



# QR-Patrol PRO

## Guard Tour Patrol System

QR Patrol Pro – A cost effective cloud-based platform for delivering the highest level of security, supervision and management for security companies utilizing Push-to-Talk and integrating Internet of Things technologies.

### D10.4 Flyer, newsletter and video

**Version: 2.0**

**Due: 31/03/2017**

**Completed: Month 9**

<b>Deliverable:</b>	<b>D10.4</b>
<b>Title:</b>	Flyer, newsletter and video
<b>Work Package:</b>	WP 10
<b>Due:</b>	M 9
<b>Type:</b>	PU
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<b>Abstract:</b>	Create flyers for QR-Patrol PRO for use to exhibitions, conferences, meetings with partners and customers and for our website. Newsletter for e-mail marketing, press releases and articles to security journals and blogs and for the website. Create videos for marketing purposes and for training partners and users.
<b>Keywords:</b>	Dissemination, Marketing, Impact, Flyers, Newsletters, Press Releases, Articles, Blogs, Videos
	The project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No 719375

**Disclaimer excluding Agency responsibility**

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Version and controls:

Version	Date	Reason For Change	Editor
1	20/12/2016	Gathering of the available material till that date	Alexis Foukis
2	20/03/2017	Gathering of the available material till that date	Alexis Foukis
3	23/03/2017	Final release	Alexandros Tagkas

## Executive Summary

This deliverable D10.4 – “Flyer, newsletter and video” has been created, as part of the Work package WP10, Dissemination of results. The main purpose for the document is to accompany the deliverable D10.2 summary business plan exploitation and dissemination system, in order to showcase how the decided dissemination strategy is translated into tangible results.

The process of creating content for dissemination purposes would be ongoing through the lifespan of the project QR-Patrol PRO and new additions are expected to occur in this document on the following years.

The project use various channels in order to reach the target audience. Created material is structured and presented into the following main categories:

- **Newsletters**

This service enable interested parties to be informed of the project activities and new features during the project lifetime. A professional emailing solution (Mailchimp) is used to ensure the best delivery rate. Email lists available can be managed in a way that, based on the preferred target group, it is possible to target specific demographics, location and different profiles of the selected audience. In that effectively promote the conveyed message by reaching an audience at global scale in a fast and cost-effective way.

- **Videos**

Easily shared on the web and displayed on wide screens for training or dissemination purposes, videos are a very effective way to communicate. When new functionalities and software features are developed for QR-Patrol PRO depending on their complexity, video tutorials will be produced in order to better explain them to current and new customers allowing to make the most of what can be offered. In case there is a need for showcasing the project on dissemination activities, for example exhibitions, demonstration videos will be created too.

- **Flyers**

To better promote the project when participating in exhibitions, trade fairs, workshops and other events, Terracom Informatics Ltd will publish a number of leaflets that will be distributed on the other participants-visitors. Based on the event and the identified target group to better convey the proposed message, the structure, the number of the pages and the layout will be specifically designed tailormade to the specific needs of the event.

- **Press Releases**

Involvement of press and media is fundamental in order to communicate and disseminate the project results. Newsletters as well as invitations will be sent in to major media in order to get acquainted with the QR-Patrol PRO project and review its unique capabilities.

- **Blogs**

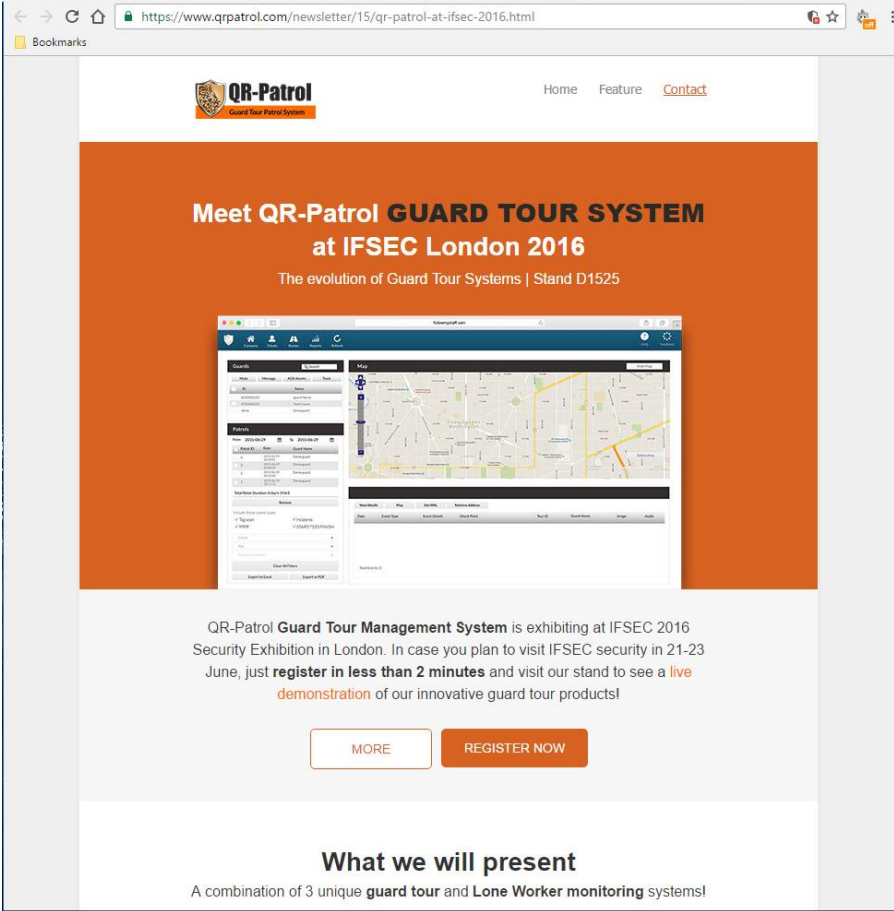
Throughout the duration of the project a blog will be created and updated at a constant pace in order to inform the ones interested on how the project is progressing and in what is the implementation team currently working on.

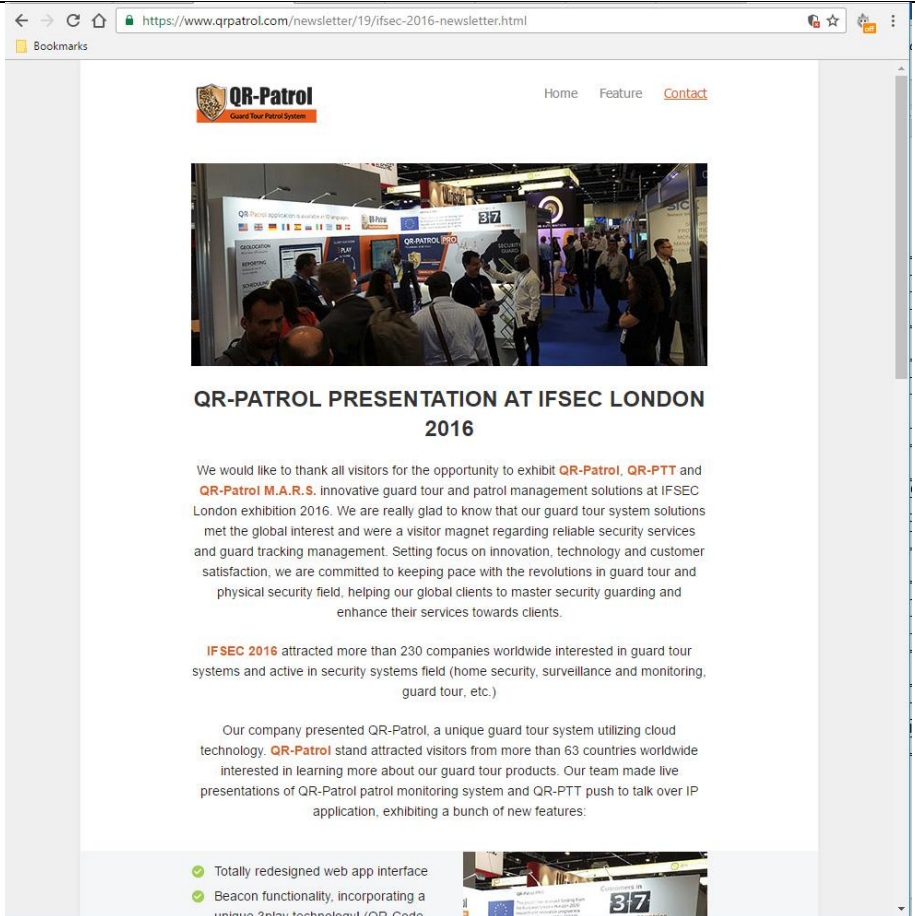
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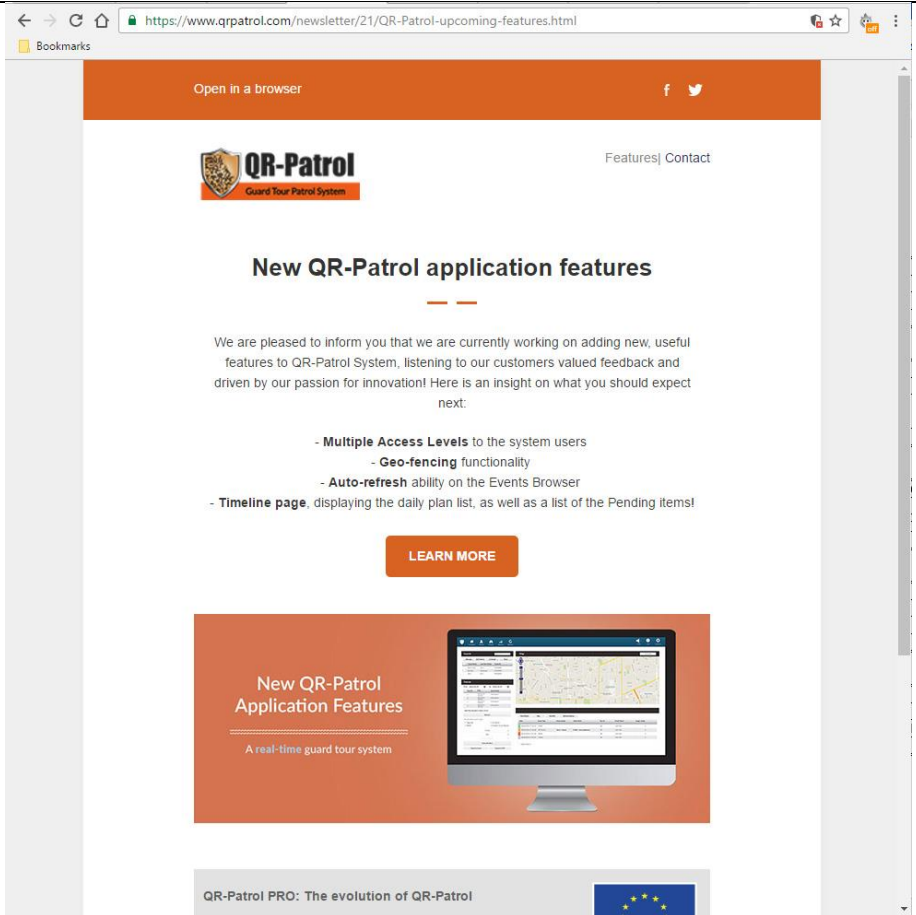
## 1. Newsletters

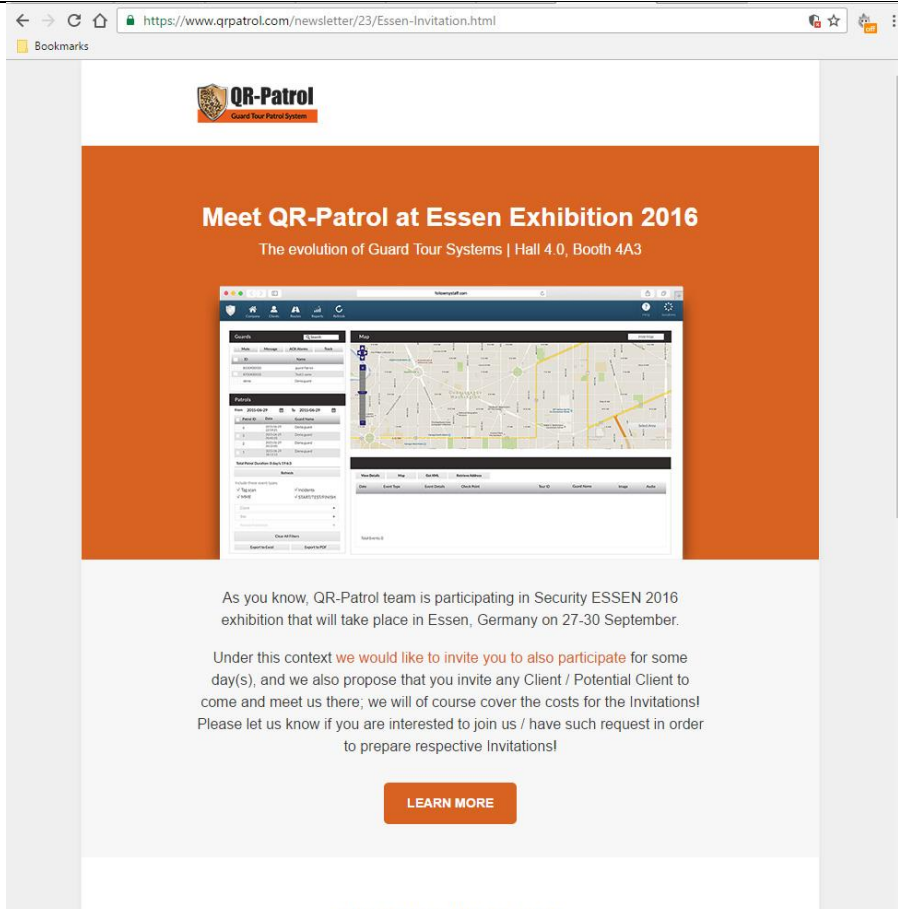
Project newsletters, enable interested parties to be informed of the project activities and new features.

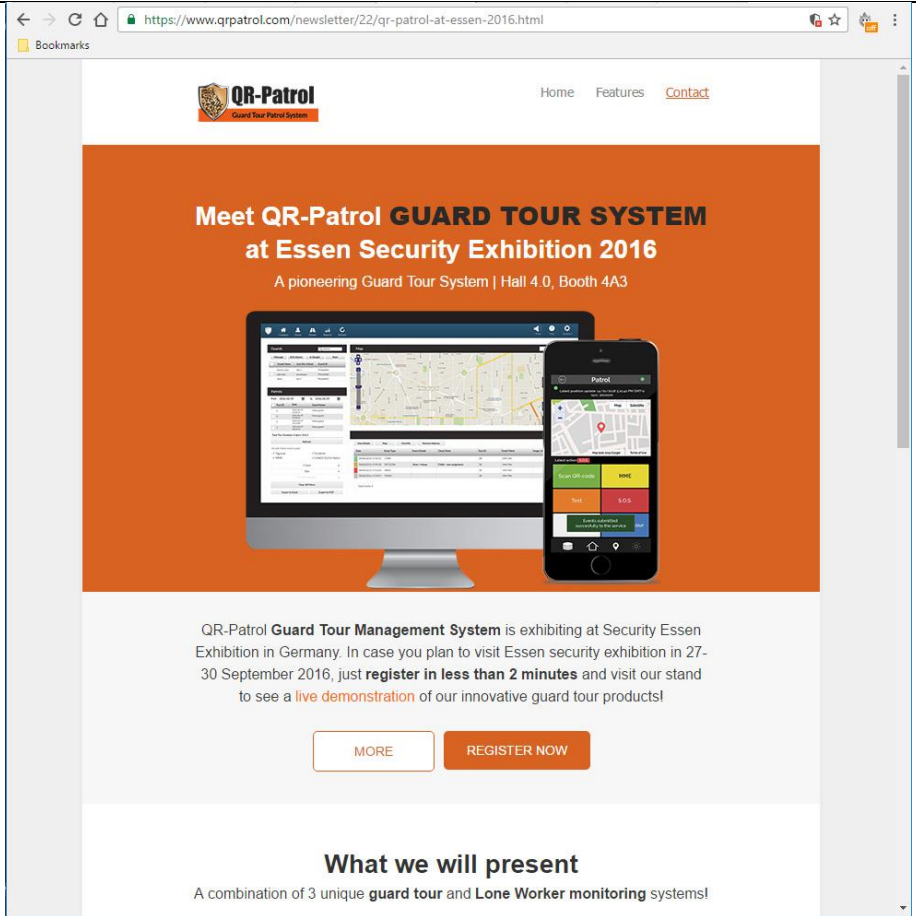
Title	<b>Meet QR-Patrol PRO Guard Tour System at IFSEC London 2016</b>
Date	20 June 2016
Subscribers	15.814
Link	<a href="https://www.qrpatrol.com/newsletter/15/qr-patrol-at-ifsec-2016.html">https://www.qrpatrol.com/newsletter/15/qr-patrol-at-ifsec-2016.html</a>
Screenshot	

