

Project Acronym: ODEON

Project title: Open Data for European Open iNnovation

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D.3.4.1

Hachathon / Pitching event / Matching event / Thematical workshops

Assisting students, researchers and entrepreneurs for the development of new services and products

WP n°: 3
Task n°: 3.4 Business development of OD/LOD for marketing objectives
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Executive Summary

Describe short summary of the Deliverable(s) and event(s).

Under Deliverable 3.4.1, GFOSS organized a Hackathon, that aimed to help the participated teams to develop further their business idea. The Hackathon was business oriented and was combined in a two day event with other deliverables of the project. Particularly, on 31st of January we provided to the participants the technical seminars under deliverables 3.5.1, 3.5.2, 3.5.3 and 3.6.2 and on 1st of February we organized the matching event and the business-oriented Hackathon (3.4.1).

In the matching event for its member in which the participated teams had the opportunity to exchange knowledge and knowhow with other teams. We organized the matching event in the same day with the Hackathon in order the teams interact more time with each other. Below it is presented the description of the activities, the agenda, the participants and the conclusions.

The Pitching event was held online by GFOSS on 10th of April 2020. The event aimed to present the ideas of the teams that participated in the Greek Open DataHub. During the event, each team presented its idea and received questions and feedback by the participants.

The two thematic workshops were organized by GFOSS on the same day with the launching event of the Greek Open Data Hub and aimed to present to stakeholders of Open Data some Open data topics. Particularly it was presented the link between Open Data and entrepreneurship and the link between Open Data and Public Administration.

Target Group Assessment

Has this deliverable addressed any of the target group indicated in the application form?
(Please bold and underline)

Yes

If yes, please describe the involvement of each individual target group within hackathon / pitching event / matching event and two workshops and SUM it in TOTAL number of participants in the table below.

Target group	Hackathon (No. of participants)	Matching event (No. of participants)	Pitching event (No. of participants)	Workshops (2x) (No. of participants)	TOTAL Number reached by the deliverable	Description/name of target group involvement
Local public authority (LPA)						•

ODEON – D.3.4.1 Assisting students, researchers and entrepreneurs for the development of new services and products

Regional public authority (RPA)	2 people	2 people	1 people	2 people		•
National public authority (NPA)						•
Higher education and research (HER)	2 people	2 people	2 people	2 people		<ul style="list-style-type: none"> • University of Macedonia • National and Kapodistrian University of Athens
Enterprise, except SME (ENT)	7 people	7 people				<ul style="list-style-type: none"> • KiNNO • KEMEL
SME (SME)	13 people	13 people	17 people	6 people		<ul style="list-style-type: none"> • AgriBro • Ecogreen Recycle • Practical application • Happy kids • Panaretou • GoFloat • DIALOGOS IKE • Biovista • ExMachina • HBIO • EnergyR
Business support organisation (BSO)	1 people	1 people	3 people			<ul style="list-style-type: none"> • University of Athens Business Accelerator
General public (GP)	3 people	3 people	1 people	4 people		<ul style="list-style-type: none"> • GFOSS

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1 Introduction & Methodology of Hackathon for students / start-uppers

The general objective is to promote the development of business solutions by using open data and creating links between public stakeholders and business ideas.

The aim of the Hackathon / Living lab is to organize/mentor groups in the development of business ideas or solutions and to promote the use of open data from the public sector, in particular those published on the national/regional portals of open data related to the various country-specific topics. The themes may be developed/decided in cooperation with co-organizers, stakeholders or on the basis of available open data.

The hackathon must be designed and organized in such a way that the best the region/country has to offer in the field of open data is recognized.

Write about methodology how this action was taken care off. From project management, planning, inviting target group population, ...

Topics:

What was the main topic of the events?

The Hackathon we organized was business oriented. Its aim was to help the participated teams to develop their idea and business model and collaborate intensively in short time. The main topic was the business idea development with the help of experts in the sector of entrepreneurship.

Target of reference:

Write who was your target groups and what are your target numbers to be reached.

The target Groups were a mix of 4 -helix actors. Particularly, we targeted SMEs, start ups, academia actors, business support organizations and general public. Our target for the participated teams was at least 6.

1.1 Short description of the Hackathon / Living lab

Short description of executed **Hackathon** should be provided (Title of the event, who, when, where it was organized, how many participants has attended, what was concluded and what were results, etc.)

The Hackathon took place on 1st of February 2020 in the facilities of GFOSS at Serafeio Building, in Athens. Its duration was 6 hours between 9.30 and 15.30. As referred before, the Hackathon that GFOSS organized was business oriented. That means that we targeted to develop the ideas of the participated teams and evolve them. During the Hackathon the members of each team had their workspace. The members worked on the presentation of their ideas with the help of a mentor. In the Hackathon participated 3 mentors, who worked with all the teams and gave them special advice on the sector of entrepreneurship.

Participants: describe the structure of participants and fill in the number of them in hierarchy table.

In the Hackathon, which was combined with the matching event, were invited the 15 teams that had initially shown interest in our hub. We informed them about the event via the email (attached in Greek language) and we launched an open invitation in GFOSS website.

Participants hierarchy:

TARGET GROUP INVOLVEMENT*							
LPA	RPA	NPA	HER	ENT	SME	BSO	GP
			2 people	7 people	13 people	1 people	2 people

1.2 Main conclusions, learnings

In the Hackathon the teams worked with the assistance of the mentors on the following sessions:

- Business model canvas
- Lean startup
- Market segmentation
- Marketing
- Finances
- Pitching

Finally, the teams presented their ideas and the six selected teams according to the selection criteria were:

- GoFloat:
- Ecology Hack
- AgriBro
- Eco Green Recycle
- Panaretou
- Devs

Particularly,

GoFloat:

The team wants to create a mobile app which will help the residents of coastal areas and tourists who wish to travel by boat either for the purpose of moving from one coast to another or for recreation purposes, using an Automatic Identification System - AIS). In addition, recreational and educational events will be organized, taking place in coastal areas of interest, involving local business -partners, utilizing Open Data and AR technology.

Ecology Hack

The team aims to optimize the routes of means of public transportation for energy saving and pollution reduction. They want to automate of public transportation ticket purchase process

AgriBro

Implementation of a digital agronomist that receives data from agro-meteorological stations, from sensors such as irrigation, humidity and data through images. As a result, they want to create the perfect agronomist (via mobile) for each farmer and at the same time the Ministry of Rural Development will be fully informed about every geological detail.

Eco Green Recycle

The team's vision is to promote the recycling of paper, plastic, aluminum using an innovative process for the best distribution of the materials to the responded industries. They want to achieve it via a mobile app, in which the users that support recycling process will receive rewards that can be used for in-store purchases in the stores that participate in the recycling program.

Panaretou

Promotion of alternative tourism and winter tourism destinations as well as elements of Greek culture and cultural products. The team wants to create cultural venues which will operates as museums and will target a specific REGION OF Greece. A cultural attribute will be promoted for each selected area (ex. Ioannina – culinary arts, Cyclades – architecture)

Devs

The team aims to develop an 'freemium' mobile application which will make tourists capable to be guided through the suites by themselves. The mobile app is a complete monument tour package with no loss of information, which can save time for the users. Furthermore, there is not a similar application in Greece.

