



**BlueGrowth**  
ENTER THE SEA OF OPPORTUNITY

Maritime  
Startups  
2018

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Dear guests,

Welcome to the flagship event of BlueGrowth Piraeus “The Final Pitch - BG IV Emerging Piraeus Maritime Startups”.

We welcome you on board and thank you for your genuine interest to be a part of our marinescape!

Our aim is to infuse the day after the competition, the new beginning, with our vision which encapsulates the essence and true meaning of Blue Growth: originality, creativity, innovation, and collaboration;

To inspire Blue Growth among the Aephoria and BG teams, our Advisory Board and pool of Mentors and Coaches available to support the needs and challenges of our pioneers until the transformation of the “seed-idea” into an established, operational and robust stakeholder of the “blue” economy.

Within the next pages you shall be introduced to this year’s maritime startups while also meeting our Alumni startups from previous years which are now established companies, together with a detailed agenda of “The Final Pitch - BG IV Emerging Piraeus Maritime Startups” and the members of the BG Project Team.

Let’s have a great pitching time!

Best Regards,  
BlueGrowth Team



# BLUEGROWTH TEAM

Petros Kokkalis:  
Founder Aephoria.net / Executive City Councilor  
Local Economic Growth & Entrepreneurship, Piraeus Municipality

Nikos Ververides:  
Co-Founder Aephoria.net

Natassa Kannavou  
Piraeus Municipality, Special Advisor, Blue Growth Policy Expert

Niki Katsi  
Piraeus Municipality, Directorate of Programming and Development,  
Project Manager

Stamatia Giasirani:  
BlueGrowth Piraeus , Project Coordinator

Antreas Kantaros:  
BlueGrowth Piraeus , Project Manager

Nikolas Teodorou:  
Coordinator of the BlueGrowth Piraeus Incubation Program

Andreas Stefanidis:  
Specialist Partner of Aephoria.net



## AGENDA

**14:45** Welcoming speech and Bluegrowth Introduction from Petros Kokkalis / Executive Councillor, City of Piraeus & Aephoria Co-Founder

**14:50** Mr.Yannis Tsakiris Managing Partner Alia Blue Invest

**15:00** Pitching from 3 startups of PortXL

**15:10** Final Pitch - BG IV Emerging Piraeus Maritime Startups

- Ferryhopper
- Keeano
- Mestor
- Drop4Sea
- FRP Recycling
- Trash Power
- Nereus
- Envicraft
- Routemar
- Cyan Energy

**15:45** Closing Remarks

Moderator: Giorgos Alexandratos , Nikolas Theodorou



**MARITIME  
STARTUPS  
2018**

# CYAN Energy

## Challenge

In the last decades, the oil reduction has been a thorny issue, which causes a constantly growing need for alternative sources of energy. Especially, islands which are not connected in the mainland's power network are coming up against the problem of fulfilling the daily needs of energy for the entire island.

## Solution

Our brand proposes the installation of offshore wind turbines on the coastline of Aegean islands and the usage of battery power-packs to save energy during the day. We aim to build a network of autonomous energy islands in the Aegean. What is more, an artificial system will be constructed for the best management of the energy coming from the offshore wind turbines.

**Founders:** Tzanetos A., Papadopoulos St., Lioumis A.

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# Drop4sea

## Challenge

Sea surveillance is a major need in our days. Piracy, migration flows and constantly changing extreme weather conditions are only some of the problems that need to be addressed.

## Solution

Using Drop4sea solution we can improve safety, reduce costs, speed up processes and make access challenges a breeze.

By replacing the need for human inspections, routine maintenance can be monitored remotely in real-time by surveyors, providing instant feedback to the vessel or offshore Superintendent. This, in turn, reduces costs, increases efficiency and significantly reduces the risk to human life during essential maintenance.

**Founders:** Christos Kostakis

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# Ferryhopper P.C

## Challenge

Booking a ferry to the Greek islands can be an exciting but at the same time overwhelming process, considering the variety of options and parameters to be taken into account by the travelers. One of the main challenges is that online booking solutions offer limited services, providing only direct trip results and keeping the booking procedure complicated. Ferry travelling and island hopping in Greece are in need of a novel online approach that offers a holistic digital solution to the traveler and transforms what is now a logistical nightmare into a fun part of the trip.

