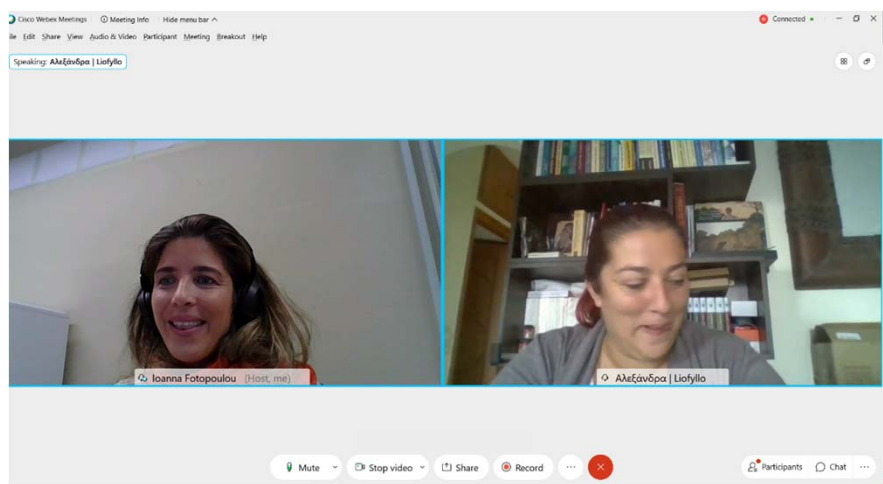
ACQUISITION:Methodologies Applied

❖ 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
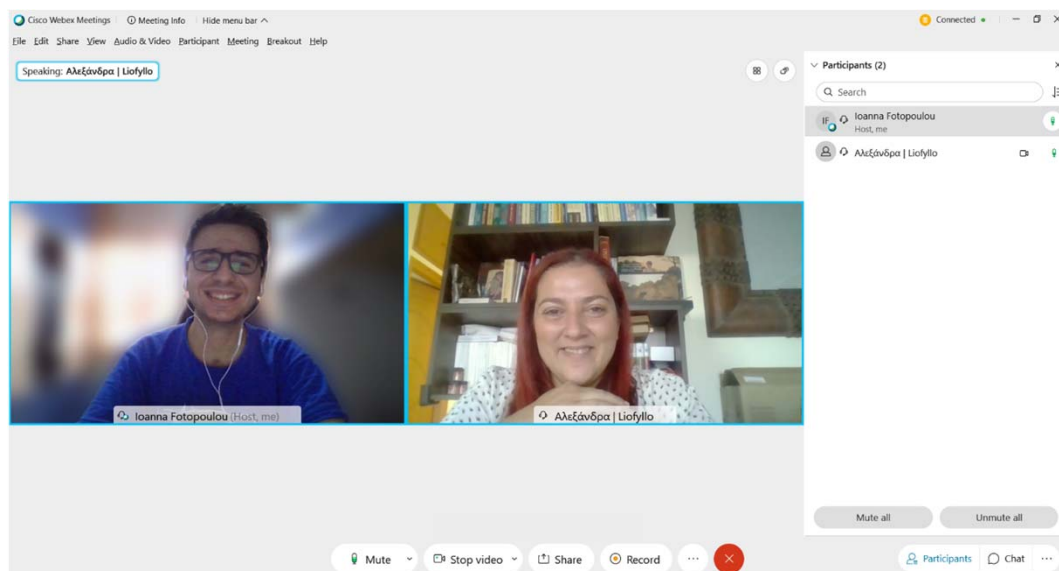
ACQUISITION:Methodologies Applied