1.3 Published and Press release of Hackathon / Living lab event

Number of media release of Hackathon / Living lab event: 2

Κάλεσμα συμμετοχής στο Hackathon καινοτομίας με την χρήση Ανοιχτών Δεδομένων του Ελληνικού Κόμβου Ανοιχτών Δεδομένων

16 Ιανουαρίου 2020 by pkst

Ο Οργανισμός Ανοιχτών Τεχνολογιών – ΕΕΛ/ΛΑΚ (eellak.gr) σας προσκαλεί να συμμετάσχετε στο διήμερο Hackathon καινοτομίας με την χρήση Ανοιχτών Δεδομένων του Ελληνικού Κόμβου Ανοιχτών Δεδομένων (Greek Open Data Hub), στις 31/01/2020 – 01/02/2020, στο Σεράφειο Συγκρότημα (Πειραιώς και Πέτρου Ράλλη, 3ος όροφος, Αθήνα, χάρτης), που διοργανώνεται στα πλαίσια του **Interreg MED project «Open Data for European Open iNnovation» (ODEON)**.

Στόχος της εκδήλωσης είναι η προώθηση της καινοτομίας και η ανάδειξη νέων επιχειρηματικών ιδεών στον κλάδο των ανοικτών δεδομένων με την παροχή επιχειρηματικών σεμιναρίων, καθοδήγησης από ειδικά στελέχη με πολυετή εμπειρία στον επιχειρηματικό κλάδο και δικτύωσης στις ομάδες που θα λάβουν μέρος, για να αναπτύξουν και να εξελίξουν την ιδέα/προϊόν/υπηρεσία τους.

Αναλυτικότερα...

Στις 31 Ιανουαρίου θα πραγματοποιηθούν σεμινάρια επιχειρηματικής ανάπτυξης, όπου θα προετοιμάσουν τις ομάδες, στις ακόλουθες θεματικές

Διάρκεια: 09.00 – 17.30

Στη 1 Φεβρουαρίου θα πραγματοποιηθεί το matching event όπου οι ομάδες θα έχουν την ευκαιρία να παρουσιάσουν την ιδέα τους στους ειδικούς και να πραγματοποιήσουν 1-1 συναντήσεις με τις υπόλοιπες ομάδες. Στη συνέχεια θα δουλέψουν και θα εξελίξουν την ιδέα/προϊόν/υπηρεσία τους με την καθοδήγηση των ειδικών.

Διάρκεια: 10.00 – 18.00

Δηλώστε τη συμμετοχή σας στο διήμερο Hackathon [εδώ](#) έως τις 29/01/2020

*Θα γίνει επιλογή συγκεκριμένου αριθμού ομάδων. Οι ομάδες που θα επιλεγούν θα λάβουν email με την τελική ατζέντα στις 30/1/2020.

Λίγα Λόγια για τον Ελληνικό Κόμβο Ανοιχτών Δεδομένων

Ο Ελληνικός Κόμβος Ανοιχτών Δεδομένων είναι μέρος του προγράμματος **Interreg MED project «Open Data for European Open iNnovation» (ODEON)** και στοχεύει στην υποστήριξη της ανάπτυξης Συνεργατικών Κόμβων (hubs) που υποστηρίζουν μικρομεσαίες επιχειρήσεις (MME) οι οποίες αξιοποιούν ανοικτά δεδομένα (open data) και μεγάλα δεδομένα (big data) στους τομείς της πράσινης ανάπτυξης, της μπλε ανάπτυξης και στις δημιουργικές και πολιτιστικές βιομηχανίες.

Στο πλαίσιο του έργου έχουν δημιουργηθεί 7 κόμβοι ανοικτών δεδομένων (Open Data Hubs) τα οποία θα προσφέρουν εξατομικευμένη υποστήριξη για την αξιοποίηση των ανοικτών δεδομένων από τις μικρομεσαίες επιχειρήσεις (MME) για την δημιουργία καινοτόμων υπηρεσιών και προϊόντων.

Ο Οργανισμός Ανοιχτών Τεχνολογιών, ως εκπρόσωπος του έργου στην Ελλάδα, λειτουργεί ως Open Data Hub και προσφέρει μια σειρά από υπηρεσίες και εργαλεία στις συμμετέχουσες επιχειρήσεις και Start ups για την ανάδειξη νέων project και την υποστήριξη του κλάδου των ανοικτών δεδομένων.

Στόχος του εθνικού κόμβου είναι να συγκεντρώσει όλους τους εμπλεκόμενους φορείς προκειμένου να διευκολύνει την καινοτομία και τη χρήση ανοικτών δεδομένων μεταξύ των μελών του Μεσογειακού Συνεργατικού Σχηματισμού (Cluster) ώστε να δημιουργήσει επιχειρηματικές ευκαιρίες σε διακρατικό επίπεδο.



Project co-financed by the European Regional Development Fund



IAN 31 Hackathon καινοτομίας με την χρήση
Ανοιχτων Δεδομένων
Δημόσια - Διοργανωτές: Ελεύθερο Λογισμικό / Λογισμικό
Ανοιχτού Κώδικα

★ Ενδιαφέρομαι ☒ Ναι

🕒 31 Ιαν στις 9 π.μ. – 1 Φεβ στις 6 μ.μ.
περίπου 1 μήνα πριν

📍 Athens Digital Lab
Pireos & Petrou Ralli, 11854 Αθήνα

Εμφάνιση χάρτη

1.4 Agenda of the event

Invitation publishing links:



Project co-financed by the European
Regional Development Fund



ODEON - Open Data for European Open iNnovation

Hackathon

1/2/2020

Πρόγραμμα

Πειραιώς & Πέτρου Ράλλη, 11 845, Αθήνα
Σεράφειον Δήμου Αθηναίων, 3^{ος} όροφος
ΕΕΛ/ΛΑΚ - Οργανισμός Ανοιχτών Τεχνολογιών

1 Φεβρουαρίου 2020	
9.30 – 15.30	Hackathon
12.00 – 12.15	Διάλειμμα – Καφές
15.30 – 16.15	Διάλειμμα – Ελαφρύ γεύμα

The event was released to the website and social media of GFOSS.

1.5 List of participants



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ODEON

Open Data for European Open iNnovation

D.3.4.1 Hackathon

1/02/2020

PARTICIPANT LIST

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Γιώργος Παναγόπουλος	Practical Implications	panagopoulos@practicalimplications.com	



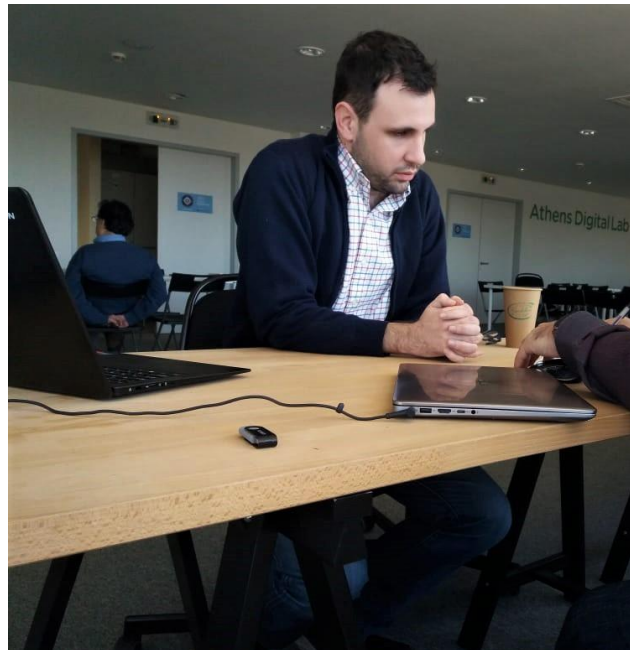
Project co-financed by the European Regional Development Fund



Σωτήρης Λυμπερόπουλος	Practical Implications		
Νίκος Κόβας	Practical Implications		
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Πετροπουλος Βασίλειος	Eco Green Recycle		
Τσιρος Κων/νος	Eco Green Recycle		
Αγγελοπουλος Αθανασιος	Eco Green Recycle		
Πετροπουλος Πετρος	Eco Green Recycle		
Πετροπουλος Αποστολος	Eco Green Recycle		
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ΒΑΣΙΛΙΚΗ ΚΑΤΣΑΡΟΥ	KINNO	katsarou@kinno.eu	

1.6 Photos





2 Introduction & Methodology of Matching event for SMEs operating in DATA economy and digital innovation

The general objective is to bring together different stakeholders and to promote the development of business solutions through the use of open data.