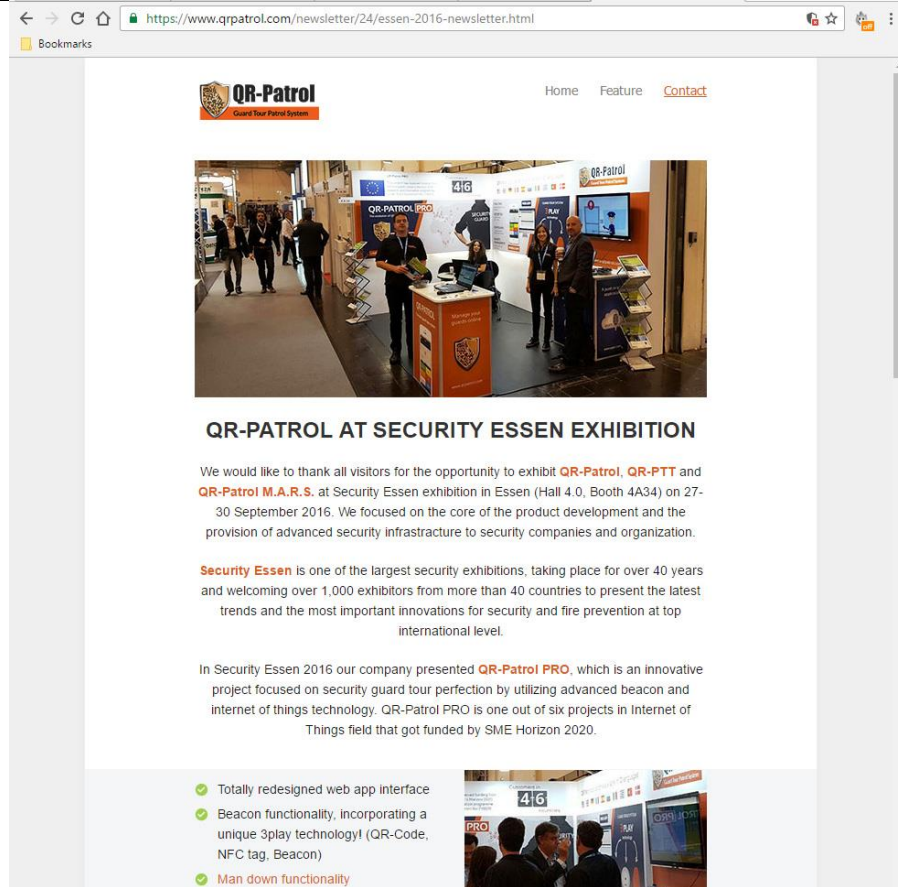
Title	<b>QR-Patrol PRO Presentation at IFSEC London 2016</b>
Date	29 June 2016
Subscribers	16.031
Link	<a href="https://www.qrpatrol.com/newsletter/19/ifsec-2016-newsletter.html">https://www.qrpatrol.com/newsletter/19/ifsec-2016-newsletter.html</a>
Screenshot	 <p>The screenshot shows a web browser displaying a newsletter page. The URL in the address bar is <a href="https://www.qrpatrol.com/newsletter/19/ifsec-2016-newsletter.html">https://www.qrpatrol.com/newsletter/19/ifsec-2016-newsletter.html</a>. The page has a header with the QR-Patrol logo and navigation links for Home, Feature, and Contact. Below the header is a large photo of the QR-Patrol exhibition stand at the IFSEC London 2016 event. The main title of the newsletter is 'QR-PATROL PRESENTATION AT IFSEC LONDON 2016'. The text below the title expresses gratitude to visitors and mentions the company's innovative guard tour and patrol management solutions. It also states that the IFSEC 2016 event attracted more than 230 companies worldwide interested in guard tour systems. The newsletter concludes by mentioning the company's presentation of QR-Patrol, a unique guard tour system utilizing cloud technology, and lists two key features: a redesigned web app interface and beacon functionality.</p>

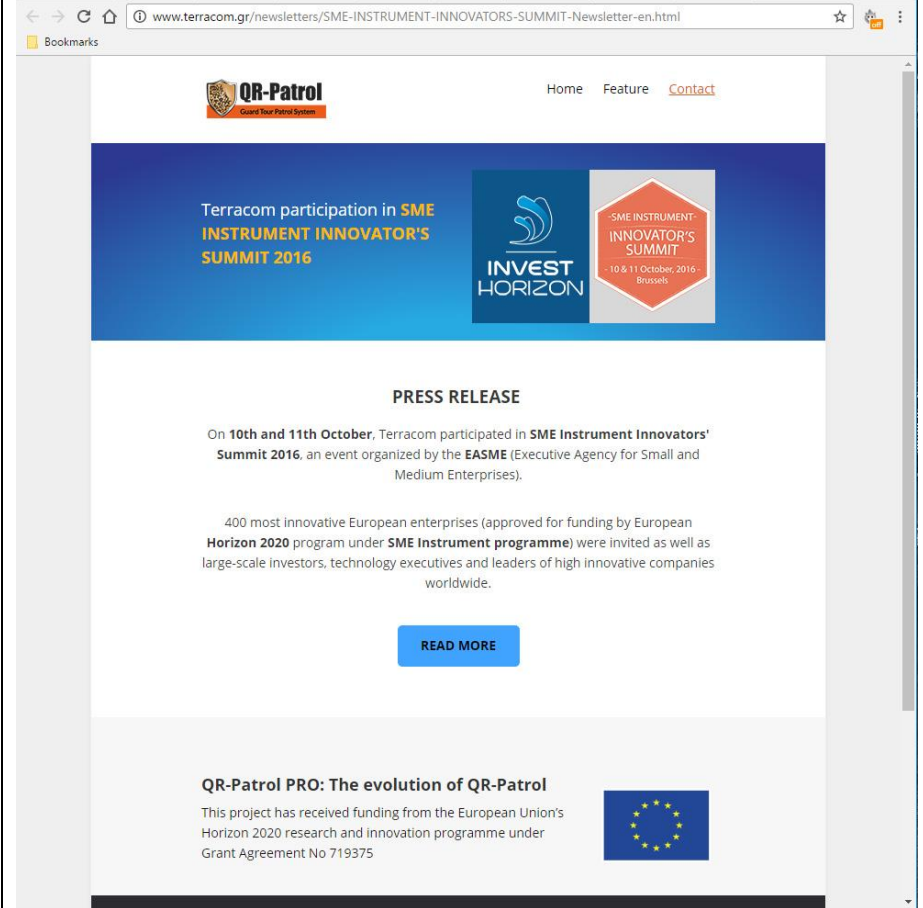


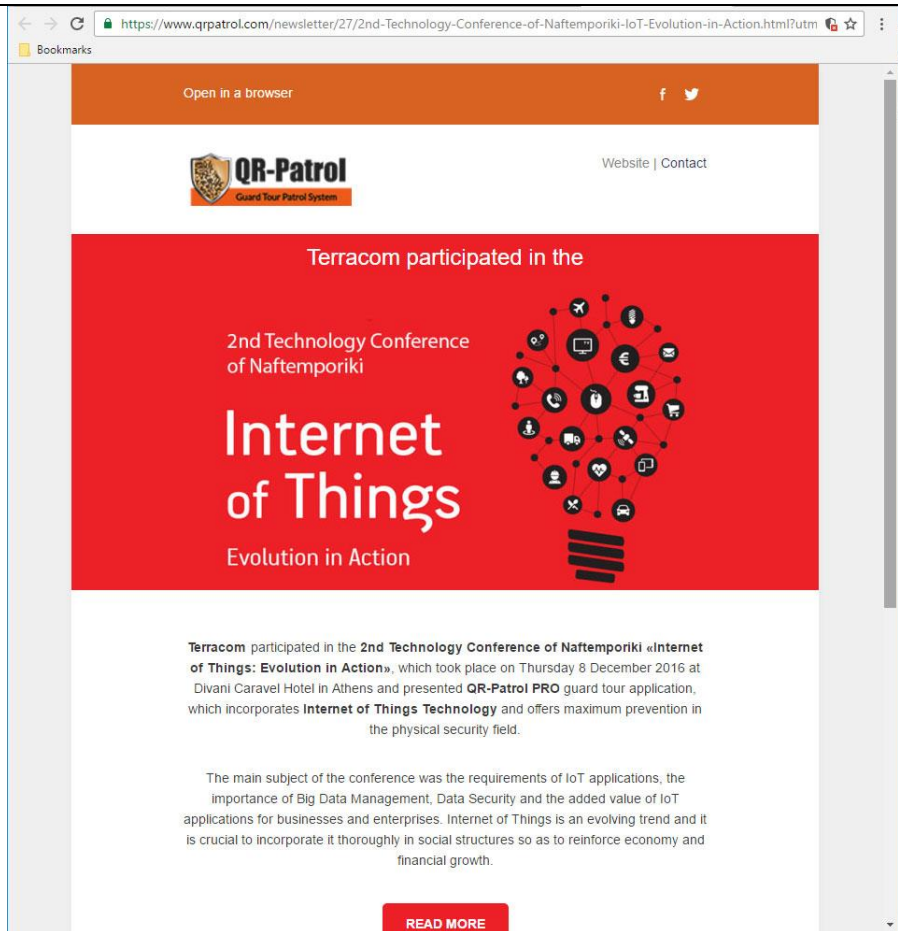
Title	<b>New QR-Patrol PRO application features</b>
Date	11 July 2016
Subscribers	16.110
Link	<a href="https://www.qrpatrol.com/newsletter/21/QR-Patrol-upcoming-features.html">https://www.qrpatrol.com/newsletter/21/QR-Patrol-upcoming-features.html</a>
Screenshot	 <p>The screenshot shows a web browser displaying a newsletter page for QR-Patrol. The page has an orange header with the QR-Patrol logo and navigation links for 'Features' and 'Contact'. The main content area is white and features the title 'New QR-Patrol application features' in bold. Below the title, a paragraph states: 'We are pleased to inform you that we are currently working on adding new, useful features to QR-Patrol System, listening to our customers valued feedback and driven by our passion for innovation! Here is an insight on what you should expect next:'. This is followed by a bulleted list of features: '- Multiple Access Levels to the system users', '- Geo-fencing functionality', '- Auto-refresh ability on the Events Browser', and '- Timeline page, displaying the daily plan list, as well as a list of the Pending items!'. A blue 'LEARN MORE' button is positioned below the list. At the bottom, there is a large orange banner with the text 'New QR-Patrol Application Features' and 'A real-time guard tour system', accompanied by an image of a computer monitor displaying the QR-Patrol software interface. The footer of the page includes the text 'QR-Patrol PRO: The evolution of QR-Patrol' and a small European Union flag.</p>

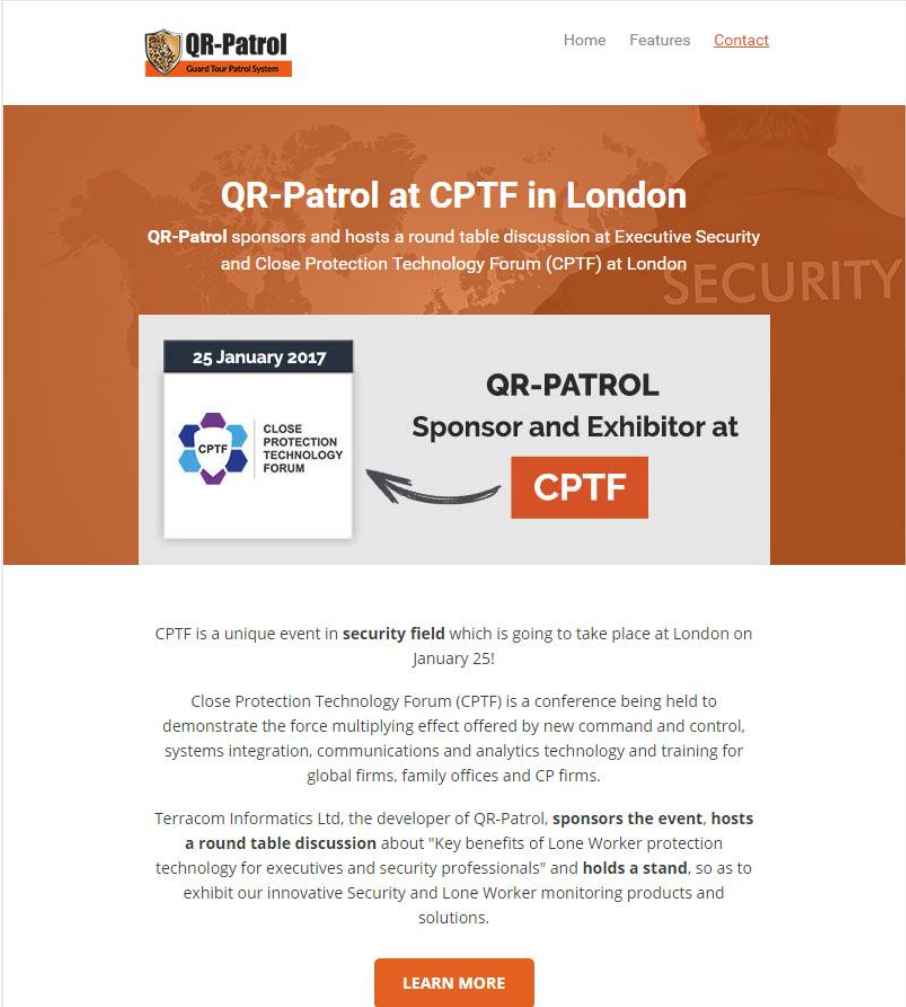
Title	<b>Meet QR-Patrol PRO at Essen Exhibition 2016</b>
Date	5 Sept 2016
Subscribers	16.012
Link	<a href="https://www.qrpatrol.com/newsletter/23/Essen-Invitation.html">https://www.qrpatrol.com/newsletter/23/Essen-Invitation.html</a>
Screenshot	 <p>As you know, QR-Patrol team is participating in Security ESSEN 2016 exhibition that will take place in Essen, Germany on 27-30 September.</p> <p>Under this context we would like to invite you to also participate for some day(s), and we also propose that you invite any Client / Potential Client to come and meet us there; we will of course cover the costs for the Invitations! Please let us know if you are interested to join us / have such request in order to prepare respective Invitations!</p> <p><a href="#">LEARN MORE</a></p> <p>What we will present</p>

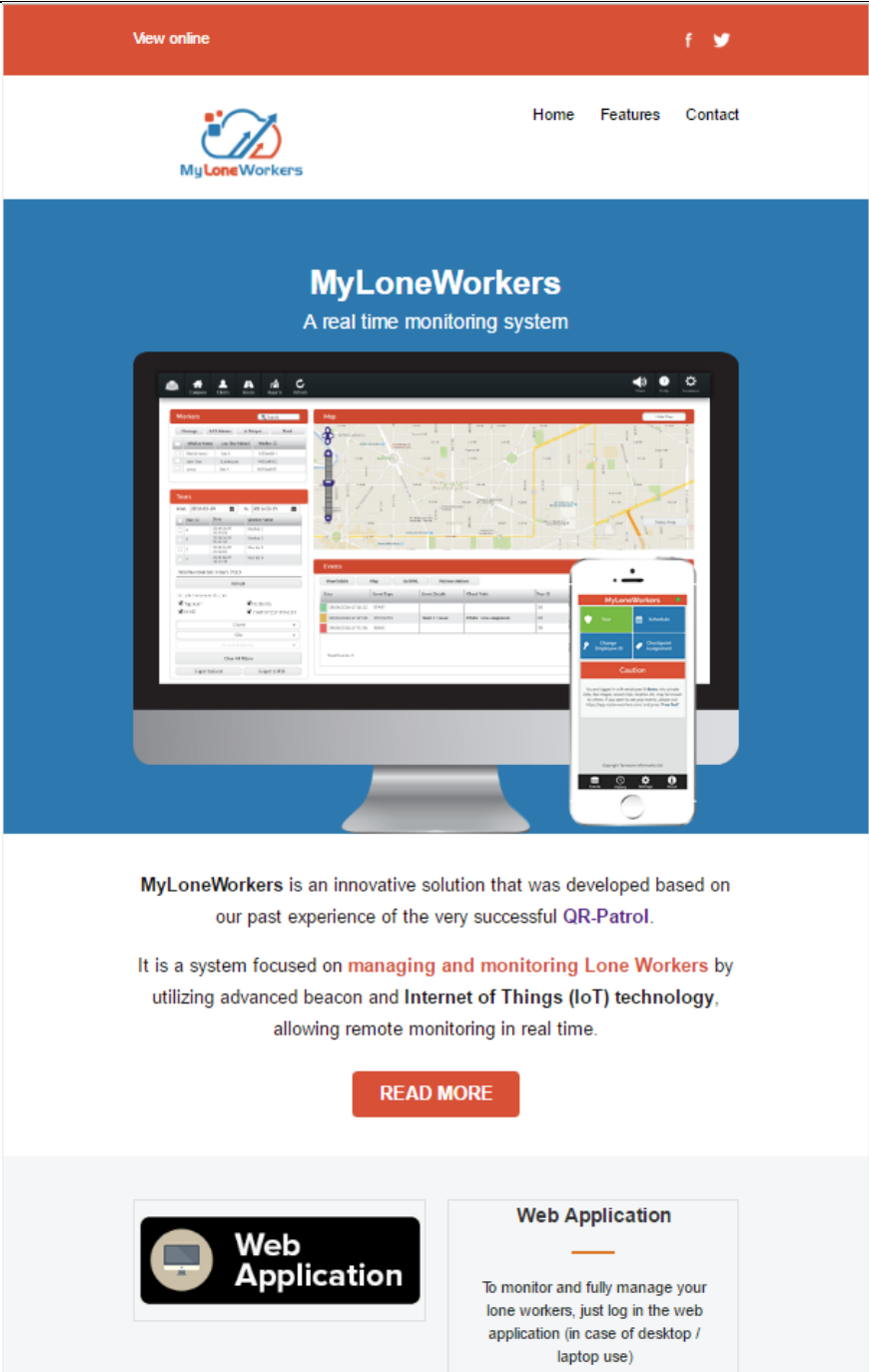
Title	Meet QR-Patrol PRO Guard Tour System at Essen Security Exhibition 2016
Date	26 Sept 2016
Subscribers	16.005
Link	<a href="https://www.qrpatrol.com/newsletter/22/qr-patrol-at-essen-2016.html">https://www.qrpatrol.com/newsletter/22/qr-patrol-at-essen-2016.html</a>
Screenshot	 The screenshot shows a web browser displaying a newsletter page for QR-Patrol. The page has a white background with a large orange banner. At the top left is the QR-Patrol logo, and at the top right are links for Home, Features, and Contact. The banner contains the text 'Meet QR-Patrol GUARD TOUR SYSTEM at Essen Security Exhibition 2016' and 'A pioneering Guard Tour System   Hall 4.0, Booth 4A3'. Below this is an image of a computer monitor and a smartphone, both displaying the QR-Patrol software interface. Under the image, the text reads: 'QR-Patrol Guard Tour Management System is exhibiting at Security Essen Exhibition in Germany. In case you plan to visit Essen security exhibition in 27-30 September 2016, just register in less than 2 minutes and visit our stand to see a live demonstration of our innovative guard tour products!'. There are two buttons: 'MORE' and 'REGISTER NOW'. At the bottom, the text says 'What we will present' followed by 'A combination of 3 unique guard tour and Lone Worker monitoring systems!'. The browser's address bar shows the URL: https://www.qrpatrol.com/newsletter/22/qr-patrol-at-essen-2016.html.