❖ TOPIC "Cloud Automation":
  ➢ Case Study approach
  ➢ Found and analyzed specific case studies close to the companies' needs
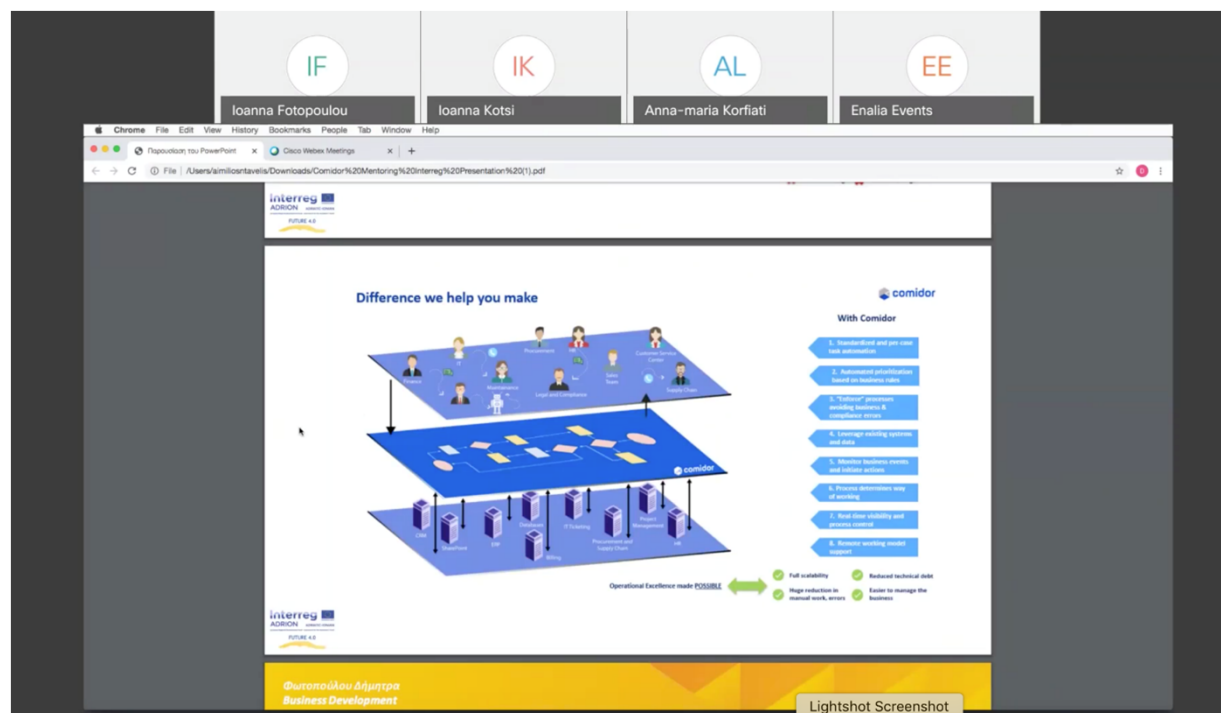
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ACQUISITION: Aim and Results

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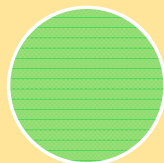
see how they can adopt such technologies and software through the case studies

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

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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
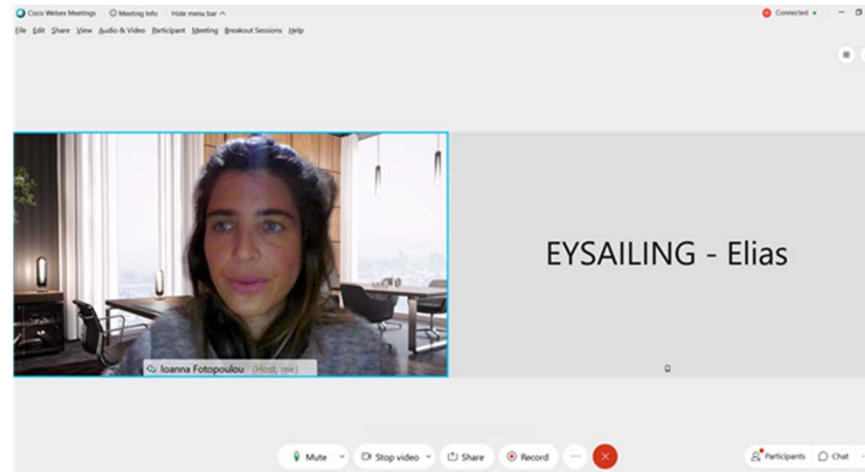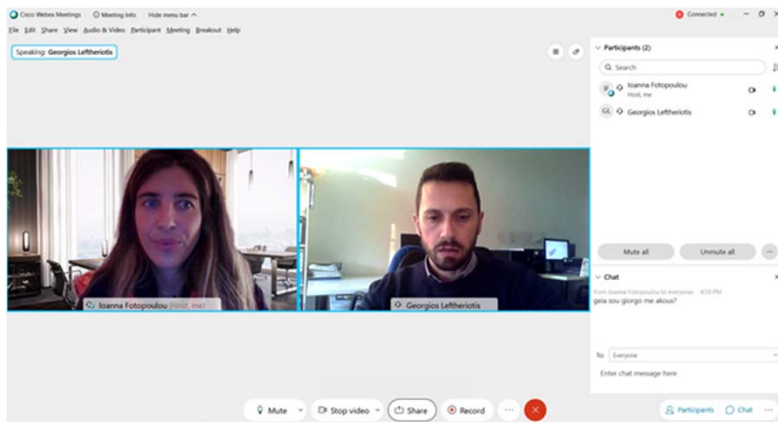
TRANSFORMATION:Methodologies Applied