Matching events can also be designed in an informal way as pure networking event, where participants could choose who they wish to meet, or discuss interests with.

Through this structured event and through networking, opportunities are defined or sought to bring together the interested parties.

Write about methodology how this action was taken care off. From project management, planning, inviting target group population, ...

Topics:

What was the main topic of the events?

The objective of the matching event was to connect the participants and give them the opportunity to exchange knowledge and information in order to promote cooperation activities and foster the generation of new ideas / products / services. The main thematic of the event was the discussion about new ideas and exchanging knowledge about open data applications on their ideas.

Target of reference:

Write who was your target groups and what are your target numbers to be reached.

In the matching event, which was combined with the Hackathon, were invited the teams that had initially shown interest in our hub.

2.1 Short description of the Matching event

Short description of executed **Matching event** should be provided (Title of the event, who, when, where it was organized, how many participants has attended, what was concluded and what were results, etc.)

The matching event took place on Saturday, 1st of February 2020 in the facilities of GFOSS at Serafeio Building, in Athens, between 16.15 and 18.15. The first hour the teams presented their idea and then they did 1-1 meetings.

On the first hour of the event, each team had on its disposal 5 minutes in order to present its idea. They presented an overall view of the idea, the potential customers, the market, the product/service and their needs and the they did meetings with other teams ore potential stakeholders.

Participants: describe the structure of participants and fill in the number of them in hierarchy table.

In the matchmaking event participated 7 teams. Many experts attended the event, too.

Participants hierarchy:

TARGET GROUP INVOLVEMENT*							
LPA	RPA	NPA	HER	ENT	SME	BSO	GP
	2 people		2 people	7 people	13 people	1 people	

2.2 Main conclusions, learnings

The most teams needed ICT services since, the most projects demanded the development of a platform. Furthermore, the teams suggested to one other potential revisions of the business models.

Regarding the feedback we received, the teams were pleased with the event, since they had the opportunity to exchange knowledge with the other teams. Via this process they got inspired more about their ideas and it was an opportunity for them to get feedback from the market.

2.3 Agenda of the event

Invitation publishing links:

We informed the participants about the event via the email (attached in Greek language) and we launched an open invitation in GFOSS website. After this first contact, we send them the agenda of the event.

"Αγαπητοί,

Θα θέλαμε να σας ευχαριστήσουμε για την εκδήλωση ενδιαφέροντος για τον Ελληνικό Κόμβο Ανοιχτών Δεδομένων, που δημιουργήθηκε στα πλαίσια του του προγράμματος Interreg MED project «Open Data for European Open iNnovation» (ODEON).

Σε συνέχεια των δράσεων του προγράμματος, διοργανώνεται ένα διήμερο Hackathon καινοτομίας με την χρήση Ανοιχτών Δεδομένων στις **31 Ιανουαρίου – 1 Φεβρουαρίου**, στο Σεράφειο Συγκρότημα (Πειραιώς και Πέτρου Ράλλη, 3ος όροφος, Αθήνα, χάρτης), με στόχο την προώθηση της καινοτομίας και την ανάδειξη νέων επιχειρηματικών ιδεών στον κλάδο των ανοιχτών δεδομένων, **όπου ορισμένες ομάδες θα έχουν την ευκαιρία να λάβουν δωρεάν σεμινάρια επιχειρηματικής ανάπτυξης, να ανταλλάξουν γνώση και εμπειρία με τις υπόλοιπες ομάδες και να αναπτύξουν την ιδέα τους υπό την καθοδήγηση ειδικών με πολυετή εμπειρία στον επιχειρηματικό κλάδο.**

Αναλυτικότερα...

Στις 31 Δεκεμβρίου θα πραγματοποιηθούν επιχειρηματικά σεμινάρια σχετικά με τον κλάδο των ανοιχτών δεδομένων, όπου θα προετοιμάσουν τις ομάδες.

Στη 1 Φεβρουαρίου θα πραγματοποιηθεί το **matching event** όπου θα έχετε την ευκαιρία να κάνετε μια σύντομη παρουσίαση της ιδέας στους ειδικούς και να πραγματοποιήσετε 1-1 συναντήσεις με τις υπόλοιπες ομάδες.

Επιπλέον θα δουλέψετε με την ομάδα σας και θα εξελίξετε την ιδέα/προϊόν/υπηρεσία σας με την καθοδήγηση των μεντόρων.

Εάν επιθυμείτε να λάβετε μέρος, δηλώστε τη συμμετοχή σας **εδώ** έως την Παρασκευή 24/1.

Σας ευχαριστούμε πολύ!

Με εκτίμηση,

Οργανισμός
www.eellak.gr

Ανοιχτών

Τεχνολογιών

-

ΕΕΛΛΑΚ



Project co-financed by the European Regional Development Fund



ODEON - Open Data for European Open iNnovation

Matching Event

1/2/2020

Πρόγραμμα

Πειραιώς & Πέτρου Ράλλη, 11 845, Αθήνα
Σεράφειον Δήμου Αθηναίων, 3ος όροφος
ΕΕΛ/ΛΑΚ - Οργανισμός Ανοιχτών Τεχνολογιών

1 Φεβρουαρίου 2020	
16.15 – 17.15	Παρουσιάσεις ιδεών
17.15 – 18.15	Matching event <ul style="list-style-type: none">1-1 συναντήσεις

2.4 List of participants

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Open Data for European Open iNnovation

D.3.4.1 Matching Event

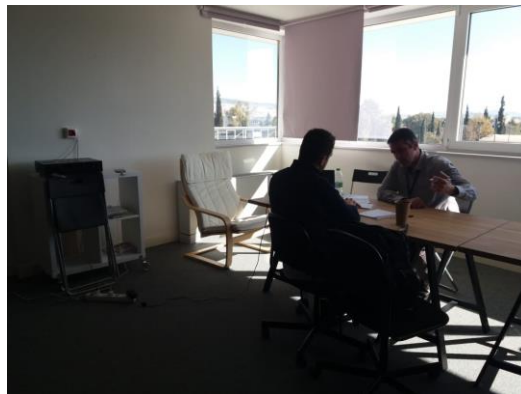
1/02/2020

PARTICIPANT LIST

Ονοματεπώνυμο	Όνομα Ομάδας/Επιχείρησης	Email	Υπογραφή
Κωνσταντίνος Φούσκας	ΠΑΜΑΚ	kfouskas@gmail.com	
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Άγγελος Νούλας	Dialogos IKE	angelos.noulas@gmail.com	
Κατρίνα Παπαθωμά	ΚΕΜΕΛ	kpapatho@gmail.com	
Δημήτρης Παξιμάδης	ΚΕΜΕΛ	dpaximadis@gmail.com	
Δημήτρης Καλογεράς	ΚΕΜΕΛ	kalogerasdc@gmail.com	
Κώστας Παπαδήμας	ΕΕΛ/ΛΑΚ	pkst@eellak.gr	
Έλενα Μπάρκα	ΕΕΛ/ΛΑΚ	barka.elena@eellak.gr	
Αναστασία Σάκκουλα	KINNO	sakkoula@kinno.eu	
Δημήτρης Καφετζής	GoFloat	mai19027@uom.edu.gr	
Δήμητρα Σιούλα	GoFloat	mai19066@uom.edu.gr	
Γιώργος Παναγόπουλος	Practical Implications	panagopoulos@practicalimplications.com	