Title	<b>QR-Patrol PRO at Security Essen Exhibition</b>
Date	15 Oct 2016
Subscribers	15.994
Link	<a href="https://www.qrpatrol.com/newsletter/24/essen-2016-newsletter.html">https://www.qrpatrol.com/newsletter/24/essen-2016-newsletter.html</a>
Screenshot	 <p>The screenshot shows a web browser displaying a newsletter page. The URL in the address bar is <a href="https://www.qrpatrol.com/newsletter/24/essen-2016-newsletter.html">https://www.qrpatrol.com/newsletter/24/essen-2016-newsletter.html</a>. The page has a header with the QR-Patrol logo and navigation links: Home, Feature, and Contact. The main content area includes a large photo of the QR-Patrol booth at the Security Essen Exhibition. Below the photo is the title 'QR-PATROL AT SECURITY ESSEN EXHIBITION'. The text on the page reads: 'We would like to thank all visitors for the opportunity to exhibit QR-Patrol, QR-PTT and QR-Patrol M.A.R.S. at Security Essen exhibition in Essen (Hall 4.0, Booth 4A34) on 27-30 September 2016. We focused on the core of the product development and the provision of advanced security infrastructure to security companies and organization. Security Essen is one of the largest security exhibitions, taking place for over 40 years and welcoming over 1,000 exhibitors from more than 40 countries to present the latest trends and the most important innovations for security and fire prevention at top international level. In Security Essen 2016 our company presented QR-Patrol PRO, which is an innovative project focused on security guard tour perfection by utilizing advanced beacon and internet of things technology. QR-Patrol PRO is one out of six projects in Internet of Things field that got funded by SME Horizon 2020.' At the bottom, there is a list of features with green checkmarks: 'Totally redesigned web app interface', 'Beacon functionality, incorporating a unique 3play technology! (QR-Code, NFC tag, Beacon)', 'Man down functionality', and 'Real-time guard tour management'. A small photo of the booth is also included.</p>

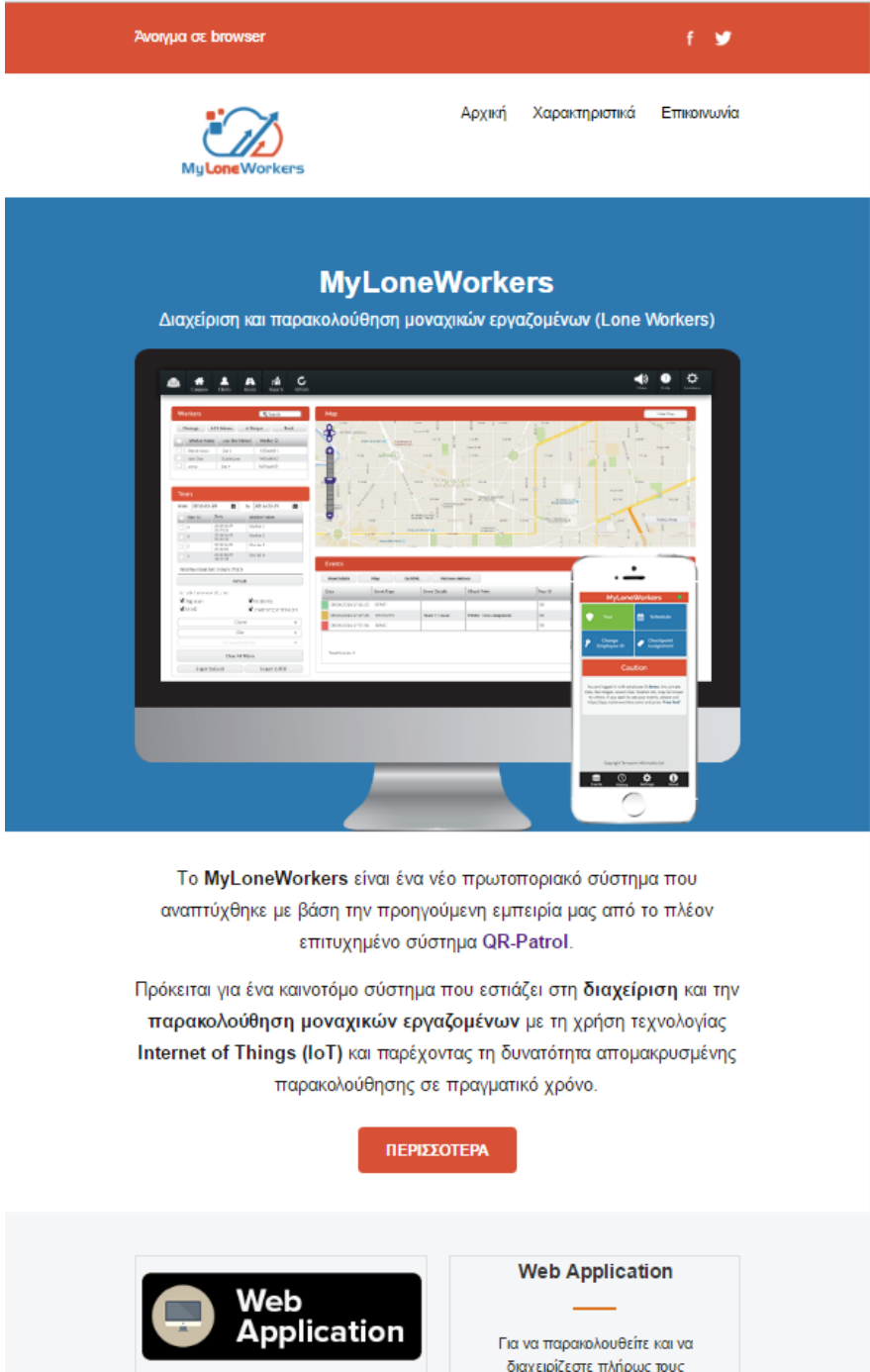
Title	<b>Terracom participation in Instrument Innovators' Summit 2016</b>
Date	19 Oct 2016
Subscribers	15.907
Link	<a href="http://www.terracom.gr/newsletters/SME-INSTRUMENT-INNOVATORS-SUMMIT-Newsletter-en.html">http://www.terracom.gr/newsletters/SME-INSTRUMENT-INNOVATORS-SUMMIT-Newsletter-en.html</a>
Screenshot	 <p>The screenshot shows a web browser displaying a newsletter from Terracom. The URL in the address bar is <a href="http://www.terracom.gr/newsletters/SME-INSTRUMENT-INNOVATORS-SUMMIT-Newsletter-en.html">www.terracom.gr/newsletters/SME-INSTRUMENT-INNOVATORS-SUMMIT-Newsletter-en.html</a>. The page has a header with the QR-Patrol logo and navigation links: Home, Feature, and Contact. Below the header is a large banner with a blue background. On the left, it says 'Terracom participation in SME INSTRUMENT INNOVATOR'S SUMMIT 2016'. In the center is the 'INVEST HORIZON' logo. On the right is a red hexagonal badge that says 'SME INSTRUMENT INNOVATOR'S SUMMIT' and '10 &amp; 11 October, 2016 - Brussels'. Below the banner is a section titled 'PRESS RELEASE'. The text reads: 'On 10th and 11th October, Terracom participated in SME Instrument Innovators' Summit 2016, an event organized by the EASME (Executive Agency for Small and Medium Enterprises). 400 most innovative European enterprises (approved for funding by European Horizon 2020 program under SME Instrument programme) were invited as well as large-scale investors, technology executives and leaders of high innovative companies worldwide.' Below this text is a blue button labeled 'READ MORE'. At the bottom of the page, there is a section titled 'QR-Patrol PRO: The evolution of QR-Patrol' with text stating: 'This project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No 719375'. To the right of this text is the European Union flag logo.</p>

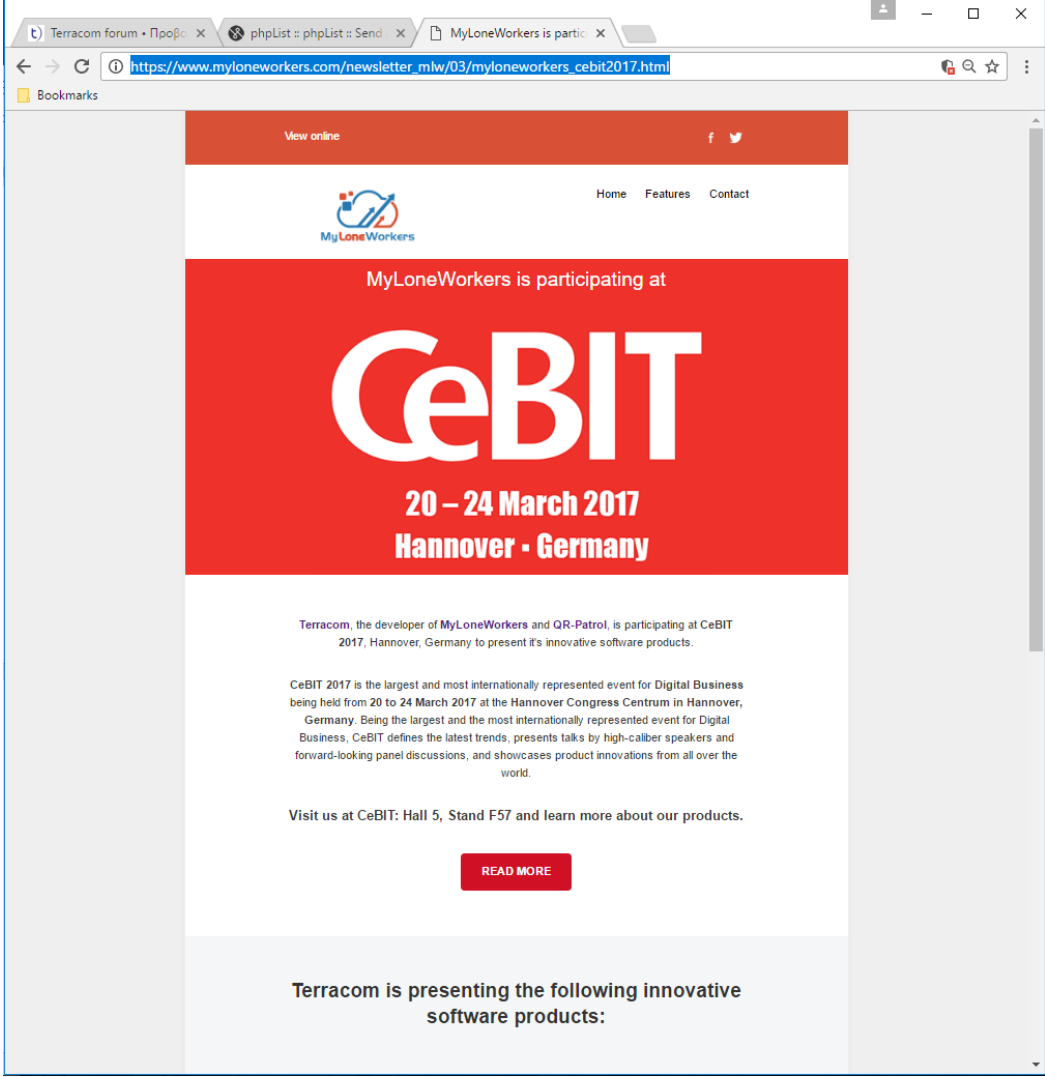
Title	<b>Terracom participated in the 2nd Technology Conference of Naftemporiki «Internet of Things: Evolution in Action»</b>
Date	14 Dec 2016
Subscribers	16025
Link	<a href="https://www.qrpatrol.com/newsletter/27/2nd-Technology-Conference-of-Naftemporiki-IoT-Evolution-in-Action.html">https://www.qrpatrol.com/newsletter/27/2nd-Technology-Conference-of-Naftemporiki-IoT-Evolution-in-Action.html</a>
Screenshot	 <p>The screenshot shows a web browser displaying a newsletter page. The URL in the address bar is <a href="https://www.qrpatrol.com/newsletter/27/2nd-Technology-Conference-of-Naftemporiki-IoT-Evolution-in-Action.html?utm">https://www.qrpatrol.com/newsletter/27/2nd-Technology-Conference-of-Naftemporiki-IoT-Evolution-in-Action.html?utm</a>. The page has an orange header with the text 'Open in a browser' and social media icons for Facebook and Twitter. Below the header is the QR-Patrol logo with the tagline 'Guard Your Patrol System' and links for 'Website' and 'Contact'. The main content area has a large red banner with the text 'Terracom participated in the 2nd Technology Conference of Naftemporiki Internet of Things Evolution in Action'. To the right of the text is a graphic of a lightbulb made of various IoT-related icons. Below the banner, there is a paragraph of text about the conference and a 'READ MORE' button.</p>

Title	<b>QR-Patrol PRO, Exhibitor &amp; Speaker at CPTF</b>
Date	05 Jan 2017 & 23 Jan 2017
Subscribers	15976
Link	<a href="https://www.qrpatrol.com/newsletter/31/qr-patrol-at-cptf.html">https://www.qrpatrol.com/newsletter/31/qr-patrol-at-cptf.html</a>
Screenshot	 <p>CPTF is a unique event in <b>security field</b> which is going to take place at London on January 25!</p> <p>Close Protection Technology Forum (CPTF) is a conference being held to demonstrate the force multiplying effect offered by new command and control, systems integration, communications and analytics technology and training for global firms, family offices and CP firms.</p> <p>Terracom Informatics Ltd, the developer of QR-Patrol, <b>sponsors the event, hosts a round table discussion</b> about "Key benefits of Lone Worker protection technology for executives and security professionals" and <b>holds a stand</b>, so as to exhibit our innovative Security and Lone Worker monitoring products and solutions.</p> <p><a href="#">LEARN MORE</a></p>

Title	<b>MyLoneWorkers - Lone Workers Monitoring System</b>
Date	15 Feb 2017
Subscribers	16.048
Link	<a href="https://www.myloneworkers.com/newsletter_mlw/02/myloneworker_newsletter_en.html">https://www.myloneworkers.com/newsletter_mlw/02/myloneworker_newsletter_en.html</a>
Screenshot	 <p><b>MyLoneWorkers</b> - Lone Workers Monitoring System</p> <p><b>MyLoneWorkers</b> A real time monitoring system</p> <p><b>MyLoneWorkers</b> is an innovative solution that was developed based on our past experience of the very successful <b>QR-Patrol</b>.</p> <p>It is a system focused on <b>managing and monitoring Lone Workers</b> by utilizing advanced beacon and <b>Internet of Things (IoT)</b> technology, allowing remote monitoring in real time.</p> <p><b>READ MORE</b></p> <p><b>Web Application</b></p> <p>To monitor and fully manage your lone workers, just log in the web application (in case of desktop / laptop use)</p>