❖ 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
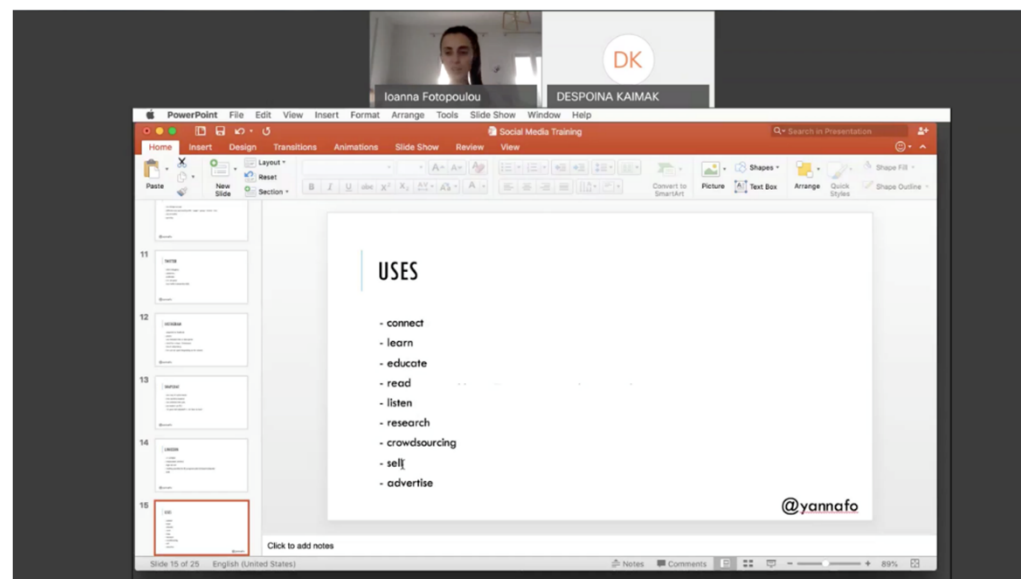
TRANSFORMATION: Methodologies Applied