Σωτήρης Λυμπερόπουλος	Practical Implications		
Νίκος Κόβας	Practical Implications		
Lali Mainas	Lali Mainas Atelier (Lalyco)		
Panayotis Mainas	Lali Mainas Atelier (Lalyco)		
Σιμόν Παναρετου		spanaretou@gmail.com	
Christoforos Pavlakis		christoforos@youthbeyonddisasters.org	
Πετροπουλος Βασίλειος	Eco Green Recycle	pet_co@yahoo.com	
Τσιφρος Κων/νος	Eco Green Recycle	pet_co@yahoo.com	
Αγγελόπουλος Αθανασιος	Eco Green Recycle	pet_co@yahoo.com	
Πετροπουλος Πέτρος	Eco Green Recycle	pet_co@yahoo.com	
Πετροπουλος Αποστολος	Eco Green Recycle		
ΚΟΥΤΣΑΡΑΚΗ ΠΑΝΤΕΛΗΣ	ΚΕΜΕΛ	koutsarakis.pantelis@gmail.com	
ΠΑΠΑΔΗΜΗΤΡΙΟΥ ΚΩΝΣΤΑΝΤΙΝΟΣ	happy kids	kon1@diarmanid.gr	
ΓΙΑΝΝΗΣ ΓΕΡΑΤΣΙΔΗΣ	KINNO	geratsidis@kinno.eu	
ΑΝΤΩΝΙΑ ΜΑΡΙΩΝΑ	AgriBros	marina@agribros.com	
Βασιλική Κατσαρά	KINNO	katsara@kinno.eu	

2.5 Photos



3 Introduction & Methodology of Pitching event for investors

The pitching event is the next step of the hackathon, where ideas are developed and solutions are worked out, and the pitch is considered as a presentation in front of a group of investors, partners, stakeholders, where the best developed solutions are presented. Thus from this point on, we are combining the guidelines of the classic investor pitch, with guidelines for sales pitch (targeting stakeholders, uptakers, also public authorities).

After the hackathon we have to select the 6 most promising cases/ideas developed.

Write about methodology how this action was taken care of. From project management, planning, inviting target group population, ...

Topics:

What was the main topic of the events?

The main topic of the event was the presentation of the project ideas that was formed in Greek Open Data Hub by the members of the Hub.

Target of reference:

Write who was your target groups and what are your target numbers to be reached.

The participants that we target apart from the teams that presented their ideas were stakeholders of the Open Data sector, as well as the Blue and Green Growth sector and CCIS which are the sectors that are targeted by the projects. We aimed to gain participants from the sector of Entrepreneurship and investors that may be interested to support the projects.

3.1 Short description of the Pitching event

Short description of executed **Pitching event** should be provided (Title of the event, who, when, where it was organized, how many participants has attended, what was concluded and what were results, etc.)

The pitching event under deliverable 3.4.1 was held on 10th of April 2020 online via the **zoom** platform, was organized by GFOSS and called “ODEON Demo Day”. Via the event we aimed to present the project ideas to investors as well as stakeholders of Open Data sector, CCI sector and Blue and Green Growth sector and give the opportunity to the participated teams to gain the feedback and useful notifications or question by the participants that are experts on the field. The event lasted for 1 hour and had 23 participants.

The agenda of the event:

17:00-17:10 Connection to zoom

17:10-17:20 Welcome and presentation of the activities of Greek Open Data Hub, Despoina Mitropoulou, GFOSS

17:20-17:50 Ideas presentation: Eco Green Recycle, Ecology Hack, Devs, Go Float, AgriBro

17:50 – 18:10 Discussion, End of the event

The coordinator of the event was Mr. Fouskas from the Department of Applied Informatics of University of Macedonia. Starting the event, Mrs Mitropoulou – director of GFOSS – presented ODEON project, as well as the activities that took place in the context of the project. The Mr. Fouskas introduced the teams and each team presented its idea. The teams had at their disposal 5 minutes to present their idea and after their presentation the other participants had 2 minutes to ask questions about the project.

Participants:

As was mentioned before the events was attended by 23 participants. The participants were a mix of SMEs, Incubators, Investors, Business support organizations and start-ups.

Participants hierarchy:

TARGET GROUP INVOLVEMENT*							
LPA	RPA	NPA	HER	ENT	SME	BSO	GP
	1 people		2 people		17 people	3 people	

3.2 Main conclusions, learnings

The pitching event that took place in the context of Greek Open Data Hub was meaningful to the teams. They received feedback about their project ideas and had the opportunity to answer to useful questions. The participants asked question to the teams concerned three main blocks:

- Financial plan
- Progress of business model
- Next steps

The feedback that the teams received will be significant for their project idea evolution. Furthermore, new cooperation or funding opportunities for the teams may appear during the remaining activities of the project.

3.3 Published and Press release of Pitching event

Number of media release of Pitching event

The pitching event was promoted via a press release on the GFOSS site. In addition, GFOSS sent some personal emails to people in the field of funding and Entrepreneurship in Greece in order to target them in a more personalized way.

Number of media release of Pitching event: 1 media release and 15 personalized emails.

Press release: <https://opendata.ellak.gr/2020/04/03/prosklisi-gia-parakolouthisi-tou-odeon-demo-day/>

Πρόσκληση για παρακολούθηση του ODEON Demo day

3 Απριλίου 2020 by pkst

Ο **Οργανισμός Ανοιχτών Τεχνολογιών – ΕΕΛ/ΛΑΚ (eellak.gr)** σας προσκαλεί να παρακολουθήσετε τις τελικές παρουσιάσεις των ομάδων του Ελληνικού Κόμβου Ανοιχτών Δεδομένων (Greek Open Data Hub), στις 10/04/2020, στα πλαίσια του **Interreg MED project «Open Data for European Open iNnovation » (ODEON)**.

Η εκδήλωση θα πραγματοποιηθεί online, την **Παρασκευή 10/4/2020, στις 17.00** και μπορείτε να την παρακολουθήσετε μέσω τηλεδιάσκεψης. **(Δείτε το πρόγραμμα της εκδήλωσης [εδώ](#))**

Στόχος της εκδήλωσης είναι οι πέντε ομάδες που συμμετέχουν στο έργο ODEON, να παρουσιάσουν τις ιδέες τους, όπως αυτές διαμορφώθηκαν ύστερα από μια σειρά σεμιναρίων, συμβουλευτικής υποστήριξης και επισκέψεων εργασίας που αφορούσαν τον κλάδο της επιχειρηματικότητας και των ανοιχτών δεδομένων. Μπορείτε να δείτε μία σύντομη παρουσίαση της κάθε ομάδας [εδώ](#).

Θα χαρούμε πολύ να συμμετάσχετε και να υποβάλλετε ερωτήσεις στις ομάδες!

Δηλώστε τη συμμετοχή σας στην εκδήλωση [εδώ](#) για να σας αποσταλεί ο δεσμός για την τηλεδιάσκεψη

Λίγα Λόγια για τον Ελληνικό Κόμβο Ανοιχτών Δεδομένων

Ο Ελληνικός Κόμβος Ανοιχτών Δεδομένων είναι μέρος του προγράμματος **Interreg MED project «Open Data for European Open iNnovation » (ODEON)** και στοχεύει στην υποστήριξη της ανάπτυξης Συνεργατικών Κόμβων (hubs) που υποστηρίζουν μικρομεσαίες επιχειρήσεις (MME) οι οποίες αξιοποιούν ανοικτά δεδομένα (open data) και μεγάλα δεδομένα (big data) στους τομείς της πράσινης ανάπτυξης, της μπλε ανάπτυξης και στις δημιουργικές και πολιτιστικές βιομηχανίες.