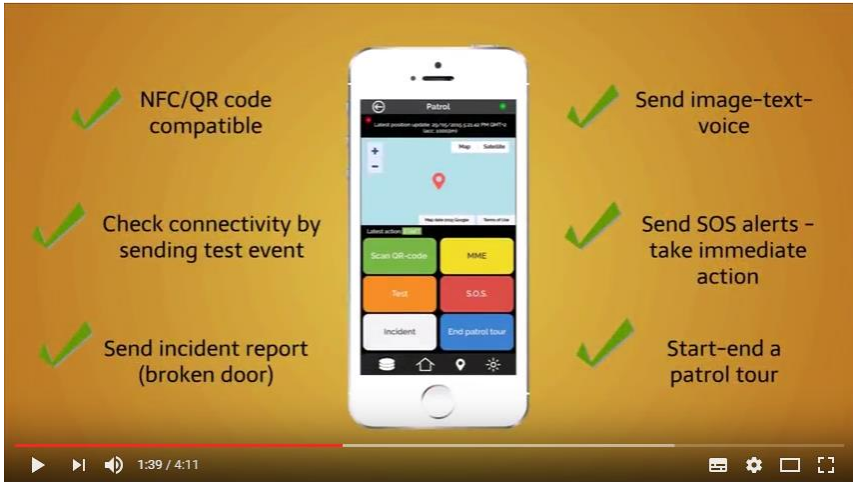



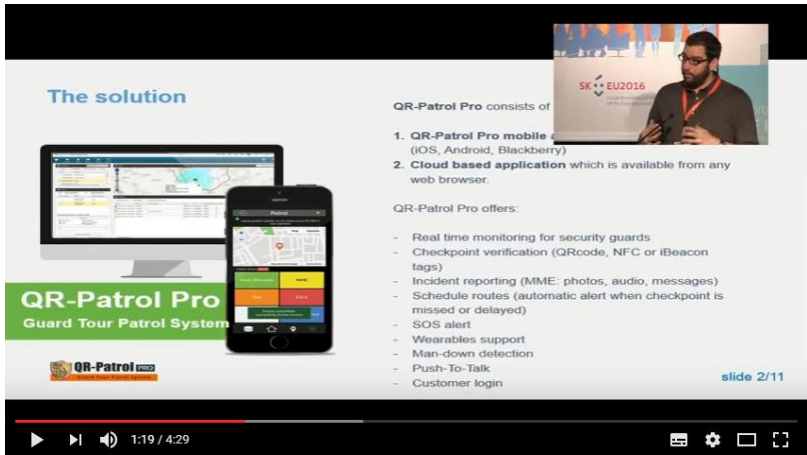
Title	<b>MyLoneWorkers - Διαχείριση και παρακολούθηση μοναχικών εργαζομένων (Greek Version) MyLoneWorkers – Managing and monitoring of lone workers (Eng translation)</b>
Date	16 Feb 2017
Subscribers	289.143
Link	<a href="https://www.myloneworkers.com/newsletter_mlw/01/myloneworker_newsletter.html">https://www.myloneworkers.com/newsletter_mlw/01/myloneworker_newsletter.html</a>
Screenshot	 <p>Άνοιγμα σε browser</p> <p>Αρχική Χαρακτηριστικά Επικοινωνία</p> <h2>MyLoneWorkers</h2> <p>Διαχείριση και παρακολούθηση μοναχικών εργαζομένων (Lone Workers)</p> <p>Το <b>MyLoneWorkers</b> είναι ένα νέο πρωτοποριακό σύστημα που αναπτύχθηκε με βάση την προηγούμενη εμπειρία μας από το πλέον επιτυχημένο σύστημα <b>QR-Patrol</b>.</p> <p>Πρόκειται για ένα καινοτόμο σύστημα που εστιάζει στη <b>διαχείριση</b> και την <b>παρακολούθηση μοναχικών εργαζομένων</b> με τη χρήση τεχνολογίας <b>Internet of Things (IoT)</b> και παρέχοντας τη δυνατότητα απομακρυσμένης παρακολούθησης σε πραγματικό χρόνο.</p> <p><b>ΠΕΡΙΣΣΟΤΕΡΑ</b></p> <p><b>Web Application</b></p> <p>Για να παρακολουθείτε και να διαχειρίζεστε πλήρως τους</p>

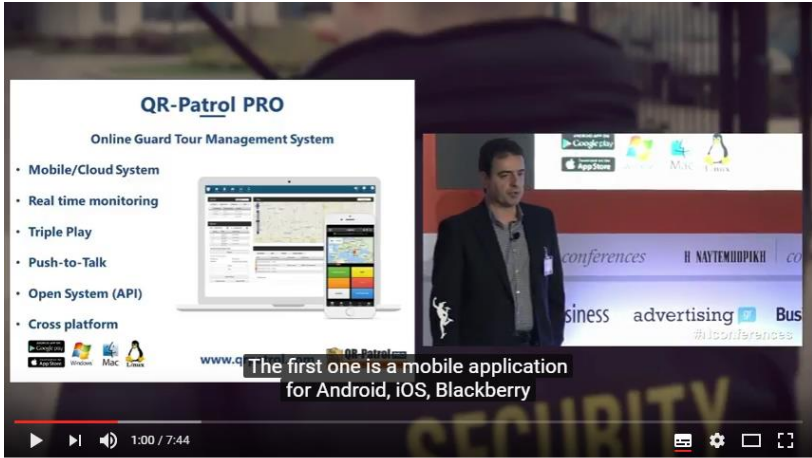

Title	<b>MyLoneWorkers is participating at Cebit 2017</b>
Date	13 Mar 2017
Subscribers	16193
Link	<a href="https://www.myloneworkers.com/newsletter_mlw/03/myloneworkers_cebit2017.html">https://www.myloneworkers.com/newsletter_mlw/03/myloneworkers_cebit2017.html</a>
Screenshot	 <p>The screenshot shows a web browser window displaying the MyLoneWorkers website. The page features a prominent red banner with the text "MyLoneWorkers is participating at CeBIT 20 – 24 March 2017 Hannover - Germany". Below the banner, there is a paragraph stating: "Terracom, the developer of MyLoneWorkers and QR-Patrol, is participating at CeBIT 2017, Hannover, Germany to present it's innovative software products." This is followed by a detailed description of CeBIT 2017 as the largest and most internationally represented event for Digital Business, held from 20 to 24 March 2017 at the Hannover Congress Centrum. The text mentions that the event defines the latest trends, presents talks by high-caliber speakers, and showcases product innovations. A "READ MORE" button is visible below this text. At the bottom of the page, it says "Terracom is presenting the following innovative software products:".</p>

## 2. Videos



Title	<b>IFSEC 2016 - QR-Patrol CEO Interview</b>
Description	QR-Patrol CEO, Mr. Dimitris Zacharakis is being interviewed during the 1st day of IFSEC London exhibition 2016 with regard to the event and the products that are going to be exhibited!
Date	29 June 2016
Link	<a href="https://www.youtube.com/watch?v=LtCV5wLG84c">https://www.youtube.com/watch?v=LtCV5wLG84c</a>
Views	166
Screenshot	 <p>IFSEC 2016 - QR-Patrol CEO Interview</p> <p>QR-Patrol</p> <p>Εγγραφή 60</p> <p>166 προβολές</p>

Title	<b>QR Patrol PRO</b>
Description	It's a promotional video describing QR-Patrol PRO functionality and software features
Date	28 Sept 2016
Link	<a href="https://www.youtube.com/watch?v=27q23cPv-cc">https://www.youtube.com/watch?v=27q23cPv-cc</a>
Views	120
Screenshot	 <p>QR Patrol PRO</p> <p>QR-Patrol</p> <p>Εγγραφή 60</p> <p>120 προβολές</p>  <p>QR Patrol PRO</p> <p>QR-Patrol</p> <p>Εγγραφή 60</p> <p>120 προβολές</p>

Title	<b>Terracom participated on the ICT Proposers' day 2016 being held in Bratislava</b>
Description	Terracom reacted positively to the invitation of the National Contact point PRAXI and participated on the ICT Proposers' day being held in Bratislava. The event was a good opportunity to get informed in various topics regarding funding opportunities offered by Horizon 2020, clarify different aspects of the processes that have been established by European Commission and raise issues and concerns directly to those responsible to address them.
Date	16 Nov 2016
Link	<a href="https://www.youtube.com/watch?v=imyUf9fTg34">https://www.youtube.com/watch?v=imyUf9fTg34</a>
Views	36
Screenshot	 <p>Terracom participated on the ICT Proposers' day 2016 being held in Bratislava</p> <p>QR-Patrol Εγγραφή 60</p> <p>36 προβολές</p>  <p>Terracom participated on the ICT Proposers' day 2016 being held in Bratislava</p> <p>QR-Patrol Εγγραφή 60</p> <p>36 προβολές</p>

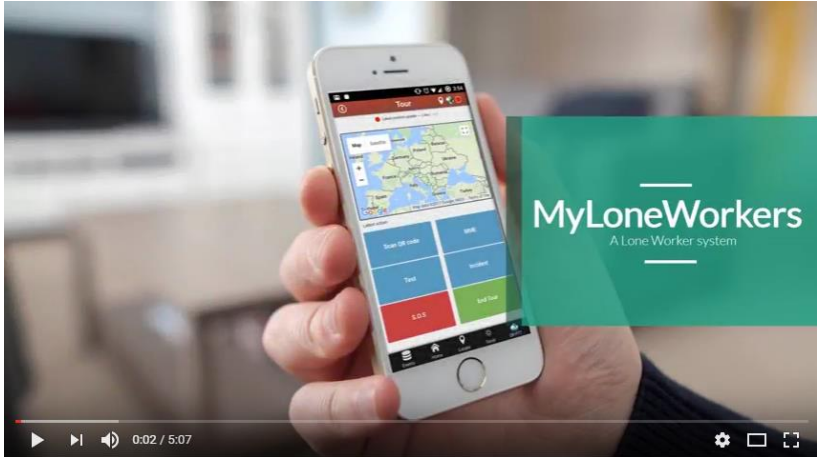

Title	<b>Presentation of QR-Patrol PRO at the Technology Conference «Internet of Things: Evolution in Action»</b>
Description	Terracom participated in the 2nd Technology Conference of Naftemporiki «Internet of Things: Evolution in Action», which took place on Thursday 8 December 2016 at Divani Caravel Hotel in Athens to present QR-Patrol PRO guard tour application, which incorporates Internet of Things Technology and offers maximum prevention in the physical security field.
Date	20 Dec 2016
Link	<a href="https://www.youtube.com/watch?v=8NyRjtns6F8">https://www.youtube.com/watch?v=8NyRjtns6F8</a>
Views	127
Screenshot	 <p>Παρουσίαση του QR-Patrol PRO στο Συνέδριο τεχνολογίας «Internet of Things: Evolution in Action»</p> <p>QR-Patrol</p> <p>Εγγραφή 60</p> <p>127 προβολές</p>  <p>Παρουσίαση του QR-Patrol PRO στο Συνέδριο τεχνολογίας «Internet of Things: Evolution in Action»</p> <p>QR-Patrol</p> <p>Εγγραφή 60</p> <p>127 προβολές</p>



Title	<b>Panel 1of the 2nd Technology Conference of Naftemporiki «Internet of Things: Evolution in Action»</b>
Description	Panel 1 of 1st section of the 2nd Technology Conference of Naftemporiki «Internet of Things: Evolution in Action», which took place on Thursday 8 December 2016 at Divani Caravel Hotel in Athens.
Date	20 Dec 2016
Link	<a href="https://www.youtube.com/watch?v=wy59SbXxVwE">https://www.youtube.com/watch?v=wy59SbXxVwE</a>
Views	46
Screenshot	 <p>Πρώτο πάνελ Συνεδρίου τεχνολογίας της Ναυτεμπορικής «Internet of Things: Evolution in Action».</p> <p>QR-Patrol Εγγραφή 60</p> <p>46 προβολές</p> <p>Προσθήκη σε... Κοινή χρήση Περισσότερα</p>  <p>Πρώτο πάνελ Συνεδρίου τεχνολογίας της Ναυτεμπορικής «Internet of Things: Evolution in Action».</p> <p>QR-Patrol Εγγραφή 60</p> <p>46 προβολές</p> <p>Προσθήκη σε... Κοινή χρήση Περισσότερα</p>

Title	<b>MyLoneWorkers at ERT1 TV Show "Mazi to SavvatoKyriako"</b>
Description	MyLoneWorkers CEO, Mr. Dimitris Zacharakis is being at ERT1 TV Show "Mazi to SavvatoKyriako"
Date	8 Mar 2017
Link	<a href="https://www.youtube.com/watch?v=9W4uD3rRkAg">https://www.youtube.com/watch?v=9W4uD3rRkAg</a>
Views	50
Screenshot	 <p>SMS: Γράφετε MAZI (κενό) το μήνυμά σας αποστολή στο 54160 (με χρέωση 0,11€/sms)</p> <p>Το MyLoneWorkers στην εκπομπή της EPT1 Μαζί το Σαββατοκύριακο</p> <p>QR-Patrol</p> <p>Εγγραφή 59</p> <p>Download</p> <p>49 προβολές</p>  <p>Man Down Alert</p> <p>Slip</p> <p>Accident</p> <p>Fall from height</p> <p>ΕΦΑΡΜΟΓΗ ΓΙΑ ΤΗΝ ΠΡΟΣΤΑΣΙΑ ΤΩΝ "ΜΟΝΑΧΙΚΩΝ ΕΡΓΑΤΩΝ" ΑΠΟ ΤΗΝ ΕΛΛΗΝΙΚΗ ΕΤΑΙΡΕΙΑ TERRACOM ΜΕ ΕΔΡΑ ΤΑ ΙΩΑΝΝΙΝΑ</p> <p>Το MyLoneWorkers στην εκπομπή της EPT1 Μαζί το Σαββατοκύριακο</p> <p>QR-Patrol</p> <p>Εγγραφή 60</p> <p>50 προβολές</p> <p>Προσθήκη σε... Κοινή χρήση Περισσότερα</p>




Title	<b>MyLoneWorkers real-time management system</b>
Description	MyLoneWorkers is the smartest real-time and online system designed especially to help companies protect and monitor their lone workers leading to more efficient management in an innovative way. MyLoneWorkers is a pioneering monitoring system which incorporates 3 types of checkpoints: QR-code, NFC tags and Beacons.
Date	16 Mar 2017
Link	<a href="https://www.youtube.com/watch?v=skGPggFQkRo">https://www.youtube.com/watch?v=skGPggFQkRo</a>
Views	10
Screenshot	 <p>MyLoneWorkers real-time management system</p> <p>QR-Patrol Εγγραφή 60</p> <p>10 προβολές</p>  <p>Types of Lone Workers <a href="https://app.myloneworkers.com">https://app.myloneworkers.com</a></p> <p>Work on a building      Work on a landscape      Work on an office</p> <p>MyLoneWorkers real-time management system</p> <p>QR-Patrol Εγγραφή 60</p> <p>10 προβολές</p>

### 3. Flyers

Description	QR-Patrol PRO, 4 pages brochure describing the core features of QR-Patrol PRO
Screenshot	 <p>The screenshot displays a 4-page brochure for QR-Patrol PRO. The left page has a green header with the text "QR-Patrol Your Guards online" and "The smartest online guard tour monitoring system". Below this is a world map and the text "QR-Patrol Clients in 37 countries worldwide". The right page is titled "Core Features" and lists various capabilities: "QR-Patrol system is available in 10 languages", "Mobile App", "Web App", "Send Incident Reports", "Create Schedules &amp; Reports", "QR Patrol M.A.R.S.", "Push to Talk Notifications", and "Mobile Guard Tour Management". At the bottom of the right page, there is a section titled "3 play technology" explaining the use of QR-code, NFC, and BEACON. The bottom right corner of the brochure shows a "SECURITY GUARD" in uniform with a "SOS" button and a "PATROL" button.</p>

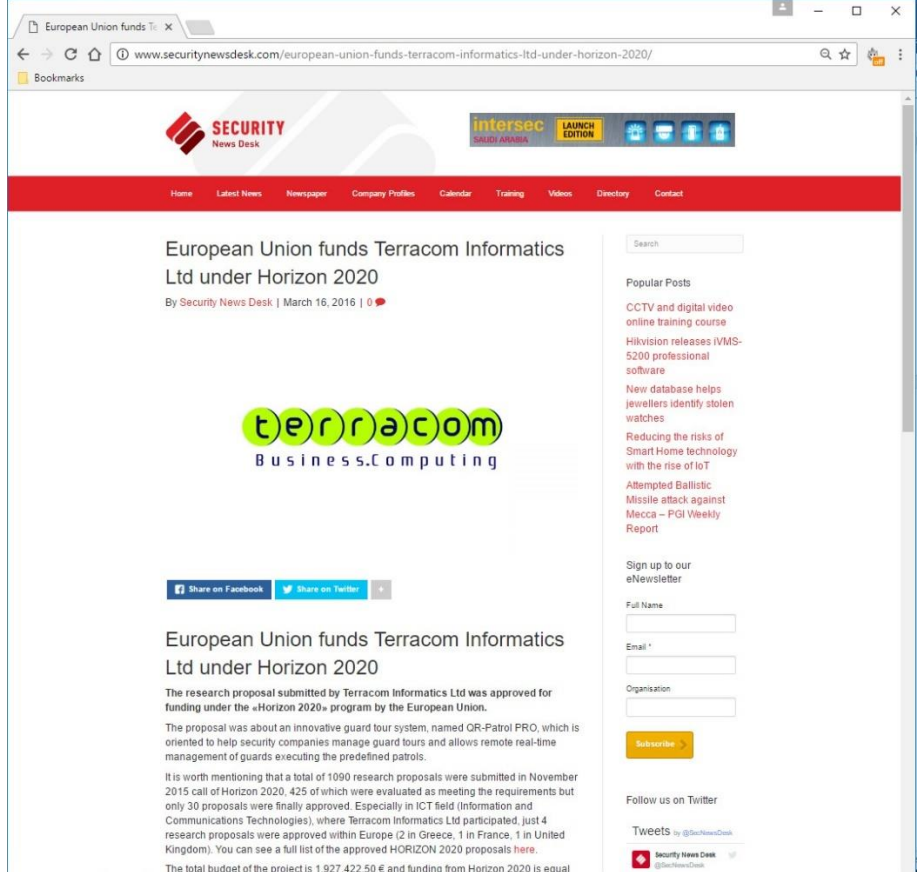
Description	<b>QR-Patrol PRO, 4 pages brochure describing the core features of QR-Patrol PRO (German)</b>
Screenshot	<p>The screenshot displays a four-page brochure for QR-Patrol PRO. The first page has a green header with the title 'QR-Patrol Ihr Online Überwachungssystem' and a subtitle 'Das intelligenteste Online Wächter-Kontrollsystem'. The second page, 'Kernfunktionen', details core features: 'Vorfälleberichte senden' (Send incident reports), 'Zeitpläne &amp; Berichte erstellen' (Create schedules and reports), 'Mobiles Guard Tour-Management' (Mobile guard tour management), and 'Push to Talk Notifications'. The third page features a world map and states 'QR-Patrol Kunden in 37 Ländern weltweit'. The fourth page, '3-Play Technologie', describes the integration of QR Code, NFC, and Beacon technologies. The bottom of the brochure includes contact information and a QR code.</p>