- ❖ 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
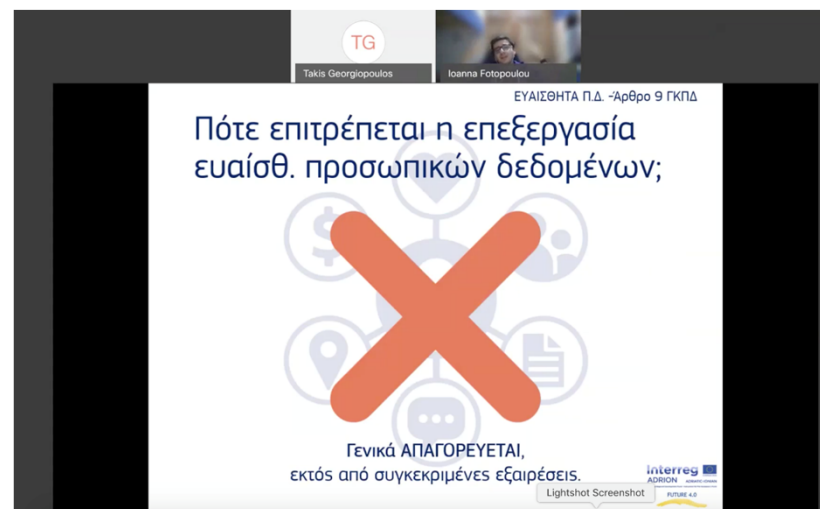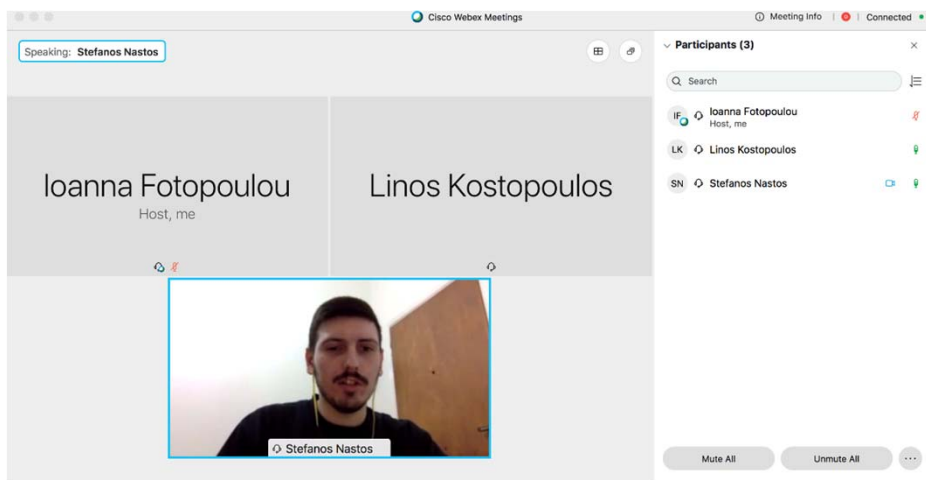
TRANSFORMATION: Methodologies Applied

❖ 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
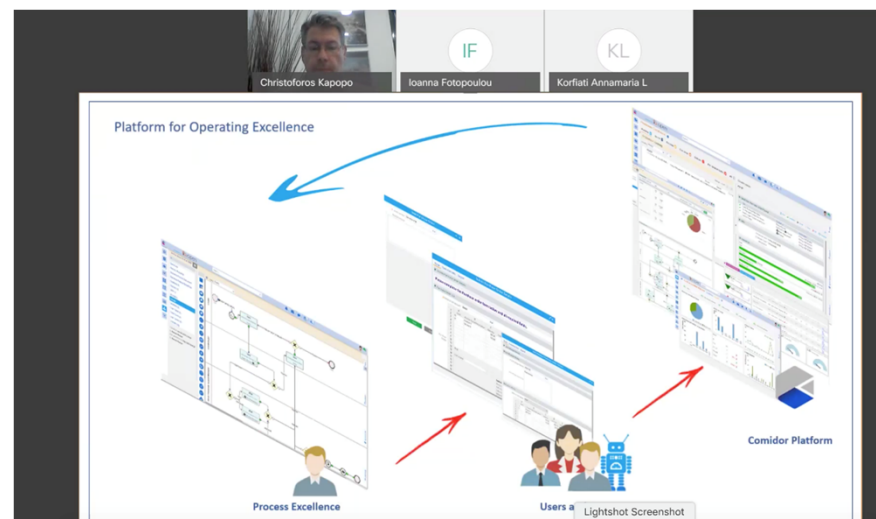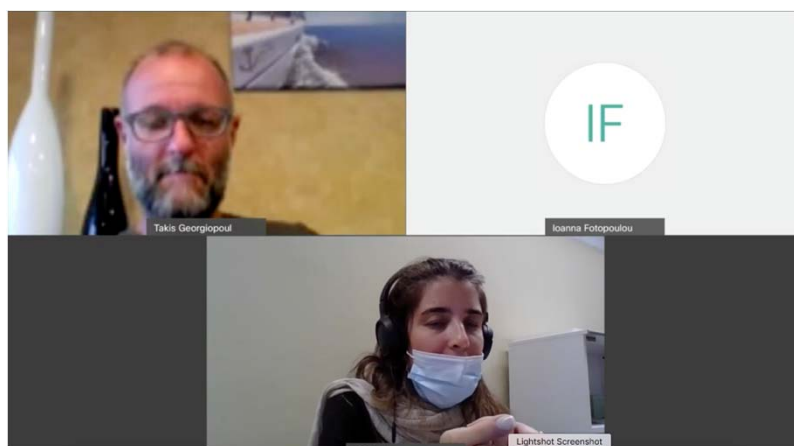
TRANSFORMATION: Methodologies Applied