Στο πλαίσιο του έργου έχουν δημιουργηθεί 7 κόμβοι ανοιχτών δεδομένων (Open Data Hubs) τα οποία θα προσφέρουν εξατομικευμένη υποστήριξη για την αξιοποίηση των ανοικτών δεδομένων από τις μικρομεσαίες επιχειρήσεις (MME) για την δημιουργία καινοτόμων υπηρεσιών και προϊόντων.

Ο Οργανισμός Ανοιχτών Τεχνολογιών, ως εκπρόσωπος του έργου στην Ελλάδα, λειτουργεί ως Open Data Hub και προσφέρει μια σειρά από υπηρεσίες και εργαλεία στις συμμετέχουσες επιχειρήσεις και Start ups για την ανάδειξη νέων project και την υποστήριξη του κλάδου των ανοιχτών δεδομένων.

Στόχος του εθνικού κόμβου είναι να συγκεντρώσει όλους τους εμπλεκόμενους φορείς προκειμένου να διευκολύνει την καινοτομία και τη χρήση ανοιχτών δεδομένων μεταξύ των μελών του Μεσογειακού Συνεργατικού Σχηματισμού (Cluster) ώστε να δημιουργήσει επιχειρηματικές ευκαιρίες σε διακρατικό επίπεδο



Personalized email to investors and stakeholders:

ODEON Demo day - 10 Απριλίου 2020 - Πρόσκληση συμμετοχής



Οργανισμός Ανοιχτών Τεχνολογιών - ΕΕΛΛΑΚ <info@eellak.gr>
Προς

...

Καλημέρα Αγαπητέ,

Στο πλαίσιο του προγράμματος Interreg MED project «Open Data for European Open iNnovation» (ODEON), που υλοποιούμε σε συνεργασία με τον ΕΕΛ/ΛΑΚ, θα θέλαμε να σας προσκαλέσουμε να παρακολουθήσετε ηλεκτρονικά τις παρουσιάσεις των ομάδων του Ελληνικού Κόμβου Ανοιχτών Δεδομένων (Greek Open Data Hub), που δημιουργήθηκε στα πλαίσια του προγράμματος.

Οι παρουσιάσεις θα πραγματοποιηθούν την Παρασκευή 10/4/2020 στις 17.00 μέσω του zoom.us και συγκεκριμένα από τον σύνδεσμο παρακάτω:

Topic: ODEON Pitching Event

Time: Apr 10, 2020 05:00 PM Athens

Join Zoom Meeting

<https://zoom.us/j/325144939?pwd=V05FTSswMGNkUy9FSzVSbnNraVNuUT09>

Meeting ID: 325 144 939

Password: 019846

Σε περίπτωση που σας ενδιαφέρει, παρακαλούμε δηλώστε τη συμμετοχή σας [εδώ](#).

Επιπλέον, επισυνάπτεται η Ατζέντα και μια σύντομη παρουσίαση των ομάδων.

Θα χαρούμε πολύ να παρακολουθήσετε την εκδήλωση και να υποβάλλετε ερωτήσεις στις ομάδες!

Με εκτίμηση,

--

Οργανισμός Ανοιχτών Τεχνολογιών - ΕΕΛΛΑΚ

www.eellak.gr

Τηλ: 210 2209380

3.4 Agenda of the event

ODEON - Open Data for European Open iNnovation

Παρουσίαση Ιδεών Ελληνικού Κόμβου Ανοικτών Δεδομένων

10/04/2020

Πρόγραμμα

Σύνδεση μέσω zoom [εδώ](#)

ΕΕΛ/ΜΚ - Οργανισμός Ανοικτών Τεχνολογιών

17:00-17:10	Σύνδεση - Προσέλευση
17:10-17:20	Καλωσόρισμα <i>κ. Δέσποινα Μητροπούλου, Οργανισμός Ανοικτών Τεχνολογιών</i>
17:20-17:50	Παρουσίαση ιδεών <i>Eco Green Recycle</i> <i>Ecology Hack</i> <i>Devs</i> <i>Go Float</i> <i>AgriBro</i>
17:50 – 18:10	Ανοικτή συζήτηση

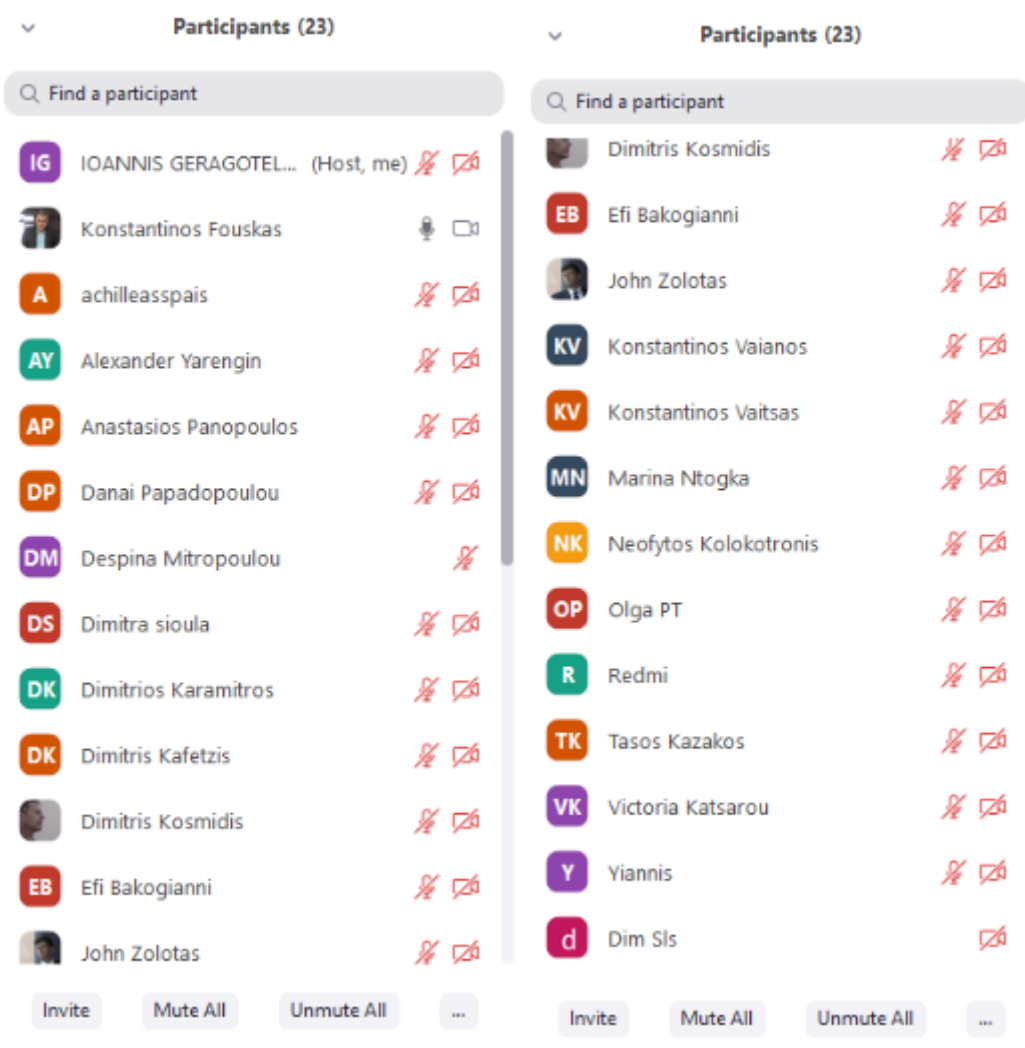
Invitation publishing links: <https://opendata.ellak.gr/2020/04/03/prosklisi-gia-parakolouthisi-tou-odeon-demo-day/>

