

Cyprus Information Day – 7th October 2024



ATLANTIS Environment & Innovation

Activities and lessons learnt

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



Name: ATLANTIS PERIVALLON KAI KAINOTOMIA LTD

Creation date: 10/06/2000

Number of employees: 10



Core competences:

*Environmental Modelling (Desertification, Air quality, Water resources, Environmental Noise).
Biodiversity Mapping and Assessment.
Environmental Legal Compliance (EIA, SEA, IED, Environmental due diligence).*

% Space Revenue: 15%

Key customers:

Cyprus Public Sector (30%), EU (30%), Commercial Cyprus (30%), Commercial international (10%).

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Space project(s) with ESA overview

Highlighted Space Project: *EDAFOS*

Purpose/ Goal of the project: *Prepare a desertification risk mapping, assessment and management tool*

Keywords and key technologies:

Desertification, Land Degradation, Sustainable land use management.

Target customers: *Environmental Management Agencies.*

Key successes to date:

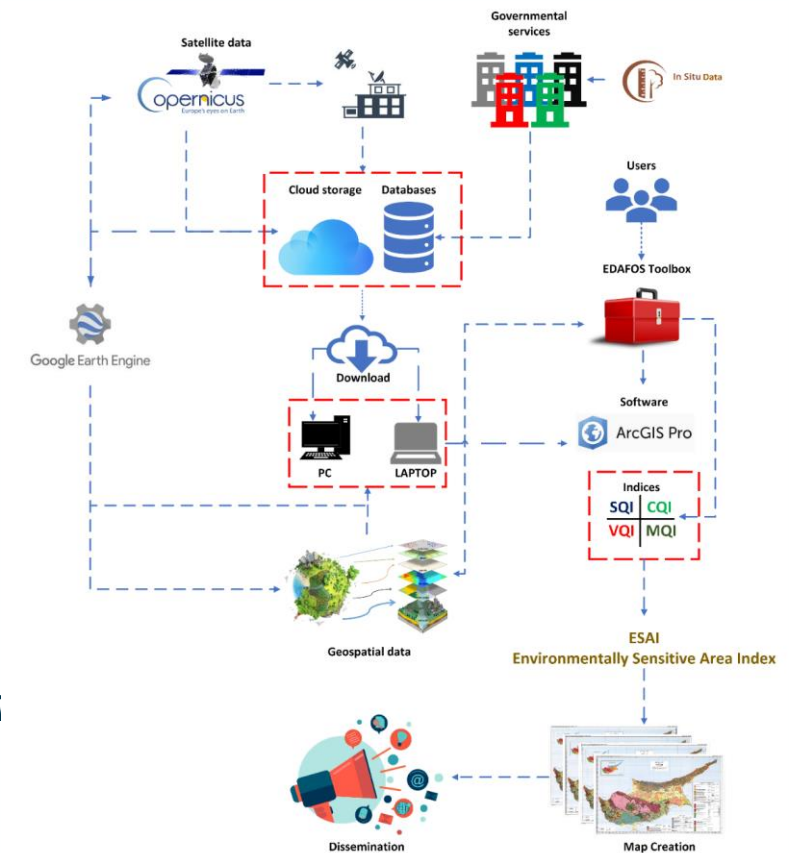
Development of the EDAFOS Platform and associated tools

Use of the tool methodology to prepare and ecological restoration management plan in AIUla, Saudi Arabia.

Key difficulties to date:

Existing desertification risk assessment methods are excessively parameterised. EDAFOS Tool Scope is limited to desertification which restricts market to the public sector.

Other Space projects: *No other space projects at present.*



Writing proposals:

1. Ensure the scope is realistic.
2. It is best to secure access to data prior to rather than during the project
3. Start project design with a potential client in mind.

Running ESA Activities:

1. *Make sure everyone is very clear not only on their responsibilities but also on your expectations.*
- 2.
- 3.

Finding and Working with international Partners:

1. Networking and working with existing clusters makes life much easier
2. Physical presence in networking events is much more effective than online networking facilities
3. LinkedIn has been useful for us but only in periods when frequent and useful content was entered

Finding Customers and commercialisation:

1. Showcasing prior success is key.
2. We rely on local partners for developing business in other countries.
3. Using co-funding opportunities helps enter new markets

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

- *Desertification Risk Mapping for the Nile catchment.*
- *Established environmental modelling service provider.*

Key next steps to achieve this:

1. Networking with potential clients and collaborators in target areas
2. *Increase environmental modelling capacity through research*
3. Expand inhouse resources