❖ 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
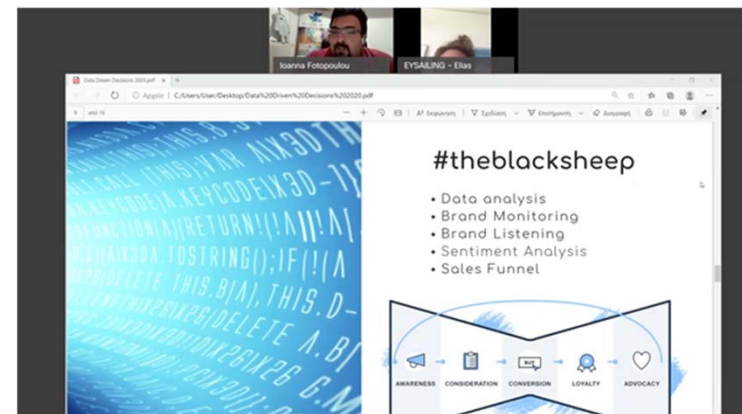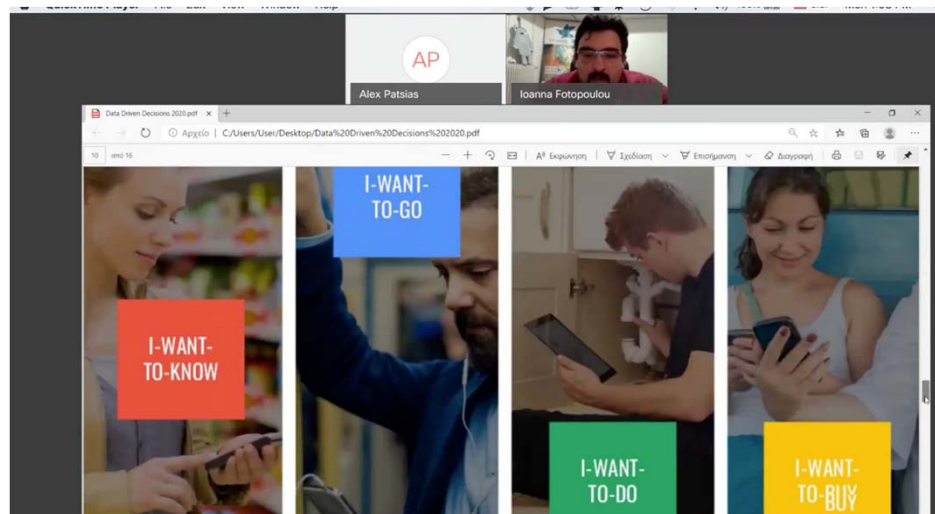
TRANSFORMATION: Aim and Results

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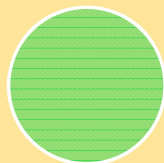
A "map" regarding Cyber Security attacks, Big Data and Analytics and Cloud Automation Software

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

FEEDBACK

Majority of companies are really eager to attend similar seminars and workshops in the future

They definitely suggest other companies in the nautical sector to follow such a program,

They knew how these technologies work, how they can start to incorporate them so that they are ready to scale, ready for the next step

Very satisfied with the mentors, they answer all questions, see through the challenges and provide solutions