3.5 List of participants

4	No	Name	Company	Email
1		Dimitris Kafetzis	GoFloat	mai19027@uom.edu.gr
2		Dimitra Sioula	GoFloat	mai19066@uom.edu.gr
3		Papadopoulou Danai	Ecology Hack	danai.p.papadopoulou.98@gmail.com
4		Chalkia Arxontoula	Ecology Hack	danai.p.papadopoulou.98@gmail.com
5		Dimoschakis Theodoros	Ecology Hack	danai.p.papadopoulou.98@gmail.com
6		Neofytos Kolokotronis	Found.ation	info@thefoundation.gr

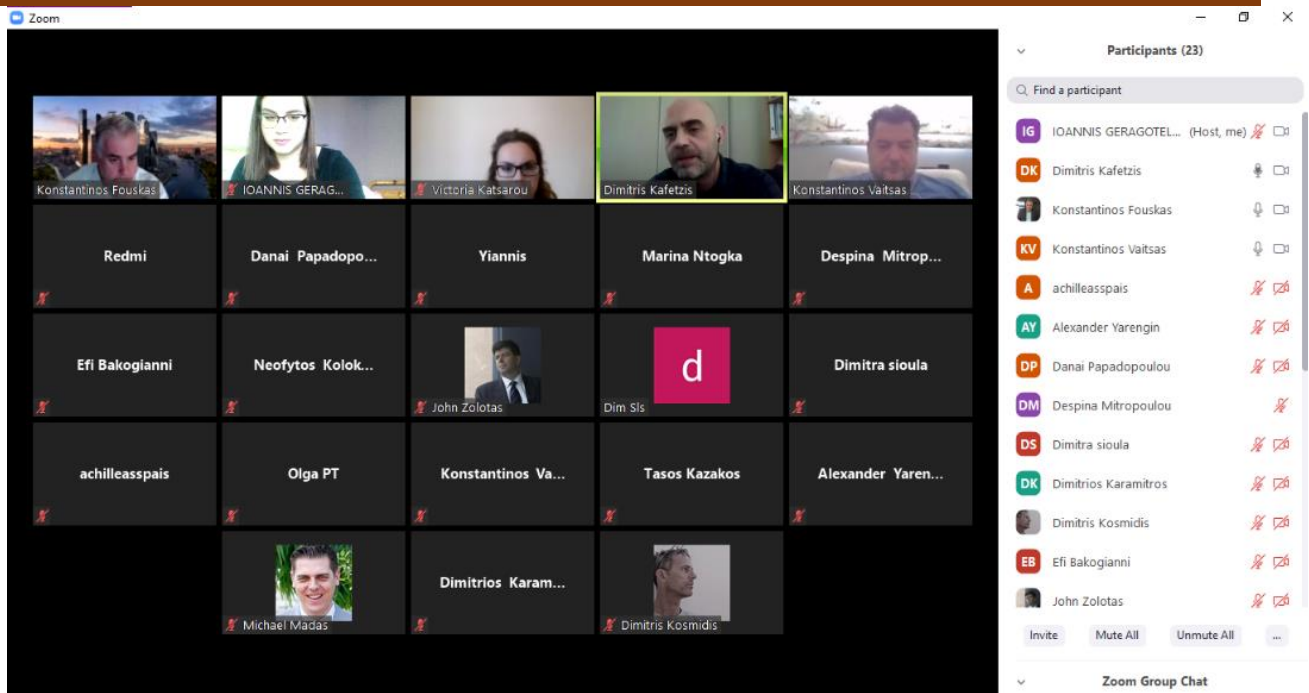
ODEON – D.3.4.1 Assisting students, researchers and entrepreneurs for the development of new services and products

7	Efi Mpakogianni	KiNNO	mpakogianni@kinno.eu
8	John Zolotas	YouSave Energy	energy@yousave.gr
9	Victoria Katsarou	KiNNO	katsarou@kinno.eu
10	Marina Dogka	AgriBro	marinadoga98@gmail.com
11	Alexandros Yarengkin	Devs	alexarengin11@gmail.com
12	Ioannis Geragotellis	KiNNO	geragotellis@kinno.eu
13	Petropoulos Vasilios	Eco Green Recycle	pet_co@yahoo.com
14	Despoina Mitropoulou	GFOSS	des.mitropoulou@eellak.gr
15	Dimitris Kosmidis	Vlab	dimitris.kosmidis@gmail.com
16	Dimitrios Karamitros	EXUS	
17	Anastasia Sakkoula	KiNNO	sakkoula@kinno.eu
18	Konstantinos Vaianos	KiNNO	vaianos@kinno.eu
19	Konstantinos Vaitsas	Alpha Bank	konstantinos.vaitsas@alpha.gr
20	Anastasios Panopoulos	University of Macedonia	
21	Konstantinos Fouskas	University of Macedonia	kfouskas@gmail.com
22	Achilleas Spais	KiNNO	spais@kinno.eu
23	Tasos Kazakos	ARGOS S.A.	tasoskazakos@yahoo.gr