Description	MyLoneWorkers Banner is describing the core features of the system
Screenshot	 <p>The banner for MyLoneWorkers is a vertical flyer. At the top, it features a circular image of a worker in a hard hat and safety vest, with the text 'MyLoneWorkers' in large white letters and 'A Lone Working monitoring system' below it. The website 'www.myloneworkers.com' is also present. Below this, the text 'MyLoneWorkers' is repeated, followed by a description: 'MyLoneWorkers is a real-time monitoring system designed to help companies monitor Lone Workers and protect them from daily dangerous situations.' In the center, a smartphone displays the MyLoneWorkers app interface, with four callout boxes pointing to specific features: 'Start a LW Tour', 'Check your schedule', 'Change your credentials', and 'Assign QR-code, beacon &amp; NFC'. Below the phone, four key features are listed in a 2x2 grid: 'REAL-TIME MONITORING' (with a checkmark icon), 'MAN DOWN ALERT' (with a warning triangle icon), 'PUSH TO TALK' (with a microphone icon), and 'SOS ALERT' (with an exclamation mark icon). Each feature has a brief description. At the bottom, a blue section titled 'Unique 3-play technology' shows icons for 'Beacon', 'NFC', and 'QR-Code'. Below this, a red banner says '---Protect your Lone Workers---' with an envelope icon. The footer contains the website 'www.myloneworkers.com' and the email 'info@myloneworkers.com'.</p>



## 4. Press releases

Title	<b>TERRACOM PARTICIPATION IN SME INSTRUMENT INNOVATORS' SUMMIT 2016 (Brussels, Belgium)</b>
Date	19 Oct 2016
Description	Terracom participated in various workshops, talks, b2b meetings and in two pitching sessions. Also, had face-to-face meetings with representatives of European Commission. When it comes to the pitching sessions. First one was for training purposes mainly, allowing to get personalized feedback, from an experienced VC and the second one was in front of a panel of investors that were invited by EASME. Terracom pitched about QR-Patrol PRO, looking for funding opportunities, as well as for new synergies.
Link	<a href="http://www.businessnews.gr/article/53702/terracom-symmeteihe-stin-sme-instrument-innovators-summit">http://www.businessnews.gr/article/53702/terracom-symmeteihe-stin-sme-instrument-innovators-summit</a>
Screenshot	<p>The screenshot shows a web browser displaying an article from BusinessNews.gr. The article title is 'TERRACOM Συμμετείχε στην SME Instrument Innovators' Summit'. The main image shows a presentation slide titled 'How it works' with a flowchart. The text below the image states that Terracom participated in the SME Instrument Innovators Summit 2016, which was organized by EASME. It mentions that 400 startups participated and that Terracom pitched their QR-Patrol PRO product. The article also lists several other companies that participated, including Uni Systems, Nissan, CA Technologies, and Elibao.</p>

Title	<b>FUNDING FROM EUROPEAN UNION FOR TERRACOM INFORMATICS LTD UNDER HORIZON 2020</b>
Date	16 Mar 2016
Description	Securitynewsdesk.com press release. The research proposal submitted by Terracom Informatics Ltd was approved for funding under the «Horizon 2020» program by the European Union. The proposal was about an innovative guard tour system, named QR-Patrol PRO, which is oriented to help security companies manage guard tours and allows remote real-time management of guards executing the predefined patrols.
Link	<a href="http://www.securitynewsdesk.com/european-union-funds-terracom-informatics-ltd-under-horizon-2020/">http://www.securitynewsdesk.com/european-union-funds-terracom-informatics-ltd-under-horizon-2020/</a>
Screenshot	 <p>The screenshot shows a web browser displaying the Security News Desk website. The article title is 'European Union funds Terracom Informatics Ltd under Horizon 2020'. The byline is 'By Security News Desk   March 16, 2016   0'. The Terracom logo is prominently displayed. The article text states that the research proposal submitted by Terracom Informatics Ltd was approved for funding under the «Horizon 2020» program by the European Union. It describes the QR-Patrol PRO system as an innovative guard tour system designed to help security companies manage guard tours and allow remote real-time management of guards. The text also mentions that a total of 1090 research proposals were submitted in November 2015, with 425 approved, and that Terracom Informatics Ltd participated in 4 of these proposals. The total budget of the project is 1,927,422.50 €, with funding from Horizon 2020 being equal to the total budget.</p>

Title	<b>IoT transforms digital economy (Athens, Greece)</b>
Date	09 Dec 2016
Description	Terracom participated in the 2nd Technology Conference of Naftemporiki «Internet of Things: Evolution in Action», presenting the use case of QR-Patrol PRO, which took place on Thursday 8 December 2016 at Divani Caravel Hotel in Athens. The main subject of the conference was the requirements of IoT applications, the importance of Big Data Management, Data Security and the added value of IoT applications for businesses and enterprises. Internet of Things is an evolving trend and it is crucial to incorporate it thoroughly in social structures so as to reinforce economy and financial growth.
Link	<a href="http://www.naftemporiki.gr/finance/story/1181699/to-iot-metaxsimatizei-psifiaka-tin-oikonomia">http://www.naftemporiki.gr/finance/story/1181699/to-iot-metaxsimatizei-psifiaka-tin-oikonomia</a>
Screenshot	

## 14 ΕΠΙΧΕΙΡΗΣΕΙΣ

ΤΡΙΤΗ 20 ΔΕΚΕΜΒΡΙΟΥ 2016 Η ΝΑΥΤΕΜΠΟΡΙΚΗ

Μέσω του IoT πληθώρα δεδομένων εξελίσσονται σε γνώση που θα βοηθήσει τις επιχειρήσεις να γίνουν πιο παραγωγικές και αποδοτικές, με την τεχνολογία να δίνει ζωή στις μηχανές καθιστώντας τις νοήμονες και εξυπνες, σπαζόντας τα όρια της στατικότητας τους.

[Δεύτερο συνέδριο της «H»] Μέγιστη αξία στην επιχειρηματική γνώση και την οικονομία με το IoT

# Πώς το Internet of Things σπινρίζει την παραγωγικότητα

Το IoT δεν είναι απλώς μια τεχνολογική εξέλιξη που θα καθορίσει την επόμενη δεκαετία. Είναι η αιχμηρή γωνία νέας φιλοσοφίας που αλλάζει εκ βάθρων την οικονομία, την κοινωνία, την επιχειρηματικότητα, τον τρόπο με τον οποίο βιώνει ο άνθρωπος την πραγματικότητα του, όπως τεστάρει στο 2ο Συνέδριο Τεχνολογίας που διοργανώνει η «Ναυτεμπορική», με θέμα «Internet of Things - Evolution in Actions». Μέσω του IoT πληθώρα δεδομένων εξελίσσονται σε γνώση, που θα βοηθήσει τις επιχειρήσεις να γίνουν πιο παραγωγικές και αποδοτικές, με την τεχνολογία να δίνει ζωή στις μηχανές, καθιστώντας τις νοήμονες και εξυπνες, σπαζόντας τα όρια της στατικότητας τους.

Της Λέτης Κολαμάρ  
aletheia@naftemporiki.gr

Ο διαπλοκές και οι εφαρμογές του Internet of Things για τον επιχειρηματικό κόσμο ήταν το κεντρικό θέμα του πρώτου κύκλου της ενόμιξης του συνεδρίου, με τίτλο «Enterprise Monetization Strategies & Consumer Experiences». Από το μοναδικό Smart City στο Λονδίνο και την εκδοχή Narrowband IoT που αναπτύσσει ο ΟΤΕ μέχρι τη στρατηγική της Cisco στο νευρικό τμήμα της ασφαλείας στο περιβάλλον IoT, τη σημαντική ανάπτυξη τεχνολογίας IoT δώδεκα και 10 χρόνια από τη Ντελφίν, την παθολογία λύσεων IoT από τις μικρομεσαίες επιχειρήσεις, σύμφωνα με Bosch Software Innovations, την τεχνολογία Qbrel για τον τομέα της φροντίδας κορόλους από την Terracoin Πληροφορική, την υποδομή του πρώτου αυτοκινητοκίνητου από τον Διεθνή Αερολιμένα Αθηνών, τη βέλτιστη διαχείριση φρεσκάων



**Στέλιος Κουσιός,**  
συνδριτής  
και διευθυντής  
επιχειρηματικής ανάπτυξης  
της Terracoin  
Πληροφορική.



**Γιώργος Δημητριάδης,**  
διευθυντής επιχειρηματικής  
ανάπτυξης  
της Terracoin  
Πληροφορική.



**Άγγελος Μιλίσιος,**  
αντιπρόεδρος καθηγητής στη  
Σχολή Ηλεκτρονικών  
Μηχανικών και Μηχανικών  
Υπολογιστών του  
Πολυτεχνείου Κρήτης.



**Γιάννης Σαλδός,**  
Associate Professor,  
Athens Information  
Technology.



**Νιρέτα Πολέμη,**  
συνδριτής καθηγήτρια  
στο Τμήμα Πληροφορικής  
του Πανεπιστημίου Πειραιώς.



**Karsten Koeningstein,**  
Managing  
Director,  
Smarterly Solutions.

διαθιγής Αερολιμένα Αθηνών, εισαχθέντες της διατήρηση των ρούχων στο αεροδρόμιο μέσω των location based services, με τη χρήση δακτύλων και βιολόγους, αλλά και η εγκατάσταση συ-

στήματος πρόληψης κλοπών αέρα και θερμότητας ένα ένα δείγμα της υιοθέτησης λύσεων IoT. Σημαντικό με την «Άγροδο Μπαρό», αναπτύσσεται καθημερινά στη Σχολή Ηλεκτρονικών Μηχανικών και Μηχανικών Υπολογιστών του Πολυτεχνείου Κρήτης, το IoT αποτελεί εξαιρετικό ευαίσθητο για τη δημιουργία καινοτομιών και έργων από την κοινότητα πρέπει να βάλουν το

πρωτό τους να δοθεί ο έλεγχος επισημοποιημένων οδών. Δύο είναι οι τόποι στην αγορά του IoT, οι μεγάλοι κατασκευαστές που έχουν έτοιμες τις πλατφόρμες για την υποστήριξη εφαρμογών IoT και οι υπόλοιποι μικρότεροι ακολουθούν με την καινοτομία που παρέχουν για να εξημερήσουν. Στην Ελλάδα, διαπιστώθηκε, λείπει το κατάλληλο οικοσύστημα που θα φέρει επιχειρηματικό ενδιαφέρον, επιστήμονες ο κ. Γιάννης Σαλδός, Associate Professor, Athens Information Technology. Προσέλασαν τα IoT πρέπει να είναι ο άνθρωπος επιστήμονες η κα Νιρέτα Πολέμη, αντιπρόεδρος καθηγήτρια στο Τμήμα Πληροφορικής του Πανεπιστημίου Πειραιώς, και είναι κρίσιμο κρότημα η διαχείριση των πληροφοριών και των δεδομένων για την προστασία της ιδιωτικότητας της όλης των χρηστών.

## End to end λύσεις

Οι βέλτιστες πρακτικές επάνω σε εφαρμογές IoT για τις επιχειρήσεις υπογράφουν τον απόκτηση end to end λύσεων, όπως ο κ. Karsten Koeningstein, Managing Director, Smarterly Solutions, former responsible for Sales and Business Development, Bosch Software Innovations for all solutions from Connected Vehicle, Connected Energy, Smart Manufacturing and Smart Home. Οι σημερινές IoT λύσεις δεν προσκομίζουν απαραίτητα την παρόμοια ασφάλεια IT projects, αλλά μπορούν να αναπτύσσονται και να λειτουργήσουν και χωρίς αυτά. Ιδιαίτερα ανώριμη θα σημειώσει το βιομηχανικό IoT.

## Το υπ. Υπουργείο Πολιτικής προστασίας και περιβάλλοντος

Δεν είναι όλες οι τεχνολογίες τόσο ισχυρά επιβλητικές όσο οι άλλες που δυναμικά τρόπο την οικονομία, αλλά και την κοινωνική πραγματικότητα. Κάποιες όμως μπορούν να αλλάξουν οριστικά το οικονομικό και κοινωνικό τοπίο και είναι η δυναμική να ανατρέψουν την κατάσταση της Ελλάδας.

## Η Ελλάδα μπορεί να πετύχει τεχνολογική πρωτιά



▼ Το IoT είναι τεχνολογικός κλάδος, που εξελίσσεται σε Internet of Everything, σύμφωνα με την κα Γαβριέλα Παπαρίδου. Αι τελεσίματα συνεδρίου του Συνέδριου Ιαπωνικών Επικοινωνιών (CITE). Οι κυριότερες τριετίες εφαρμογές αυτού του τύπου των τεχνολογιών είναι το διαμνημόριο, η υγεία, οι μεταφορές και οι βιομηχανικές κατασκευές. Σύμφωνα με την κα Παπαρίδου, οι ανάγκες του κλάδου,

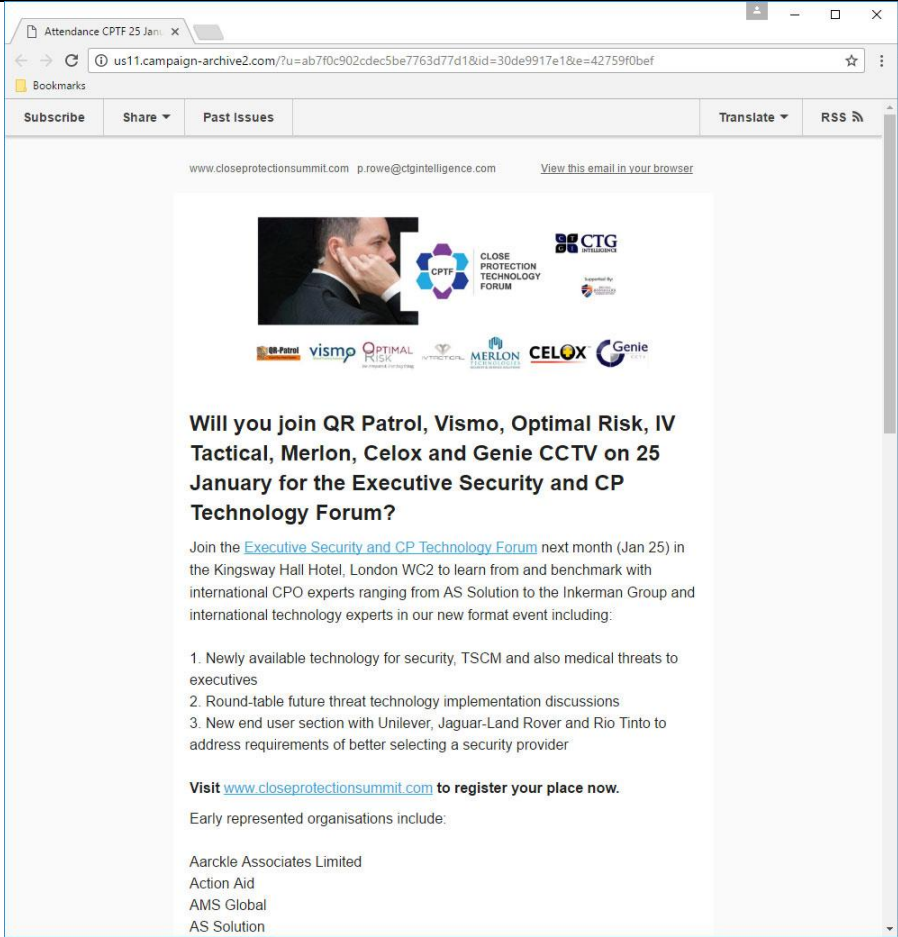
των 4.600 επιχειρήσεων και των 250.000 εργαζομένων, σε νευρικό τομέα μπορεί να αλλάξει άρδην την ποιοτική βόση της χώρας. Η Ελλάδα μπορεί να κατακτήσει την πρωτιά σε επιδόσεις στον τομέα της τεχνολογίας, αξιοποιώντας το υψηλό καταρτισμένο ανθρώπινο δυναμικό που διαθέτει. Υπάρχουν 40 σχολές από τις οποίες αποφορτίζονται 5.000 επιστήμονες στον κλάδο, οι οποίοι όμως δεν είναι αρκετοί για

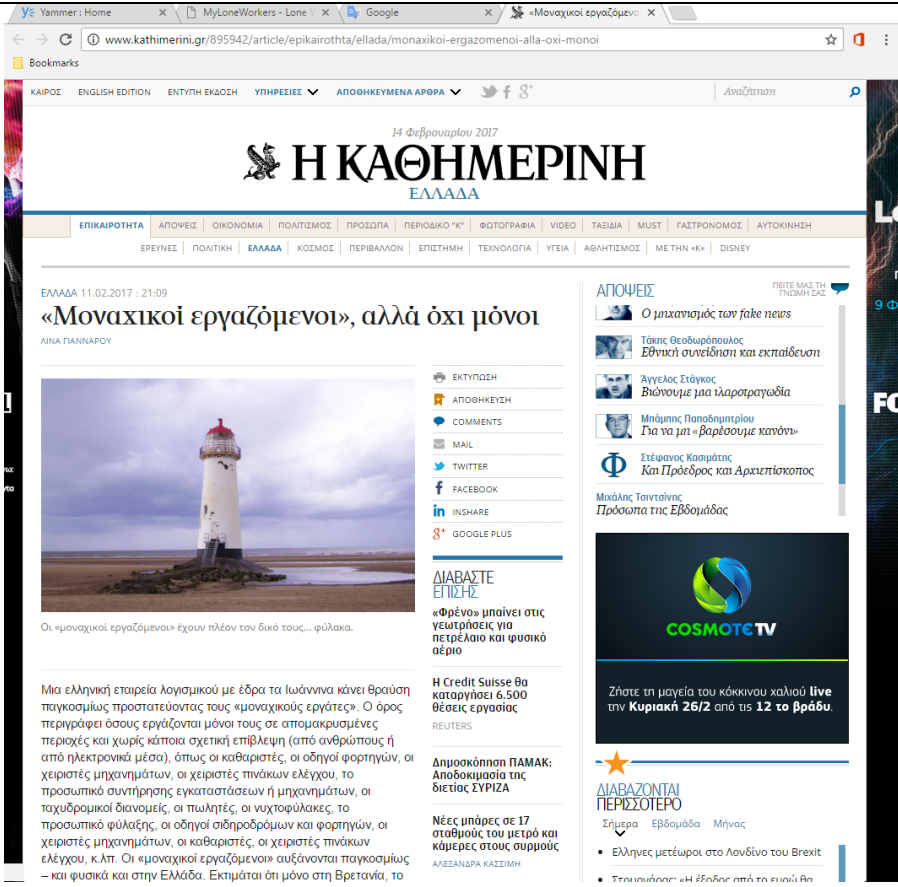
να καλύψουν οι κενά σε όλες τις ειδικότητες. Είναι κρίμα η χώρα να παραμένει ορατός στην αξιοποίηση των πόρων της τεχνολογίας, ενώ μπορεί να το κάνει και κυρίως τη συμμετοχή να κάνει. Η Ελλάδα, ενώ είναι σε υψηλή θέση στην παγκόσμια κατάταξη του WFP, όμως αφορά τον δείκτη ανθρώπινου δυναμικού, βρίσκεται στην τελευταία θέση του δείκτη της ψηφιακής ετοιμότητας στα κράτη-μέλη της Ε.Ε.


