

Cyprus Information Day – 7th October 2024



Geomatics (Cyprus) Ltd

Activities and lessons learnt



**Geomatics
(Cyprus) Ltd**

True colour image
acquired by Copernicus Sentinel-2
July 16, 2024



Name: Geomatics (Cyprus) Ltd

Creation date: 18/12/2008

Number of employees: 4 employees & 2 shareholders (6)

Core competences: Web platforms development and operation, Satellite and aerial image processing, EO and space downstream services, 3D mapping and smart cities

% Space Revenue: 65% space related revenue vs 35% non-space.

Key customers: Governmental agencies & Universities, Satellite downstream services, App & software developers, Business consultant companies

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Space project(s) with ESA overview



Highlighted Space Project: Monitoring CypRus ecOnomy by Space II (MICROS II)

Purpose/ Goal of the project: MICROS II aims to develop an autonomous platform for the extraction of real-economy trends using EO data and assets



Keywords and key technologies: Correlation analysis, Econometric statistical data, EO processing methodologies, econometric nowcasting data

Target customers: Local Governments, Business consultant companies, Maritime companies & Transport companies, Import/export companies, Touristic operators/ hotels, Construction & material companies working at port, airport and urban infrastructure expansion and maintenance, Real estate-banking, Port authorities

Key successes to date: User requirements definition (through workshop), End-to-end EO pipelines development applicable to different sectors, System architecture, User steps/story maps

Key difficulties to date: Limited availability of sector-specific statistical data, Establishing a clear connection between economy and EO, Defining an automated procedure econometric models for diverse use cases (e.g. in CY & IT) and various EO data

Other Space projects:

1. ESA Contract No. 4000xxxxxx/19/NL/SC - FEASIBILITY STUDY OF CYPRUS SPACE SECTOR DEVELOPMENT - Cyprus spacE sectoR dEvelopment Study (CERES)
2. ESA Contract No. 4000136060/21/NL/SC - "MonItoring CypRus ecOnomy by Space (MICROS)
3. ESA Contract No. 4000145333/24/NL/MH/yd - "CircularEconomy4OliveTrees" (CIRE4OT)
4. 2020-MSCA-RISE-2019 - Risk analysis of archaeological sites using EO monitoring and Artificial Intelligence (YADES)
5. H2020-MSCA-RISE-2020 - EconomyBySpace (EYE)



Writing proposals:

1. **Established ESA templates are very helpful** – templates (e.g. for PECS funding) provide clear guidelines and make the proposal writing process structured and easy to follow.
2. **Define clear and precise technical requirements** – Defining the correct technical requirements to closely follow the project's progress can sometimes be difficult and is the most important aspect of a project

Running ESA Activities:

1. **ESA's unique nomenclature can be challenging** – Different ESA programs use varied terms, templates, and timelines, which can sometimes be difficult to follow and navigate.
2. **Flexibility to adjust timelines** – ESA understands unexpected challenges, particularly in EO data processing, allowing flexible project timelines to accommodate delays.

Finding and Working with international Partners:

1. **Common platform for ESA partners** – There should be a shared platform where ESA partners can easily see each other's work and communicate efficiently, facilitating new collaborations.
2. **Maintaining relationships is a challenge** – The initial partnership may start well, but sustaining communication and engagement throughout the project lifecycle is often difficult.

Finding Customers and commercialisation:

1. **Use demonstrations and pilot projects** – Providing potential clients with small-scale demos or pilots is a great way to prove the platform's value in real-world applications.
2. **Focus on specific market needs** – Ensuring your offering addresses particular needs of a target market is needed for an effective commercialization.

Vision of the future for the company and the product (10yrs from now)

- To grow and expand our annual turnovers from space-based activities
- To broaden our international cooperations and to further establish our position in the Cypriot downstream space sector
- To be involved in more space upstream activities and relevant success stories in Cyprus and Europe
- To fully migrate all EO services in a cloud-based environment
- To further develop and promote our solutions for everyday use case scenarios. Merging EO with real economy figures.

Key next steps to achieve this:

We are actively looking for international partnerships with industry and academia for:

- Cloud data storage, processing and advanced computing capacity
- Embedded systems and onboard image processing nodes
- IoT integrations and smart connectivity
- Contribute to Upstream and downstream space activities
- Commercial and R&D proposals in space sector