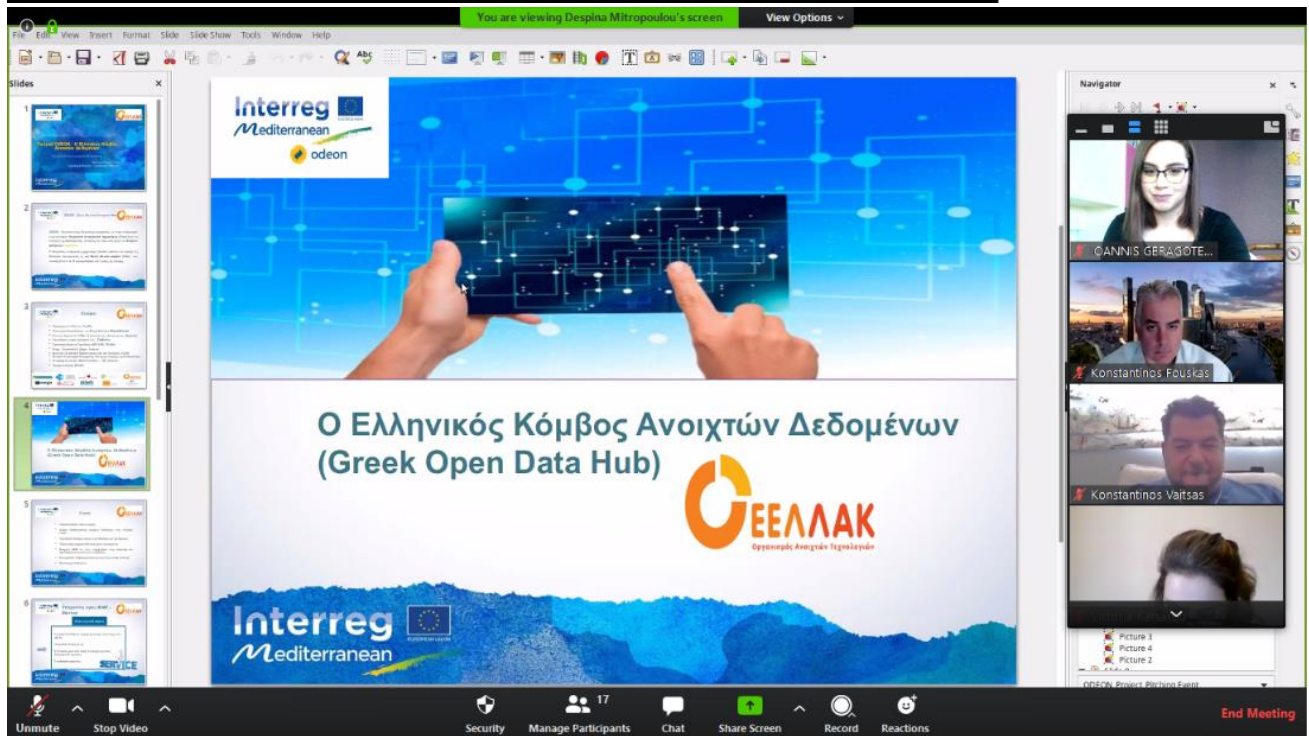


4.1 Photos

ODEON – D.3.4.1 Assisting students, researchers and entrepreneurs for the development of new services and products



5



6

ODEON – D.3.4.1 Assisting students, researchers and entrepreneurs for the development of new services and products

7

The screenshot shows a Zoom window with a PowerPoint presentation. The presentation title is 'Eco Green Recycle.pptx'. The slide is titled 'Επιβράβευση' (Award) and contains the following text:

- Στην συνέχεια θα επιβραβεύονται με πόντους που θα έχουν χρηματική αξία και θα μπορούν να τους εξαργυρώσουν σε επιλεγμένα σημεία (επιχειρήσεις συνδεδεμένες με την εταιρία ανακύκλωσης και όχι μόνο)
- ΠΟΥ ΕΞΑΡΓΥΡΩΝΩ ΤΟΥΣ ΠΟΝΤΟΥΣ ΠΟΥ ΕΧΩ ΣΥΛΛΕΞΕΙ

The Zoom interface shows a list of participants on the right, including IOANNIS GERA..., Konstantinos Fouskas, Victoria Katsarou, and Konstantinos Va... The bottom of the Zoom window shows a toolbar with various icons.

8

The screenshot shows a Zoom window with a presentation slide titled 'ΤΟ ΠΡΟΒΛΗΜΑ' (The Problem). The slide content is as follows:

Ποιο είναι το πρόβλημα ή η ανάγκη:

- Μεγάλη αναμονή για έκδοση εισιτηρίου ή κάρτας
- Αβέβαιη διαθεσιμότητα
- Μεγάλος αριθμός λαθρεπιβατών στα ΜΜΜ

Ποιος αντιμετωπίζει το πρόβλημα:

- Εταιρείες ΜΜΜ
- Άτομα που χρησιμοποιούν ΜΜΜ

Ποιο είναι το κόστος του προβλήματος:

- Χαμένα χρήματα από λαθρεπιβάτες
- Δυσκολία στην οργάνωση
- Χαμένα χρήματα στις μηχανές
- Δυσκολία κατά την απόκτηση

The slide also includes an image of a long queue of people waiting for a bus, with the caption 'Μεγάλη αναμονή για έκδοση κάρτας ΟΑΣΘ'.

The Zoom interface shows a list of participants on the right, including IOANNIS GERA..., Konstantinos Fouskas, Despina Mitrop..., and others. The bottom of the Zoom window shows a toolbar with various icons.

ODEON – D.3.4.1 Assisting students, researchers and entrepreneurs for the development of new services and products

9

Επιχειρηματικό μοντέλο. Πως θα αποκομίσουμε κέρδη;

Πρόταση Αξίας	Μοναδικότητα προϊόντος	Τμηματοποίηση πελατών
<ul style="list-style-type: none"> Πρωτοποριακή εφαρμογή Εξέλιξη σε διεθνής εφαρμογή για μνημεία από όλο τον κόσμο 	<ul style="list-style-type: none"> Δεν υπάρχει άλλη παρόμοια εφαρμογή αυτή τη στιγμή. Οι ταξιδιώτες/τουρίστες έχουν ανάγκη τον ξεναγό η κάποιον ταξιδιωτικό οδηγό, η πρέπει συνέχεια να ανατρέχουν στο Internet με τρόπο χρονοβόρο και μη φιλικό προς το χρήστη. 	<ul style="list-style-type: none"> Ταξιδιώτες Ιστορικοί Ξεναγοί

Participants (22): John Zolotas, Konstantinos Fouskas, Konstantinos Vaianos, Konstantinos Vaitsas, Marina Ntougla, Michael Madas, Neofytos Kolokotronis, Olga PT, Tasos Kazakos, Victoria Katsarou, Yiannis, Dim Sls, Redmi.

10

Value

Tourist travel behavior

questionnaire in 60 countries about international tourism

- International tourism arrivals worldwide totaled \$ 1.4 billion in 2018, up 6% year-over-year. (WTO), an increase that exceeded the growth rate of the global economy (+ 3.7%).
- For 2019, the WTO estimates a further increase in international tourist arrivals, ranging from 3% to 4%, bringing the total arrivals to around 1.5 billion.
- For tourists visiting Greece, it is important to conclude that they belong to a high income and education level, with 58.9% having a higher income level and 62.2% higher education level. Their age is mainly in the age group of 25-54 years, which is 64.6%.
- Interestingly, a large stream of tourists turned to websites with destinations and accommodations with most bookings also being made online.

Participants (23): IOANNIS GERAGOTEL... (Host, me), Dimitris Kafetzis, Dimitra sioula, Konstantinos Fouskas, achilleasspais, Alexander Yarengin, Danai Papadopoulou, Despina Mitropoulou, Dimitrios Karamitros, Dimitris Kosmidis, Efi Bakogianni, John Zolotas, Konstantinos Vaianos.

11 Introduction & Methodology of Thematic workshops to foster cross-fertilization activities

Thematic Workshops are interactive sessions based on the requests received from stakeholders during the open consultation process. These workshops are organized and designed by the stakeholders who submit the request.

Within ODEON each partner should organize 2 thematic workshops. To reconcile the different approaches and needs, we propose to organize 2 workshops: Using open data for SMEs / start-ups and challenges / opportunities from the perspective of Public Authority.

Write about methodology how this action was taken care off. From project management, planning, inviting target group population, ...

Topics:

What was the main topic of the events?

The objective of the thematic workshop was to present to ODEON stakeholders the opportunities that entrepreneurs can have from the exploitation of the open data. Particularly the title of the first presentation was: Open Data Entrepreneurship Opportunities

The objective was to inform our stakeholders for the Open data exploitation and the benefit that can have if they adopt them in their activities.

The second workshop aimed to present to the stakeholders the challenges and the opportunities of Open Data exploitation from the viewpoint of public administration. The objective was to inform the stakeholders for the available data sets, the benefits from their usage and the main problems the PA faces with this.

Target of reference:

Write who was your target groups and what are your target numbers to be reached.

Our Target Groups were all the potential stakeholders for Greek Open Data Hub. The main actors we targeted was SMEs, Academia Actors, Researchers and General Public. We targeted at least 110 participants.

11.1 First thematic workshop

11.1.1 Short description of the first thematic workshop

Short description of executed **thematic workshop** should be provided (who, when, where it was organized, how many participants has attended, what was concluded and what were results, etc.)

Short description of executed **thematic workshop** should be provided (who, when, where it was organized, how many participants has attended, what was concluded and what were results, etc.)