## Το υπ. Υπουργείο Πολιτικής προστασίας και περιβάλλοντος

Δεν είναι όλες οι τεχνολογίες τόσο ισχυρά επιβλητικές όσο οι άλλες που δυναμικά τρόπο την οικονομία, αλλά και την κοινωνική πραγματικότητα. Κάποιες όμως μπορούν να αλλάξουν οριστικά το οικονομικό και κοινωνικό τοπίο και είναι η δυναμική να ανατρέψουν την κατάσταση της Ελλάδας.



Title	<b>Will you join QR Patrol, Vismo, Optimal Risk, IV Tactical, Merlon, Celox and Genie CCTV on 25 January for the Executive Security and CP Technology Forum?</b>
Date	20 Dec 2016
Description	Terracom participated in CPTF and presented the evolution of technology that will allow help keep safe lone workers.
Link	<a href="http://us11.campaign-archive2.com/?u=ab7f0c902cdec5be7763d77d1&amp;id=30de9917e1&amp;e=42759f0bef9f0bef">http://us11.campaign-archive2.com/?u=ab7f0c902cdec5be7763d77d1&amp;id=30de9917e1&amp;e=42759f0bef9f0bef</a>
Screenshot	 <p>Attendance CPTF 25 Jan</p> <p>us11.campaign-archive2.com/?u=ab7f0c902cdec5be7763d77d1&amp;id=30de9917e1&amp;e=42759f0bef</p> <p>Subscribe Share Past Issues Translate RSS</p> <p>www.closeprotectionsummit.com p.rowe@ctgintelligence.com View this email in your browser</p> <p><b>Will you join QR Patrol, Vismo, Optimal Risk, IV Tactical, Merlon, Celox and Genie CCTV on 25 January for the Executive Security and CP Technology Forum?</b></p> <p>Join the <a href="#">Executive Security and CP Technology Forum</a> next month (Jan 25) in the Kingsway Hall Hotel, London WC2 to learn from and benchmark with international CPO experts ranging from AS Solution to the Inkerman Group and international technology experts in our new format event including:</p> <ol style="list-style-type: none"> <li>1. Newly available technology for security, TSCM and also medical threats to executives</li> <li>2. Round-table future threat technology implementation discussions</li> <li>3. New end user section with Unilever, Jaguar-Land Rover and Rio Tinto to address requirements of better selecting a security provider</li> </ol> <p>Visit <a href="http://www.closeprotectionsummit.com">www.closeprotectionsummit.com</a> to register your place now.</p> <p>Early represented organisations include:</p> <p>Aarckle Associates Limited Action Aid AMS Global AS Solution</p>

Title	“Lone Workers” but not alone – Kathimerini Newspaper
Date	11 Feb 2017
Description	Kathimerini Newspaper press release about MyLoneWorkers,
Link	<a href="http://www.kathimerini.gr/895942/article/epikairothta/ellada/monaxikoi-ergazomenoi-alla-oxi-monoι">http://www.kathimerini.gr/895942/article/epikairothta/ellada/monaxikoi-ergazomenoi-alla-oxi-monoι</a>
Screenshot	 <p>The screenshot shows the Kathimerini newspaper website. The main article is titled «Μοναχικοί εργαζόμενοι», αλλά όχι μόνοι (Lone workers, but not alone) by ΑΙΛΙΑ ΓΙΑΝΝΑΡΟΥ. The article discusses the challenges faced by lone workers in Greece and the UK. The website header shows the date 14 Φεβρουαρίου 2017 and the newspaper name Η ΚΑΘΗΜΕΡΙΝΗ ΕΛΛΑΔΑ. The article includes a photo of a lighthouse and social media sharing options.</p>

Title	<b>Yes, we can export innovation (Κι όμως, εξάγουμε και καινοτομία)</b>
Date	10 Mar 2017
Description	“Ipeirotikos Agon” Newspaper press release about MyLoneWorkers
Link	<a href="http://www.agon.gr/news/117/ARTICLE/36250/2017-03-10.html">http://www.agon.gr/news/117/ARTICLE/36250/2017-03-10.html</a>
Screenshot	



## 4 | Ρεπορτάζ

H.A. - ΠΑΡΑΣΚΕΥΗ 10 ΜΑΡΤΙΟΥ 2017

**ΤΑ ΓΙΑΝΝΕΝΑ** δεν εξάγουν μόνο φέτα, ούτε στηρίζονται μόνο στις καφετέριες και τα ξενοδοχεία.

ΡΕΠΟΡΤΑΖ  
ΓΕΩΡΓΙΑ ΧΑΛΑΤΣΗ

**Ε**ξάγουν καινοτομία και υψηλή τεχνολογία, ακόμα και αν τα παραδείγματα είναι λίγα σε αριθμό, αλλά εξαιρετικά σημαντικά, καθώς κρατούν στην περιοχή τους νέους ανθρώπους, αυτούς που συνήθως ονομάζουμε τα «νέα μιάλια», και αποτελούν έμπνευση για άλλους να δημιουργήσουν κάτι δικό τους.

Το οικονομικό περιβάλλον είναι ασταθές, η νοοτροπία μας ακόμα πιο περιοριστική και πολλές φορές είναι δύσκολο να δούμε και να αναγνωρίσουμε τη δουλειά που γίνεται γύρω μας. Δε θα φανταζόταν κάποιος ότι από τον Κατοικία ξεκίνησε μια εφαρμογή, την οποία χρησιμοποιούν 700 εταιρίες σε 51 χώρες του κόσμου, με τις ΗΠΑ την πρώτη από αυτές και την ευρωπαϊκή αγορά να ακολουθεί.

Πρόσφατα, επίσης, μόλις μια καινοτομία εφαρμογή, που εντοπίστηκε άγρια μανιτάρια. Η εφαρμογή αυτή ξεκίνησε από το Επιστημονικό και Τεχνολογικό Πάρκο Ηπείρου και ήδη, μέσα σε τέσσερις μήνες, έχει «ανοίξει» τις αγορές της Ευρώπης και της Βόρειας Αμερικής, ενώ ακολουθούν η Ασία, η Αυστραλία και η Αφρική, ξεκινώντας με την ανάπτυξη ακόμη και τους δημιουργούς της.

Στον Κατοικία, λοιπόν, μια εταιρία που παρέχει λογισμικό και υπηρεσίες μηχανογράφησης των υπηρεσιών, τόλμησε και στον τομέα της ανάπτυξης πρωτοποριακών διαδικτυακών εφαρμογών, εξελισσόμενη συνεχώς τα προϊόντα της. Σχεδόν 30 νέοι επιστήμονες βρίσκονται καθημερινά στα γραφεία της, παρέχουν τεχνική υποστήριξη, «κατεβάζουν» ιδέες, αναπτύσσουν προγράμματα και εφαρμογές, έρχονται σε επαφή με πελάτες στην Ελλάδα και σε όλο τον κόσμο, αλλά και με συνεργάτες που έχει αναπτύξει σε 20 χώρες.

«Αυτό ήταν απαραίτητο. Λόγω της διαφοράς ώρας με πελάτες, μας έρχονταν ηλεκτρονικά μηνύματα στις 3 μετά τα μεσάνυχτα και δεν μπορούσαμε από εδώ να απαντήσουμε άμεσα», εξηγεί η Σοφία Παυλουπούλου, ένα από τα μέλη της ομάδας, που μαζί με τον Κωνσταντίνο Καραμπάκη, τη Μαρία Ρούσου και τον Αλέξανδρο Τάγκα μιλούν εκ μέρους της εταιρίας Terracom για τα καινοτόμα προϊόντα, αλλά και τις δυσκολίες που αντιμετωπίζουν.

Πρόβλημα είναι σαφώς υπάρχουν. Πέρα από αυτά που σήμερα αντιμετωπίζουν όλες σχεδόν οι επιχειρήσεις, η έλλειψη αξιοπιστίας που, δυστυχώς, συνοδεύει την Ελλάδα στο εξωτερικό, είναι κάτι που συναντούν συχνά. Οι δυσκολίες και

**ΣΕ ΟΛΟ ΤΟΝ ΚΟΣΜΟ «ΤΑΞΙΔΕΥΟΥΝ» ΕΦΑΡΜΟΓΕΣ ΠΟΥ ΑΝΑΠΤΥΣΣΟΥΝ ΔΥΟ ΕΤΑΙΡΕΙΕΣ ΤΩΝ ΙΩΑΝΝΙΝΩΝ**

## Κι όμως, εξάγουμε και καινοτομία



Η Μαρία Ρούσου, η Σοφία Παυλουπούλου και ο Κωνσταντίνος Καραμπάκης, μέλη της εταιρείας Terracom

δυνατότητες των νέων τεχνολογιών, τα υπολογιστικά νέφη και τις «έξυπνες» συσκευές, ήρθε το QR-Patrol, ένα online σύστημα παρακολούθησης, φύλαξης και περιπολιών, που αναβαθμίζει την αποδοτικότητα των συστημάτων ασφαλείας.

Η εξέλιξη αυτή ήρθε μέσα από τις ανάγκες της ίδιας της αγοράς και η ανάπτυξη της εφαρμογής έλαβε χρηματοδότηση από ένα άκρως αναγνωριστικό, ευρωπαϊκό πρόγραμμα, το «Horizon 2020», από το οποίο χρηματοδοτήθηκαν μόλις τέσσερις εταιρίες σε όλη την Ευρώπη.

«Η χρηματοδότηση αυτή μας έδωσε τη δυνατότητα να ανοίξουμε τους ορίζοντές μας, να συμβατεύσουμε σε ορισμένες, στις οποίες δε θα μπορούσαμε λόγω κόστους», αναφέρει.

Τελευταίο «απόκτημα», επίσης, μια ιδέα που προέκυψε μελετώντας τις ανάγκες και επιθυμίες της αγοράς, είναι η εφαρμογή MyLoneWorkers, ένα καινοτομο σύστημα για τη διαχείριση και την παρακολούθηση μοναχικών εργαζομένων με τη χρήση τεχνολογίας αιχμής, όπως το Internet of Things (πικοινωνία μεταξύ συσκευών και μηχανών), παρέχοντας τη δυνατότητα απομακρυσμένου ελέγχου σε πραγματικό χρόνο.

Η αρχή έγινε με την ιστοσελίδα καιρικών προβλέψεων weather.gr, που μπορεί πολλοί να τη χρησιμοποιούν, καθώς είναι από τις δημοφιλέστερες στη χώρα, αλλά να μην γνωρίζουν ότι «κατέχεται» από τα Γιάννενα. Αντίστοιχα ιστοσελίδα αναπτύχθηκε από την ίδια ομάδα στην Κύπρο, ετοιμάζεται για Τουρκία, αλλά και για τις χώρες της κεντρικής Ευρώπης.

Αποδοκίπηση, ωστόσο, ήταν η αποδοχή του νέου εργαλείου, της πρώτης παγκόσμιας εφαρμογής πρόγνωσης ευδοκίμησης άγριων μανιταριών, με την επωνυμία Mushring -WMF (Wild Mushrooms Finder). Ένα σημαντικό εργαλείο, χρήσιμο για τον κάθε μανιταρόφιλο, ώστε να γνωρίζει με αρκετά μεγάλη ακρίβεια, μέχρι και οκτώ ημέρες

το κόστος μετακίνησης, σε σχέση με συναδελφικούς στην πρωτεύουσα και πολύ περισσότερο σε άλλες ευρωπαϊκές χώρες, είναι επίσης αποτρεπτικό παράγοντας. Παρόλα αυτά, κερδίζουν το «στοίχημα» της παραγωγής καινοτομίας και υψηλής τεχνολογίας.

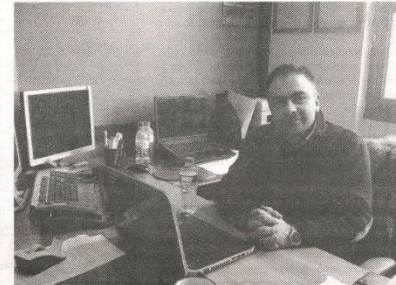
«Τα παραδείγματά μας δείχνει ότι υπάρχει και άλλος δρόμος. Το γεγονός ότι εξάγουμε καινοτομία σε μια χώρα σαν την Ελλάδα, που δεν έχει προχωρήσει τόσο στον τομέα αυτό, αποτελεί ένα παραπάνω κίνητρο για εμάς», λέει ο Αλέξανδρος.

### ΑΠΟ ΤΑ ΜΑΝΙΤΑΡΙΑ... ΣΤΑ ΠΛΑΙΑ

Λίγα χιλιόμετρα πιο μακριά, σε μια θερμοκοιτίδα επιχειρήσεων, το Επιστημονικό και Τεχνολογικό Πάρκο φιλοξενεί την εταιρία «Meteoanalysis», μια εταιρία με ιδρυτικά μέλη ερευνητές μετεωρολόγους που άφησαν τη «στέγη» του πανεπιστημίου, για να συνθέσουν την έρευνα και την καινοτομία με την πραγματική αγορά.

Η αρχή έγινε με την ιστοσελίδα καιρικών προβλέψεων weather.gr, που μπορεί πολλοί να τη χρησιμοποιούν, καθώς είναι από τις δημοφιλέστερες στη χώρα, αλλά να μην γνωρίζουν ότι «κατέχεται» από τα Γιάννενα. Αντίστοιχα ιστοσελίδα αναπτύχθηκε από την ίδια ομάδα στην Κύπρο, ετοιμάζεται για Τουρκία, αλλά και για τις χώρες της κεντρικής Ευρώπης.

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Ο μετεωρολόγος Χρήστος Παπαδόπουλος από την εταιρία «Meteoanalysis»

νορίτερα, πότε και σε ποια περιοχή θα ευδοκίμουν μανιτάρια.

Η εφαρμογή «σπόκευ» σε χώρες, όπως η Ιταλία, η Γαλλία και οι ΗΠΑ, όπου η ομάδα έχει μελετήσει την ύπαρξη κοινού, που θα μπορούσε να ενδιαφέρεται για μια τέτοια, εξειδικευμένη, εφαρμογή. «Δεν απευθυνόμαστε σε πολλούς, γι' αυτό και το Mushring είναι συνδρομητική υπηρεσία. Είχαμε την εντύπωση ότι στην Ελλάδα δε θα είχαμε πολλούς συνδρομητές. Γι' αυτό ξεκίνησαμε την προώθηση στο εξωτερικό και δε δώσαμε βάρος στην Ελλάδα, αλλά τελικά αποδείχθηκε ότι υπάρχουν πολλοί ακόμη και στην Ηπειρο, διατεθειμένοι να πληρώσουν γι' αυτή», σημειώνει ο Χρήστος Παπαδόπουλος, μέλος της ομάδας μαζί με τους Ευτυχία Μακρή και Ηλία Χούσο.

Η ιδιαιτερότητα της επιχείρησης, όπως και όλων αυτών του κλάδου, είναι η ευελιξία, με αποτέλεσμα να κάνουν παράλληλα αρκετά projects, να αναπτύσσουν συνεργασίες ανάλογα με το αντικείμενο κάθε φορά, αλλά και να κατευθύνουν την έρευνα και την παραγωγή τους σε αυτά που ζητά η αγορά.

«Μια ιδέα δεν αρκεί, πρέπει να συνδέεται η έρευνα με αυτό που θέλει η αγορά, και αυτό προσπαθούμε να κάνουμε και εμείς», αναφέρει ο Χρήστος, επισημαίνοντας ότι οι οικονομικοί όφελος θα ήταν μεγαλύτεροι με τη δεδομένη της χώρας πριν κάποια χρόνια και γι' αυτό ασχολούνται με διάφορα πρόγματα. «Πρέπει να είσαι πάντα με τα μάτια ανοικτά, να μην εφησυχάζεις», τονίζει.

Η δυστομία από το εξωτερικό, ο αγώνας με τη γραφειοκρατία, η οικονομική ύφεση συνοδεύουν και αυτή την προσπάθεια, ενώ επιπλέον δυσκολία για μια ελληνική επιχείρηση με έδρα τα Γιάννενα δημιουργούν «εξωγενείς» παράγοντες.