BEST PRACTISES

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AWARENESS

ACQUISITION

TRANSFORMATION

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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.
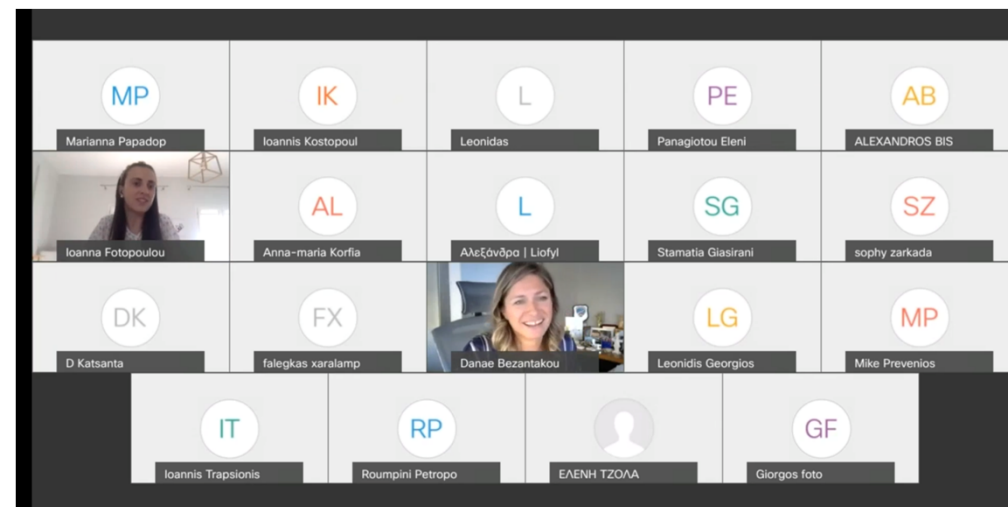
Participating companies: 14 companies

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
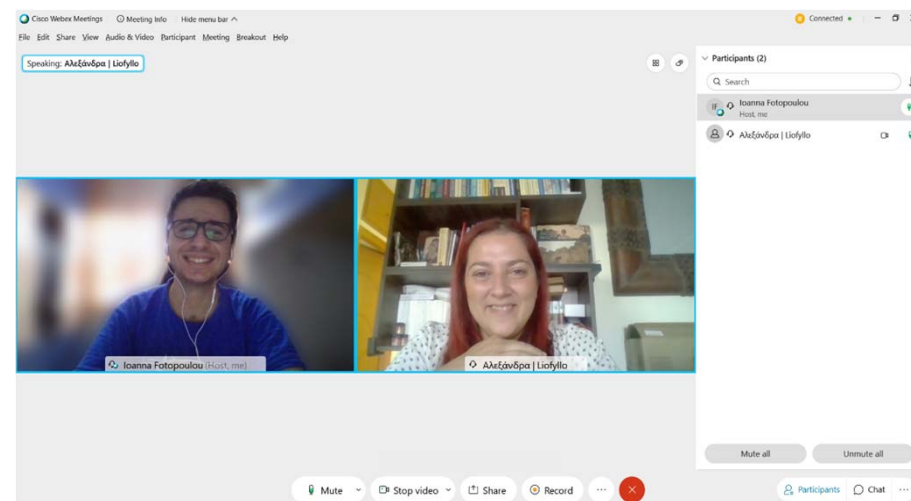
BEST PRACTISES-TRANSFORMATION

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
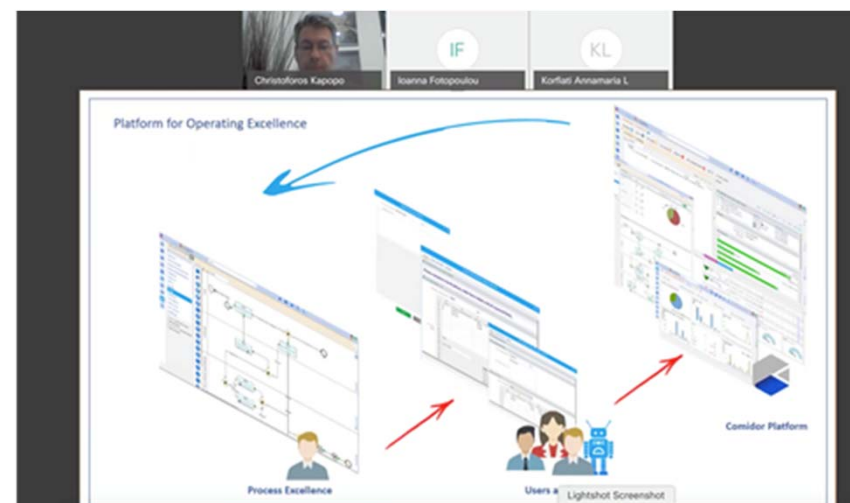
THANK YOU!

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PRIORITY AXIS 1: INNOVATIVE AND SMART REGION

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