## Solution

Ferryhopper brings island-hopping around Greece to your fingertips. Our innovative online platform presents you with every available direct and indirect connection to over 160 Greek islands and major ports. You can find your way between islands not directly connected, book multiple trips in one go and select e-ticket options in an advanced user interface. With Ferryhopper, you can plan your ferry trip effortlessly, book your tickets quickly, compare prices instantly, secure the cheapest fare, and start hopping!

**Founders:** Christos Spatharakis

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ferryhopper



# KEEANO

## Challenge

Travel remains one of the most competitive industries on the planet, it's incredibly crowded and brimming with innovative up and comers, and to top it all off, consumers are demanding, although not particularly loyal. With all of these challenges, however, it remains a top priority to capture consumer attention, increase revenue, and foster some level of brand loyalty.

## Solution

Keeano eliminates the conundrum of spending hours driving or sailing around to find the perfect coast for you and becomes the ultimate sea tourism tool for all travelers out there. We developed the first search engine for global coastlines providing personalized results to users. A traveler's community growing fast and enjoying tailor made vacation days near the seaside that satisfies business users' needs with exceptional services.

**Founders:** Ilias Bogordos

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**website:** <https://www.keeano.com>



# MESTOR Marine Energy Storage

## Challenge

Large cruise ships are energy intensive, since they are floating luxury hotels with all the relevant amenities (i.e. restaurants, casinos, gyms, laundries etc.). During berth stay at harbor cities, they create multilevel environmental issues, from tons of hazardous emissions (i.e. NO<sub>x</sub>, SO<sub>2</sub> etc.) to noise pollution and vibrations. Therefore, it is urgent to provide energy from shore (cold ironing) and will be mandatory for all EU ports from 2025 (Directive 2014/94/EU).

## Solution

MESTOR is an integrated smart electronic system for ports, providing on-demand electric energy for ships. This is a technique known as shorepower or cold-ironing. The essential difference that distinguishes MESTOR system from any other cold-ironing solution, is the battery storage system that contains Pb-Ac batteries with extended charge-discharge life-cycle (up to 20-year life span), alongside a novel rejuvenation system, that can increase even more the life-span of the batteries. Finally, MESTOR Energy Management System, an automatic control system for optimum battery & energy management, completes the MESTOR System. With MESTOR system sustainable blue economy is made possible!

**Founder:** Koutroumpas Spyros, Researcher @ NTUA

**Co-Founders:** Aggelopoulos Spyros, Banis George,  
Researcher @ NTUA

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# Nereus

## Challenge

Nereus is an innovative supplier of autonomous boats and is dedicated to providing a compact autonomous platform for multiple water applications. There are many companies involved in monitoring the water environment and they use inefficient and obsolete methods. They spend a great amount of resources needed to collect water data while exposing human capital in danger. Specifically, those obsolete methods require at least two technicians in a full-size boat, going from site to site to collect samples or make water measurements.

## Solution

Nereus reduces the amount of time, labor and equipment needed to collect water data compared to traditional methods. Based on our use case, companies have seen more than 640% improvement in efficiency while keeping technicians and full size vessels, on shore. Nereus autonomous boat, offers the ultimate solution, in survey flexibility and personnel safety.

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**NEREUS** 



# Recycling yachts

## Challenge

Everyone loves the sun, the sea and yachting, but nobody thinks what happens at the ends of boats' lives. Recycling yachts is an innovative start-up idea, which uses a patented process for recycling fiberglass achieving high rates of final product. Mechanically grinding fiberglass into loose fibers and powdered resin enables the usage of the recycled material to replace as much as 35 percent of the fiberglass in new products.

## Solution

Our mission is to offer a feasible and realistic solution to recreational crafts when they reach the end of their life. We offer a unique solution in the Greek market as well as in the Global market where such a solution is non-existent. Tackling marine pollution through improving waste management and increasing recycling can enable a shift to circular economy and create "green" jobs.

What's the alternative solution right now?

RECYCLING YOUR YACHT!!!

**Founder:** Kalliopi Lykourina

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# RouteMar

## Challenge

Up to this day, a vessel's route is planned through a MANUAL combination of information, given by many different systems used on the vessel's bridge.

## Solution

RouteMar is a service that can integrate all that information at once and provide route suggestions that can be monitored and adjusted according to real-time conditions. In addition, the service will be able to gather all of the vessel's sensor indications and provide a full analysis of its performance, which can, among other things, be used to reduce its consumption and CO2 emissions.