«Πριν εγκατασταθώ στο ΕΤΕΠΗ είχα γραφείο στο Νεοχώρι/Ποταμό. Χρειάστηκαν τρεις μήνες για μια απλή τηλεφωνική γραμμή. Δούλεψα με ασύρματο ίντερνετ. Καταλαβαίνετε ότι, αν δεν υπήρχαν οι δυνατότητες γρήγορου ίντερνετ που προσφέρει το Πάρκο, δε θα μπορούσαμε να κάνουμε τίποτα», αναφέρει ενδεικτικά, τονίζοντας την αξία της ύπαρξης του πανεπιστημίου Ιωαννίνων.

Η ομάδα συνεχίζει τα πλάνα ανάπτυξης νέων εργαλείων, ολοκληρώνοντας μια εφαρμογή για την εύρεση βέλτιστης διαδρομής στην κίνηση εμπορικών πλοίων σε όλο τον πλανήτη, σε σχέση με τις καιρικές συνθήκες. Αντίστοιχες εφαρμογές υπάρχουν στο εξωτερικό, αλλά όχι στην Ελλάδα, και είναι ένα «κενό» που δε σκοπεύουν να αφήσουν ανεκμετάλλευτο.

### ΠΑΝΕΠΙΣΤΗΜΙΟ ΙΩΑΝΝΙΝΩΝ

#### Κατοχύρωση εφεύρεσης με δίπλωμα ευρεσιτεχνίας

ΜΕ δίπλωμα ευρεσιτεχνίας κατοχύρωσαν μέλη της επιστημονικής κοινότητας του πανεπιστημίου Ιωαννίνων μια νέα σημαντική έννοια για ορθολογική χρήση.

Η εφεύρεση έγινε στο πλαίσιο της συμμετοχής του καθηγητή του Τμήματος Χημείας δρ. Σωτήρη Κατήκακου ως εθνικού εκπροσώπου και του Εργαστηρίου Εφαρμοσμένης Βιοανάλυσης Χημείας του πανεπιστημίου Ιωαννίνων στο ευρωπαϊκό πρόγραμμα COST, στη δράση δημιουργίας νέων κοινοτικών επιχειρηματικών επενδύσεων, που αναπτύχθηκαν με τη βοήθεια της ΕΕ.

Η επιστημονική ομάδα αποτελούνταν από τη δρ. Χριστίνα Μαντή, ΜΔΕ στη Βιοανάλυση Χημείας, τον γιατρό-ειδικό οφθαλμολόγο Ηλία Μηλιώνη, τον δρ. Ιωάννη Σαϊνίδη, ΕΔΙΠ του τμήματος Βιολογικών Εφαρμογών και Τεχνολογιών, τον επικεφαλής καθηγητή της Ιατρικής Σχολής δρ. Νικόλαο Κουρκομυλίδη και τους Ερευνητές Α' στο ΕΚΕΦΕ «Δημόκριτος» δρ. Βασίλη Ψυχάρη και δρ. Αικατερίνη Ραποπούλου. Οι πρωταγωνιστές, αναγνωρίζοντας τη σημαντική συμβολή τους στην επιστημονική πρόοδο και καινοτομία, εκφράζουν τα θερμά τους συγχαρίσματα και εύχονται τη συνέχιση της αξιόλογης επιστημονικής δραστηριότητας των μελών της πανεπιστημιακής κοινότητας.

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**Στηρίζουμε υπεύθυνα και μεθοδικά την προσπάθεια των μαθητών**

**ΚΟΦΙΝΩΣ**

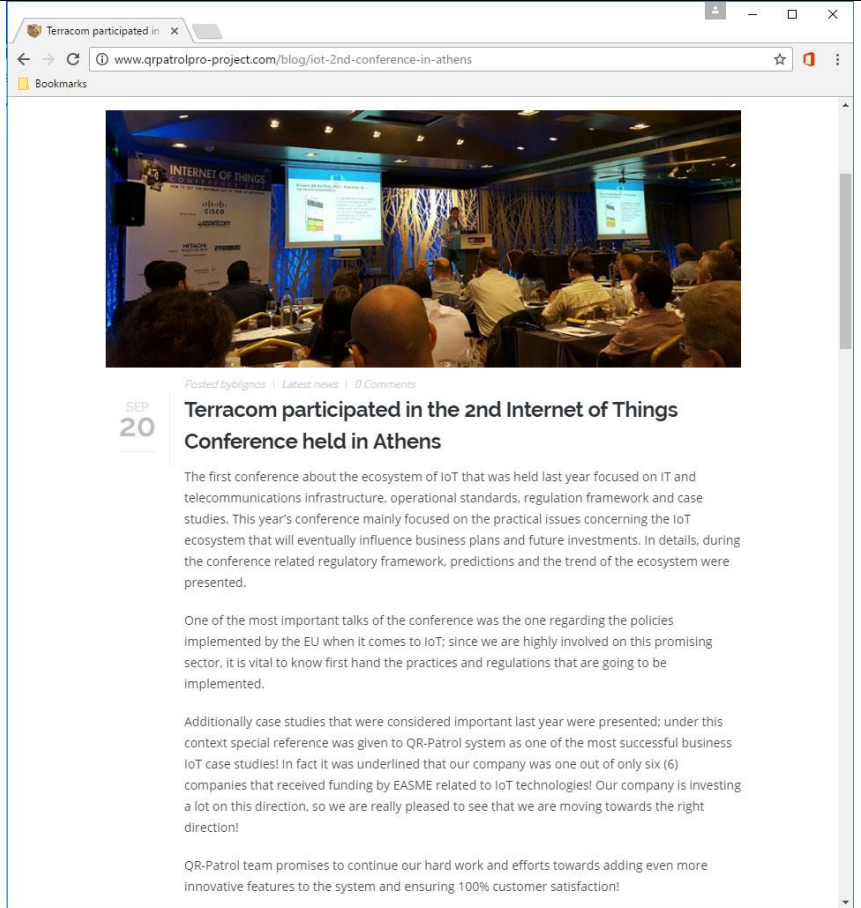
ΠΡΟΚΑΤΑΣΚΕΥΑΣΜΕΝΑ ΣΠΙΤΙΑ

- Τεχνολογία και ποιότητα υλικών κατασκευής.
- Ασφάλεια αντισεισμικότητα και αντοχή.
- Παράδοση κτηρίου σε τρείς μήνες.
- Ενεργειακό πιστοποιητικό απόδοσης A
- Χαμηλό κόστος κατασκευής. Χρηματοδότηση.

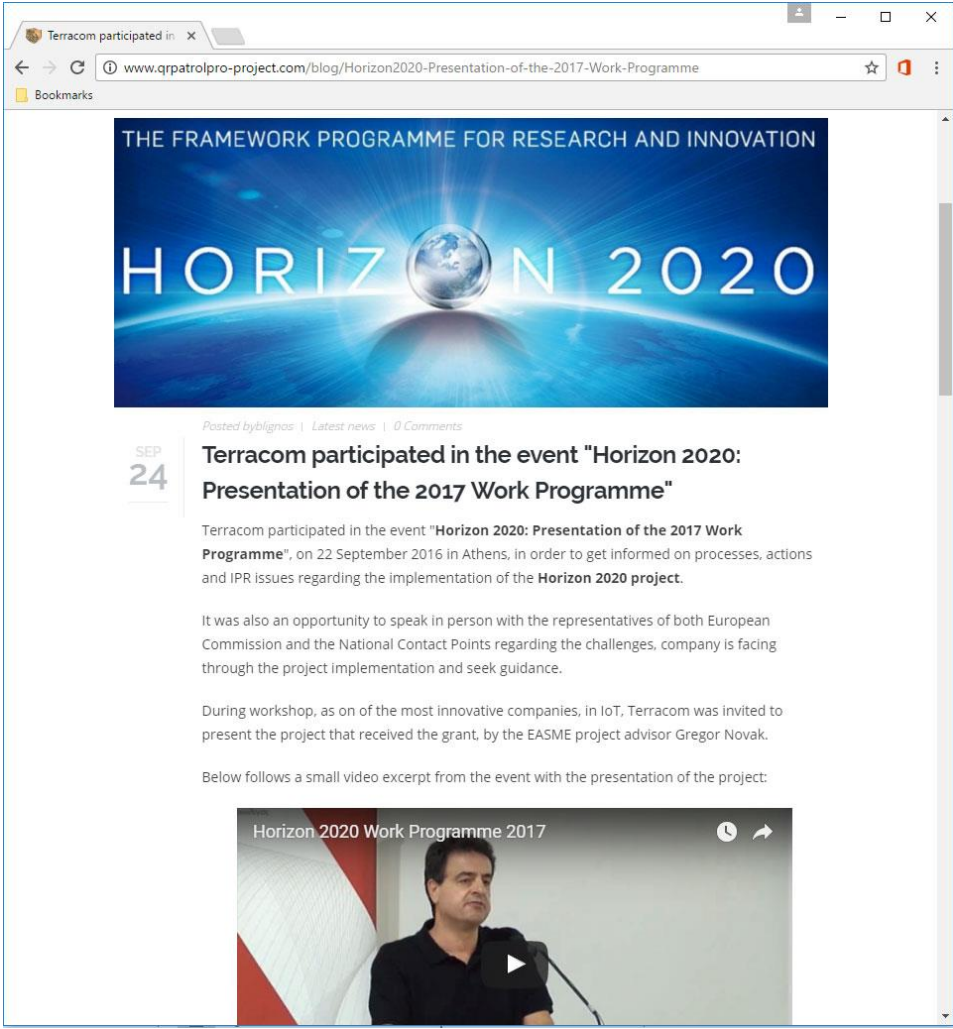
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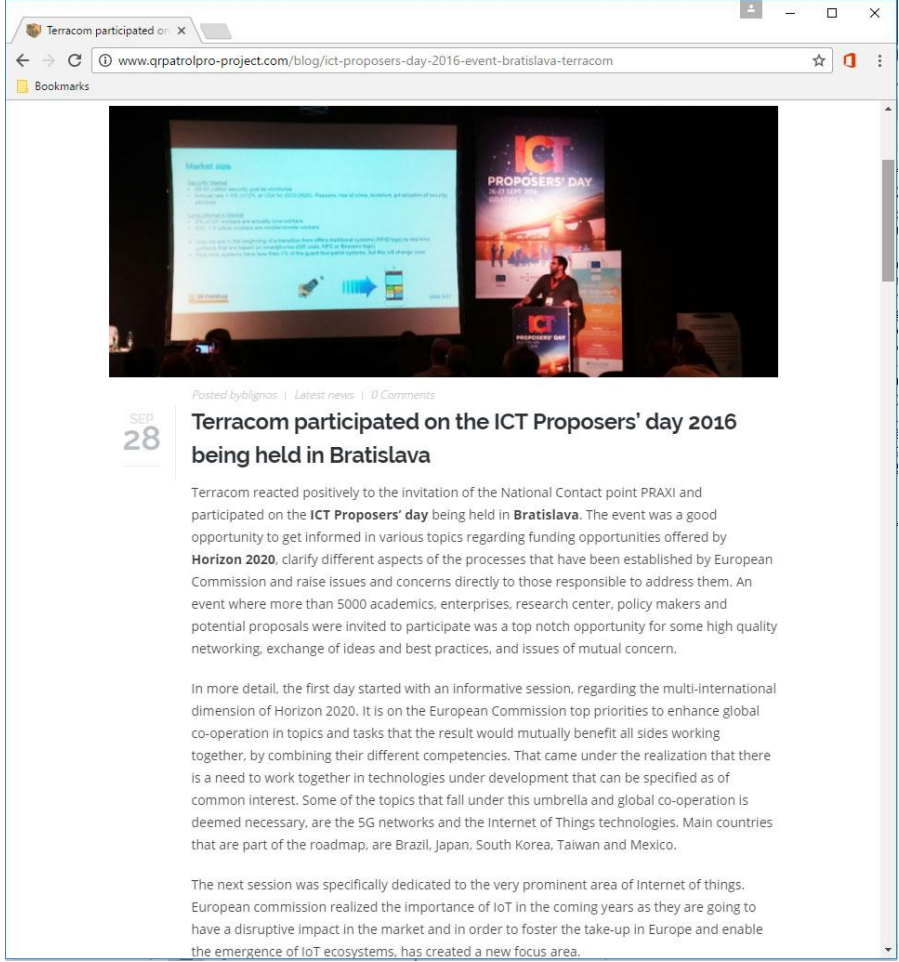
**GETHOUSE** Πουτέστη 22 τηλ. 2651071116  
www.gethouse.gr

## 5. Blogs

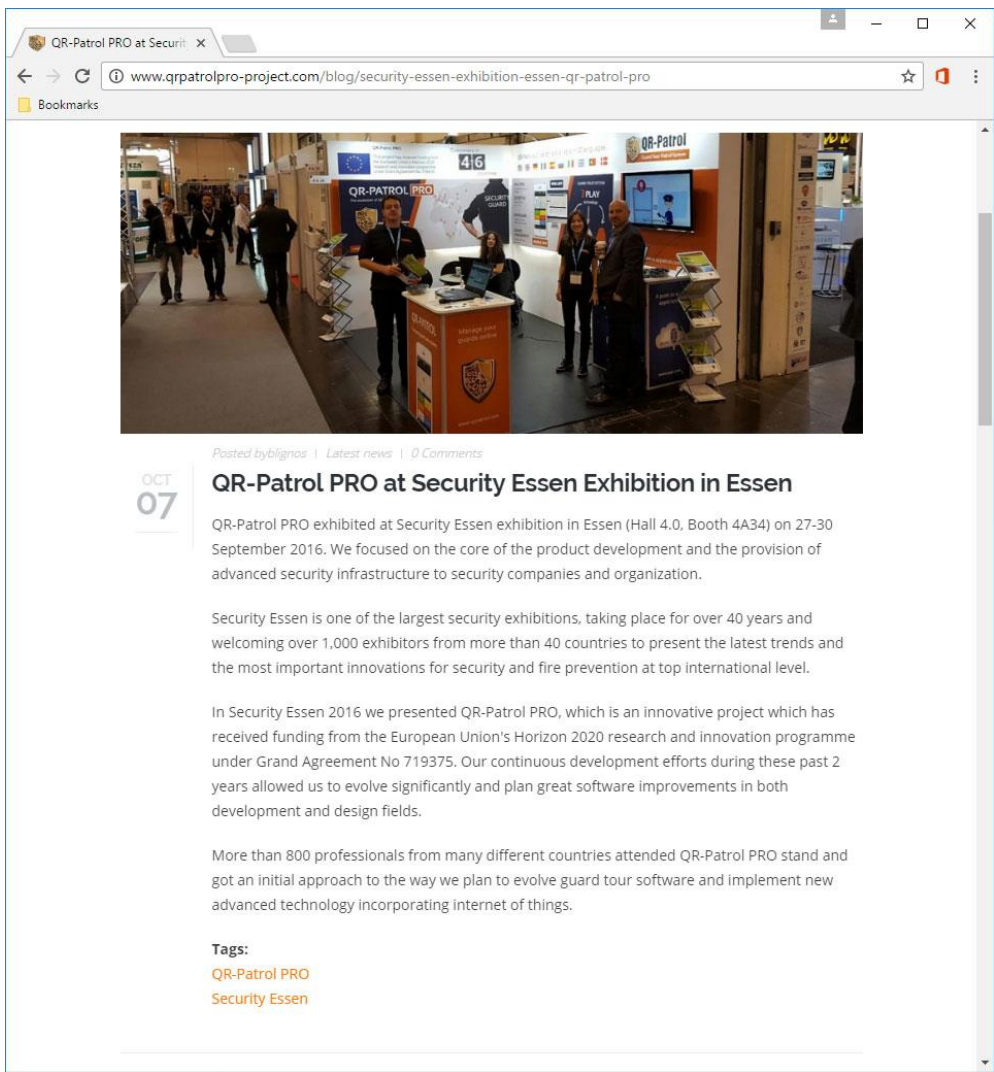
Exhibition	<b>Internet Of Things (IoT) 2016 Conference (Athens, Greece)</b>
Description	Terracom successfully attended Internet Of Things (IoT) 2016 Conference that focused on the practical issues concerning the IoT ecosystem that will eventually influence business plans and future investments. In details, during the conference related regulatory framework, predictions and the trend of the ecosystem were presented. One of the most important talks of the conference was the one regarding the policies implemented by the EU when it comes to IoT; since we are highly involved on this promising sector, it is vital to know first hand the practices and regulations that are going to be implemented.
Links	<ul style="list-style-type: none"> <li>• <a href="http://www.terracom.gr/en/blog-en/terracom-participated-2nd-internet-things-conference-held-athens">http://www.terracom.gr/en/blog-en/terracom-participated-2nd-internet-things-conference-held-athens</a></li> <li>• <a href="https://www.qrpatrol.com/blog/qr-patrol-team-attended-internet-things-iot-2016-conference">https://www.qrpatrol.com/blog/qr-patrol-team-attended-internet-things-iot-2016-conference</a></li> <li>• <a href="http://www.qrpatrolpro-project.com/blog/iot-2nd-conference-in-athens">http://www.qrpatrolpro-project.com/blog/iot-2nd-conference-in-athens</a></li> </ul>
	 <p>The screenshot shows a web browser window with the address bar displaying 'www.qrpatrolpro-project.com/blog/iot-2nd-conference-in-athens'. The page content includes a photograph of a conference hall with people seated at tables, facing a stage with a large screen. Below the photo, the date 'SEP 20' is shown, followed by the title 'Terracom participated in the 2nd Internet of Things Conference held in Athens'. The text describes the conference's focus on IoT ecosystem practical issues, regulatory frameworks, and predictions. It highlights a talk by the EU regarding IoT policies and mentions that Terracom's QR-Patrol system was recognized as one of the most successful IoT case studies, receiving funding from EASME. The post concludes with a promise to continue improving the QR-Patrol system.</p>