The thematic workshop was combined with the launching event of the Greek Open Data Hub on 16th of December 2019. The venue of the event was at the facilities of GFOSS, in Athens. The thematic workshop lasted for 2 hours between 10.30 and 12.30 in the morning, after the presentation of our Hub. The overall duration of the event was six hours.

The thematic workshop was coordinated by Mrs. Fouskas, from the Department of Applied Informatics of University of Macedonia. Initially he asked from the participants to present themselves and their project in order to know each other better. Then he presented the situation of Open Data exploitation in Greek businesses and the benefits and the competitive advantage they can gain from it.

Participants: describe the structure of participants and fill in the number of them in hierarchy table.

The stakeholders that were invited to the thematic workshop came up from the Deliverable 3.3.2- Definition of the Hubs' members and operation. Since the workshop was combined to the launching event we informed about the event through an open call we launched (See del 3.3.3). Furthermore we forward to all a "save the date email" and one more with the agenda of the event. Furthermore the dissemination activities included press releases at GFOSS social media and website. The workshop was attended by 12 participants. 4 SMEs, 4 start ups, 3 policy makers and research institutes.

Participants hierarchy:

TARGET GROUP INVOLVEMENT*							
LPA	RPA	NPA	HER	ENT	SME	BSO	GP
	2		2		6		2

11.1.2 Main conclusions

After the presentation was discussed different issues about open data exploitation in Greek companies. The key points of them were:

- Even though there are enough Open Data sets in Greece there is lack of open data usage among businesses.

- The companies don't know how to use open data and sometimes they don't use it in the right way
- The industry should combine a set of open data and services in order to promote innovation
- There should be a complete management plan of open data by the companies
- Issues about GDPR and ownership of Open data

11.1.3 Agenda of the event

Invitation publishing links:



ODEON

Open Data for European Open iNnovation

Ενακτήρια εκδήλωση για τον Ελληνικό Κόμβο Ανοικτών Δεδομένων (Greek Open Data Hub)

16 Δεκεμβρίου 2019, ΕΕΛΛΑΚ - Οργανισμός Ανοιχτών Τεχνολογιών

Πρόγραμμα

Πειραιώς & Πέτρου Ράλλη, 11 845, Αθήνα
Σεράφειον Δήμου Αθηναίων, 3^{ος} όροφος

9.00 – 9.30	Προσέλευση - Εγγραφές	
9.30 – 10.30	Παρουσίαση του Ελληνικού Κόμβου Ανοικτών Δεδομένων	Κώστας Παπαδήμας , Οργανισμός Ανοικτών Δεδομένων, ΕΕΛΛΑΚ
10.30 – 12.30	Αξιοποίηση Ανοικτών Δεδομένων από Μικρομεσαίες Επιχειρήσεις και Start-ups	Κωνσταντίνος Φούσκας , Επίκουρος Καθηγητής Τμήματος Εφαρμοσμένης Πληροφορικής, Πανεπιστημίου Μακεδονίας
12.30 – 12.45	Καφές - Διάλειμα	
12.45 – 14.45	Προκλήσεις και ευκαιρίες από την αξιοποίηση των Ανοικτών Δεδομένων για τους δημόσιους φορείς	Κωνσταντίνος Φούσκας , Επίκουρος Καθηγητής Τμήματος Εφαρμοσμένης Πληροφορικής, Πανεπιστημίου Μακεδονίας
15.00	Λήξη εκδήλωσης	

11.1.4 List of participants









ODEON

Open Data for European Open iNnovation

1st Thematic Workshop

16/12/2019

PARTICIPANT LIST

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Παναγιώτης Κόλλης	ΕΡΑΛΙΑ	panos@eralia.com	

11.1.5 Photos



11.2 Second thematic workshop

11.2.1 Short description of the second thematic workshops

Short description of executed **thematic workshop** should be provided (who, when, where it was organized, how many participants has attended, what was concluded and what were results, etc.)

This thematic workshop was also combined with the launching event of the Greek Open Data Hub on 16th of December 2019 and the first thematic workshop about Open data opportunities for entrepreneurs.. The venue of the event was the same as the other, at the facilities of GFOSS, in Athens. The thematic workshop lasted for 2 hours between 12.45 and 14.45 in the noon. The overall duration of the event was six hours.

This thematic workshop was coordinated also by Mrs. Fouskas, from the Department of Applied Informatics of Universtiy of Macedonia. Following the previous workshop he presented the main benefits of the exploitation of Open Data from public organizations and policy makers and the main problems of this in Greek society. Then he presented the situation of Open Data exploitation in Greek businesses and the benefits and the competitive advantage they can gain from it.

Participants: describe the structure of participants and fill in the number of them in hierarchy table.

The stakeholders was invited with the same way as in the first workshop via email and press releases.. The workshop was attended by 12 participants. 4 SMEs, 4 start ups, 3 policy makers and research institutes. The mixing of the stakeholders was really interesting since various information and knowledge were exchanged

Participants hierarchy:

TARGET GROUP INVOLVEMENT*							
LPA	RPA	NPA	HER	ENT	SME	BSO	GP

	2		2		6		2
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11.2.2 Main conclusions, learnings

After the presentation was discussed different issues about open data exploitation in Greek companies. The key points of them were:

- The public administrations don't open their data due to lack of knowledge
- Discussion about the open data in health system
- There should be a complete management plan of open data by PA
- There is need for education in the sector of Open Data. Education for users, industry and public administration
- Push the public administration to open more data and keep them updated

11.2.3 Agenda of the event



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ΕΕΛΛΑΚ
Οργανισμός Ανοικτών Τεχνολογιών

ODEON
Open Data for European Open iNnovation

Ενακτήρια εκδήλωση για τον Ελληνικό Κόμβο Ανοικτών Δεδομένων (Greek Open Data Hub)

16 Δεκεμβρίου 2019, ΕΕΛΛΑΚ - Οργανισμός Ανοικτών Τεχνολογιών

Πρόγραμμα
Πειραιώς & Πέτρου Ράλλη, 11 845, Αθήνα
Σεράφειον Δήμου Αθηναίων, 3^{ος} όροφος

9.00 – 9.30	Προσέλευση – Εγγραφές	
9.30 – 10.30	Παρουσίαση του Ελληνικού Κόμβου Ανοικτών Δεδομένων	Κώστας Παπαδόπουλος , Οργανισμός Ανοικτών Δεδομένων, ΕΕΛΛΑΚ
10.30 – 12.30	Αξιοποίηση Ανοικτών Δεδομένων από Μικρομεσαίες Επιχειρήσεις και Start-ups	Κωνσταντίνος Φούσκας , Επίκουρος Καθηγητής Τμήματος Εφαρμοσμένης Πληροφορικής, Πανεπιστημίου Μακεδονίας
12.30 – 12.45	Καφές - Διάλειμα	
12.45 – 14.45	Προκλήσεις και ευκαιρίες από την αξιοποίηση των Ανοικτών Δεδομένων για τους δημόσιους φορείς	Κωνσταντίνος Φούσκας , Επίκουρος Καθηγητής Τμήματος Εφαρμοσμένης Πληροφορικής, Πανεπιστημίου Μακεδονίας
15.00	Λήξη εκδήλωσης	

11.2.4 List of participants

Interreg
Mediterranean
odeon

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ΕΕΛΛΑΚ
Οργανισμός Αναπτυξιακής Τεχνολογίας

ODEON

Open Data for European Open iNnovation

2nd Thematic Workshop

16/12/2019

PARTICIPANT LIST

Όνοματεπώνυμο	Όνομα Ομάδας/Επιχείρησης	Email	Υπογραφή
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11.2.5Photos