The service can be used in sailing boats and yachts too, providing different information according to the type of the ship.

**Founder:** Moschovos Georgia

**website:** [www.routemar.com](http://www.routemar.com)



# Sirius Maritime Technologies

## Challenge

Marinas and Ports often encounter problems of water pollution from passing ships and yachts and sometimes their seabed changes.

## Solution

Envicraft is a remote controlled and autonomous floating vehicle designed for use in Marinas and Ports, with the ability to monitor water quality and create a 3D representation of the seabed.

**Founders:** Achilleas Yfantis, Alex Patsias,  
Ioannis Tsenempis, Konstantinos Koulakis  
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# Trash Power

## Challenge

Greece is struggling to manage a colossal garbage problem. This phenomenon is acute in the Greek islands. Nowadays, more and more islands are facing this problem of garbage disposal creating an unhealthy environment for the local citizens. Our mission as a startup is to solve this problem with the most effective, safe and legal way, in order to offer a better quality of life.

## Solution

In order to give a solution to this problem, we combine trash and ship capacity. Nowadays, the most passenger ships return empty to their home ports, so it would be a good solution to carry garbage in the unutilized areas and as a result we solve two problems at the same time. More specifically, the service we offer is the transport of waste and recyclable materials from islands to special landfills and recycling facilities.

**Founders:** Kampourakis George, Kontogiannis Michael, Sagia Penny, Stavridou Savvato, Chatzigianni Chara

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**Facebook Page:** Trash Power







**ALUMNI**

# Aspida Nemesis

## Challenge

A unique maritime cyber security solution, compatible with virtually and on board equipment, modern and legacy included, with preliminary analysis and escalating detections, ready to alert with immediate response using satellite communications.

## Solution

Nemesis is a unique managed cyber security ecosystem designed for the Maritime Industry. It is an in-house developed bundle of hardware and software solution, tailor-made for vessels. Specially designed devices, which are nemesis delivery mechanisms, are installed in each vessel, collecting valuable security-related data and intelligence from the vessel's IT and OT systems.

It has been designed to be compatible with virtually and on board equipment, modern and legacy included. Data is collected and preliminarily analysed on board, escalating detection and response depending on severity, ready to alert experienced Cyber Security Analysts from Aspida's 24/7/365 Security Operations Center, as well as predefined personnel from the ship managing company.

It communicates using vessels' satellite communications. In case of short or long periods of disconnection and no satellite signal nemesis preserves all the data devices send and when it detects internet connectivity the system sends all the information back to Aspida infrastructure without losing a single message. Currently well after prototyping stage and already protecting the industry at high seas, nemesis is an unprecedented, inexpensive and straightforward response to the growing cyber threat in Maritime Industry.

**Founder:** Panos Moraitis  
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# BI Matters

“..Making environmental data expand your marine and coastal investment”

## Challenge

A challenge faced from the greater Blue Marinescape Ecosystem throughout the years, is the enormous amount of marine environment data that remained inaccessible and thus unused. Direct access to reliable and accurate information is crucial in dealing with threats to the marine environment, in the determination of policies and legislation. However, marine data gathering, storage and distribution in Europe has been carried out in a fragmented and not user-friendly way for many years.

## Solution

“BI matters” provides Intelligent Ecosystem Services. It is based on a business intelligence framework to store and process biodiversity data associated to the marine and coastal environment. The goal of marine BI matters is to allow the easy interpretation of environmental big data, identify new opportunities and implementing an effective strategy based on insights that can provide businesses-organization with a competitive advantage and long-term stability. BI matters ecosystem services calculate the economic value of the environment, improves your CSR and provides thematic touristic routes.

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 BI matters  
marine



# ENALEIA

## Challenge

Unemployment is a major problem in our days. A career in the fishing industry is seldom chosen as a potential job because there is not any established school for professional fishermen. Professional fishing is a craft that is mainly taught by older professional fishermen often retired and located in remote places.

## Solution

“Enaleia” is the first marketplace for the fishing sector. It trains and connects unemployed people with employers from the fishing industry, currently in Greece and now focusing on expanding in Europe. In this way, the European fishermen employees can recruit faster, better and more trained employees, and unemployed people can find high paying jobs, that do not require a university degree. We are focusing on having 5000 fishing ships and 7000 unemployed people in our platform in the next 5 years. We are paid as a typical recruitment service. Each employer pays us per matching an amount of money equal to the first salary of the employee, and the employee pays us 50% of his first salary.

**Founder:** Lfteris Arapakis  
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**website:** [www.enaleia.com](http://www.enaleia.com)



# FEAC Engineering P.C.

## Challenge

Do you want to know and accurately predict your product's behavior and performance under real world's conditions, prior to manufacturing?

## Solution

A digital twin is a cross-domain digital model that accurately represents a product, production process or performance of a product or production system in operation. The digital twin evolves and continuously updates to reflect any change to the physical counterpart throughout the counterpart's lifecycle, creating a closed-loop of feedback in a virtual environment that offers companies the best possible design for their products and production processes. By incorporating multiphysics simulation capabilities, the digital twin is a predictive analytics tool used to determine the performance characteristics of products and production systems. Your products and production systems can be consistently optimized as the digital twin receives performance information from the field (product) or the factory (production system). Elements of the digital twin are integrated through a digital thread, which connects data and intelligent models throughout your product and production equipment's lifecycles to help you understand why something is happening, and also to help you make future decisions faster.

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# Fixguard

## Challenge

Fixguard is a rating platform of Cargo Owners performance in the dry bulk Shipping market.

Ship Owners & Brokers must make quick decisions under time critical conditions whether to deal with a Cargo Owner (Charterer) or not. Due to such time pressure and lack of readily available information about cargo owning companies, they end up making risky deals and suffer heavy losses of time and money.

## Solution

Created by shipping professionals, Fixguard's innovative method automates the obsolete, manual & time consuming process of cross-checking the Cargo Owners performance history.

So by using FixGuard:

- \* Ship Owners can take instant, informed decisions and mitigate their risks,
- \* Brokers can save time and protect their reputation
- \* Cargo Owners can showcase their credibility to the market.

**Founder:** Asimakopoulos Dionysis

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# Hopwave

## Challenge

SMEs tour and outdoor activity providers find it hard to distribute their services and open to new channels to increase their reach. At the same time, they lack an entry-level, affordable

online booking management software to manage their online and offline bookings as well as sync their channels and partners.

## Solution

hopwavePRO is a booking optimization SaaS tool. It provides an easy way for the starter freelancers and SME tour and outdoor activity providers to optimize their bookings, manage and distribute their services and allows them to control their business even on their smartphone.

**Founders:** George Pilpilidis - CEO, George Siatras - CTO

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**website:** [www.hopwave.com](http://www.hopwave.com) / [www.hopwavepro.com](http://www.hopwavepro.com)



# Instayacht

## Challenge

The Greek seas are the natural habitat of thousands of wonderful islands with an increasing amount of tourists every year. Thousands of seaside villages and isolated beaches are waiting to be discovered and in most cases the only way is to hire a private boat in order to approach them. However, the only way to hire a private boat is to make prior arrangements with the local boat owners. Not only this might be proven difficult for tourists, but in many cases the decision to hire a boat is taken on the spot and no available boat can be found instantly.

## Solution

INSTAYACHT is a mobile app and a platform which connects travelers with boat-owners, for instantly or longer term available boats' rental (cruises and transfer services), under high level standards for a unique and amazing experience. In this way, the client can enjoy a unique boat-rental experience through a wide range of price options with no boating experience required – all boats are rented with a skipper. Thus, boats can be hired anywhere in Greece, according to your own schedule and at a fraction of the cost.

**Founders:** Dimitris Koutsolioutsos, Stamatis Papageorgiou

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# Nostimo

Our mission is to bring to both the Greek and international markets one of the highest quality but currently underexploited Greek products – natural, unrefined sea salt.

## Challenge

In parts of Greece salt continues to be harvested by hand from natural rock pools following ancient and wholly sustainable techniques. This type of salt is highly sought after in foreign markets for both its taste and beneficial properties yet at present very few people know how to make the harvest and the small production rarely goes outside of a very limited local circle.

## Solution

Our aim is to create a network that will support, maintain and promote this ancient natural process of salt production. Through this network we will help micro-producers can reach the international market, promote the health and environmental benefits of hand-harvested Greek salt, and use the production process to raise awareness and provide education around environmental issues.

**Founder:** Vivian Karavia

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# Openichnos Hellas Private Company

## Challenge

Openichnos is an energy autonomous, global tracking and IoT gateway, achieving the realisation of the Connected Yacht vision.

A Yacht at sea involves great risks for all parties involved. Owners risk their assets, Charterers risk having damage disputes and unhappy customers while the crew risk their own lives.

## Solution

Openichnos uses cutting-edge technology to provide a complete fleet management solution for the yacht industry globally. With Openichnos, the asset owner/charterer is able to monitor in real time the environment of their asset (weather, depth, etc) through with data received from the yacht's sensors.

So by using Openichnos they can:

- Take instant action
- Keep their assets and people on board safe
- Manage their fleet remotely and accurately

**Founders:** Koutras George, Themis Kutsurasu

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**website:** [www.openichnos.com](http://www.openichnos.com)



# PHEE

## Challenge

PHEE exploits waste to develop bio-materials and end-products that will challenge conventional materials in every aspect; from cost effectiveness to customer satisfaction and global footprint.

The resource that PHEE is currently harnessing is the dead leaves of the sea plant *Posidonia Oceanica*. PHEE's team came first in converting what once was considered to be waste and a socioeconomic burden into an innovative sustainable material.

## Solution

The first marketable application of PHEE's bio-based composite material is the PHEE-board. It's a highly aesthetic cellulose-based material can be utilized to develop high value-added products such as accessories and furniture.

PHEE's activity encloses sustainability and the social economy at its core. We aspire to reduce waste by producing eco-friendly products that will be integrated at people's everyday life.

**Founder:** Stavros Tsompanidis

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# Sail in Greece

## Challenge

The lack of appropriate vessels to organize small ship cruises in Greece was and still is the biggest challenge that tour operator and travel agencies encounter, who wish to offer a cruise in Greek islands to their clients.

## Solution

Small ship cruises is a very popular product in neighbouring countries, such as Croatia and Turkey, was non-existent until our company was established and started the importation of suitable vessels. We offer a fleet of eight fully owned motor sailing boats and in three years time we will operate in all geographical regions within Greece.

**Founder:** Alexander Nastos  
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**website:** www.sail-ingreece.com



# SEALEAU

## Challenge

Treatment of wastewater has typically been neglected as an important element of industrial practice. End-users are primarily focused on the efficiency and quality of their output or product and do not have in-house expertise in water treatment. They tend to regard wastewater streams as an inconvenient by-product and also consider wastewater streams to be particularly complex in terms of their composition, often requiring a water specialist to treat them effectively. Industries struggle with wastewater management issues and permits. This results in increased costs, related either to wastewater treatment costs or potential fines. They currently discharge salty wastewater into (sub) surface water, seawater and sewage.

## Solution

As a technology providing company with a strong expertise in wastewater management, SEALEAU can provide relief to the industry. Desalination is the only technology able to remove salts and purify raw water. A technology that removes/recovers salts from the wastewater generated from industries is missing on the market today. SEALEAU technology generates no waste-water streams. It takes all the salty wastewater of an industry and converts it completely into useful end products. For industries this means that current limitations to increasing production capacity due to dumping wastewater regulations will be eliminated. This also provides an opportunity to increase production capacity.

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# XYZ 3D Laser Scanning Services

## Challenge

Ship surfaces have always been measured by using traditional methods. Potential dimensional inaccuracies due to these methods of measurement usually raise costs for the ship-owners. The challenge is even higher when it comes to measure internal tanks or other complex structures within a ship because of their complex geometry. Their distinct / unusual shapes are very difficult to be accurately measured especially in cases where tanks suffer from structural deformation.

## Solution

XYZ provides an accurate 3D Laser Scanning solution that offers 'as built' measurements and 3D model of the ship's structure. XYZ utilizes its experience in surveying and depicting complex steel structures (e.g. fitting the steel roof on Karaiskaki Stadium) in order to provide a virtual tour of each vessel. Users can obtain measurements anywhere on the picture. In this way, quick cost savings are achieved and, hence, there is no need for costly trips to the ship. Virtual tour allows all measurements in the internal and external surfaces of the ship achieving maximum accuracy for large dimensions, full scan of the ship's body in 8-12 hrs and accurate definition of deformation.

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