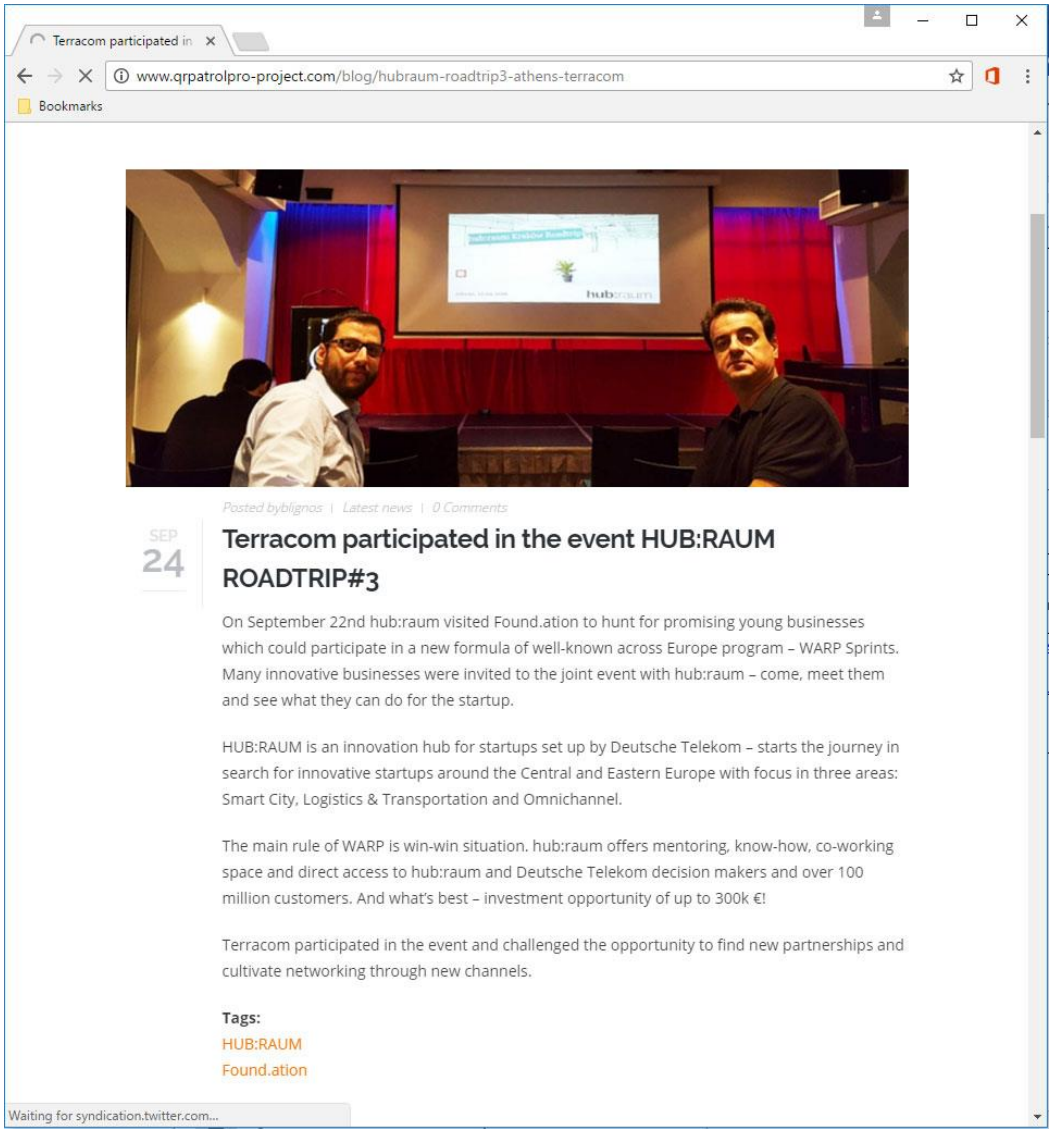


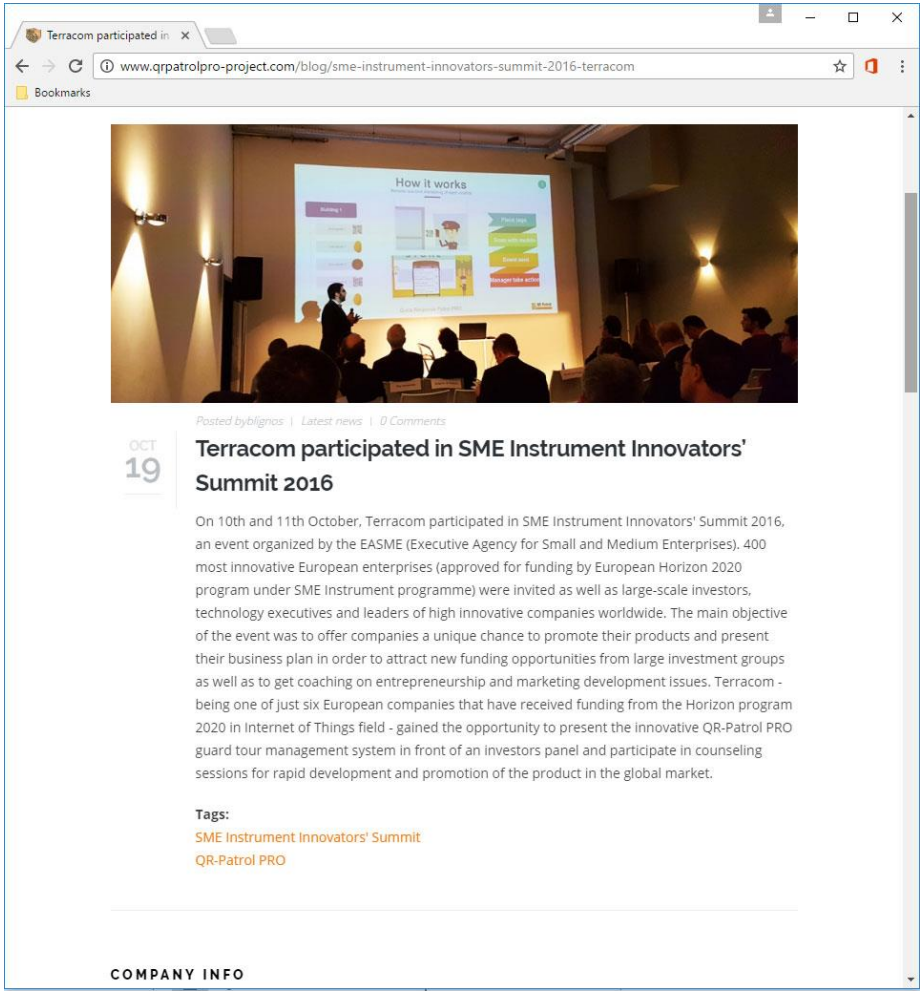
Exhibition	<b>Horizon 2020: Presentation of the 2017 Work Programme (Athens, Greece)</b>
Description	Terracom participated in this event in order to get informed on processes, actions and IPR issues regarding the implementation of the Horizon 2020 project. It was also an opportunity to speak in person with the representatives of both European Commission and the National Contact Points regarding the challenges, company is facing through the project implementation and seek guidance. During workshop, as on of the most innovative companies, in IoT, Terracom was invited to present the project QR-Patrol PRO, that received the grant by the project advisor Gregor Novak.
Links	<ul style="list-style-type: none"> <li>• <a href="http://www.terracom.gr/en/blog-en/Horizon2020-Presentation-of-the-2017-Work-Programme">http://www.terracom.gr/en/blog-en/Horizon2020-Presentation-of-the-2017-Work-Programme</a></li> <li>• <a href="http://www.qrpatrolpro-project.com/blog/Horizon2020-Presentation-of-the-2017-Work-Programme">http://www.qrpatrolpro-project.com/blog/Horizon2020-Presentation-of-the-2017-Work-Programme</a></li> </ul>
	

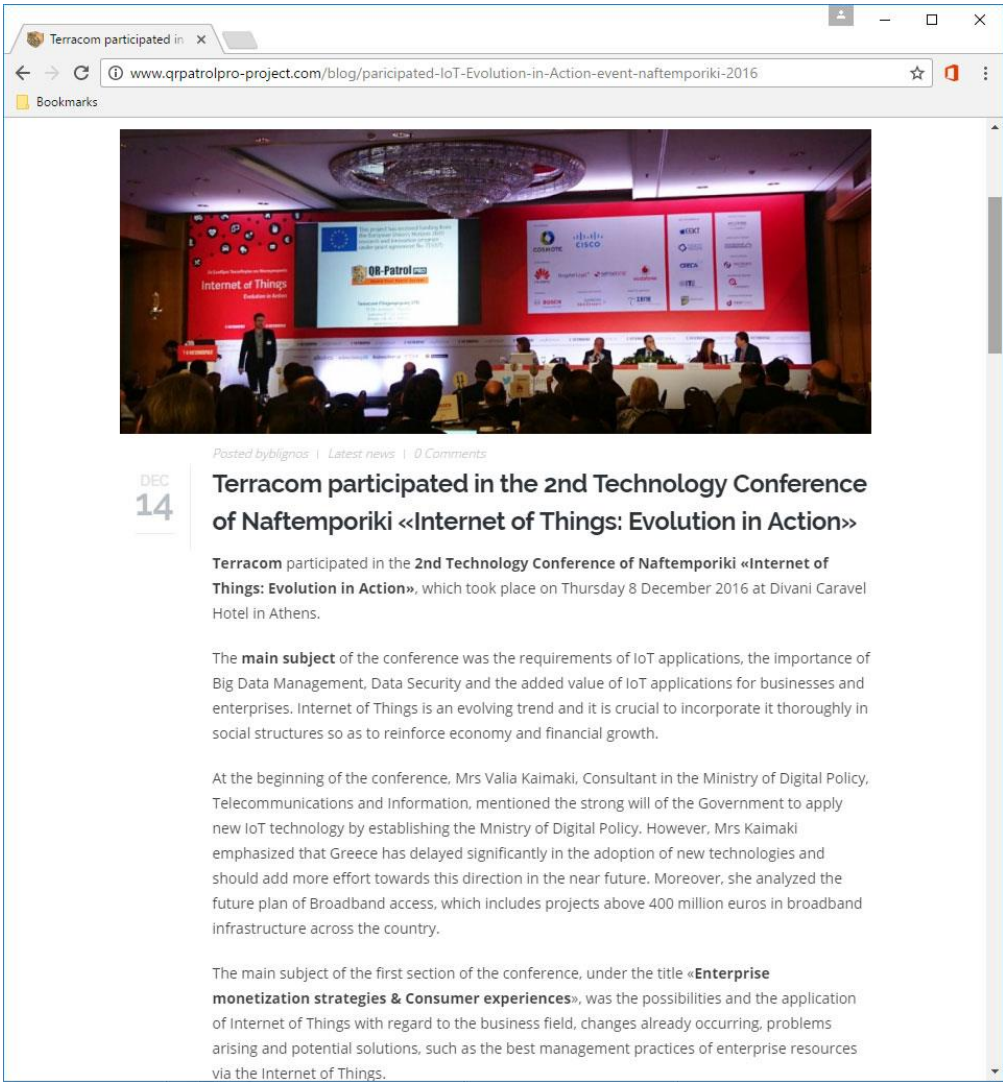
Exhibition	<b>ICT Proposers' day 2016 (Bratislava, Slovakia)</b>
Description	Terracom participated in this event in order to get informed on various topics regarding funding opportunities offered by Horizon 2020, clarify different aspects of the process that have been established by European commission and raise issues and concerns directly to those able to address them. Pre-arranged meetings took also place, to discuss the possibility of co-operating in the near future. Terracom was also invited from the SME Instrument to present the experiences after the signing of the awarded Grant Agreement for the QR-Patrol PRO project. Pre-arranged meetings took also place, to discuss the possibility of co-operating in the near future. Terracom had the pleasure to meet in person with the representatives of various companies and organizations, discuss on-going projects, common challenges and future opportunities for co-operation regarding the exploitation of QR-Patrol PRO.
Links	<ul style="list-style-type: none"> <li>• <a href="http://www.terracom.gr/en/blog-en/terracom-event-ict-proposers-day-2016-bratislava">http://www.terracom.gr/en/blog-en/terracom-event-ict-proposers-day-2016-bratislava</a></li> <li>• <a href="http://www.qrpatrolpro-project.com/blog/ict-proposers-day-2016-event-bratislava-terracom">http://www.qrpatrolpro-project.com/blog/ict-proposers-day-2016-event-bratislava-terracom</a></li> </ul>
	 <p>Posted by blignos   Latest news   0 Comments</p> <p><b>SEP 28</b></p> <h3>Terracom participated on the ICT Proposers' day 2016 being held in Bratislava</h3> <p>Terracom reacted positively to the invitation of the National Contact point PRAXI and participated on the <b>ICT Proposers' day</b> being held in <b>Bratislava</b>. The event was a good opportunity to get informed in various topics regarding funding opportunities offered by <b>Horizon 2020</b>, clarify different aspects of the processes that have been established by European Commission and raise issues and concerns directly to those responsible to address them. An event where more than 5000 academics, enterprises, research center, policy makers and potential proposals were invited to participate was a top notch opportunity for some high quality networking, exchange of ideas and best practices, and issues of mutual concern.</p> <p>In more detail, the first day started with an informative session, regarding the multi-international dimension of Horizon 2020. It is on the European Commission top priorities to enhance global co-operation in topics and tasks that the result would mutually benefit all sides working together, by combining their different competencies. That came under the realization that there is a need to work together in technologies under development that can be specified as of common interest. Some of the topics that fall under this umbrella and global co-operation is deemed necessary, are the 5G networks and the Internet of Things technologies. Main countries that are part of the roadmap, are Brazil, Japan, South Korea, Taiwan and Mexico.</p> <p>The next session was specifically dedicated to the very prominent area of Internet of things. European commission realized the importance of IoT in the coming years as they are going to have a disruptive impact in the market and in order to foster the take-up in Europe and enable the emergence of IoT ecosystems, has created a new focus area.</p>



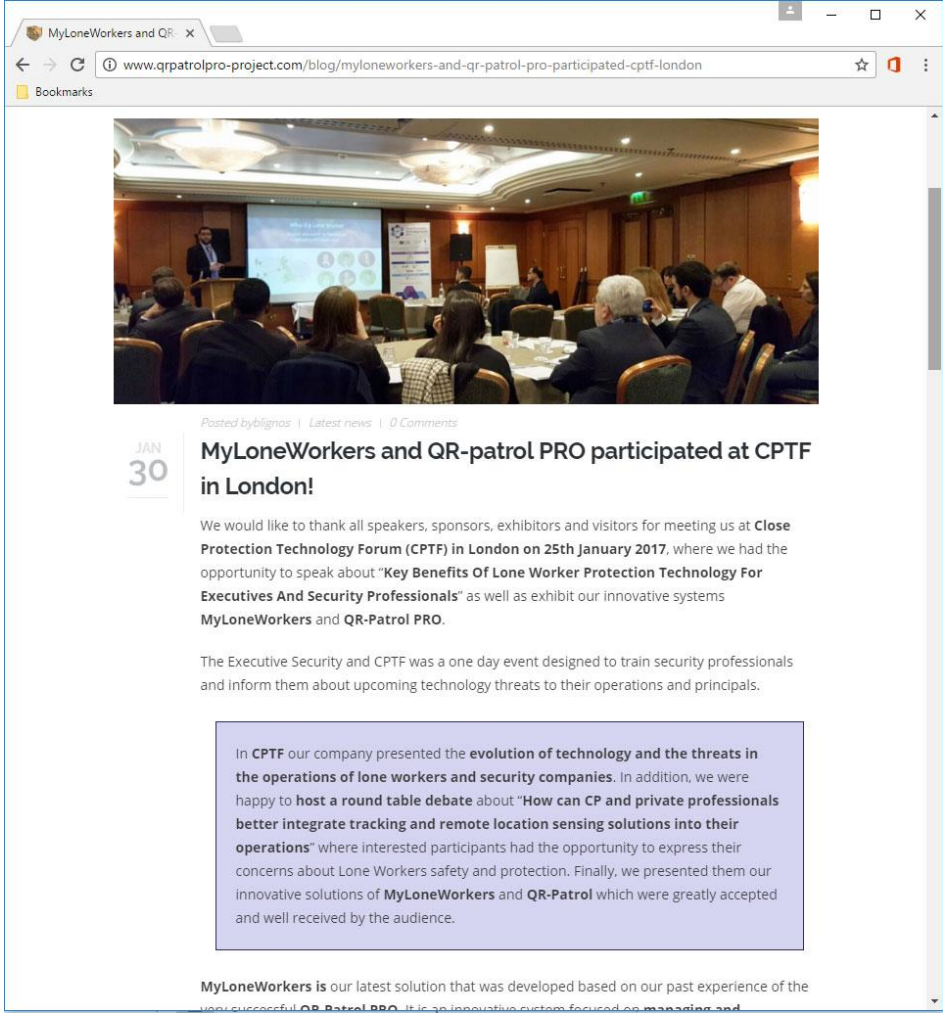
Exhibition	<b>Security Essen 2016 (Essen, Germany)</b>
Description	QR-Patrol PRO presented at Security Essen exhibition in Essen. QR-Patrol PRO's booth attracted visitors from many countries worldwide who engaged in our presentations and were impressed by the multiple features and functionalities of our product. Our continuous development efforts allowed us to evolve significantly and plan great software improvements in both development and design fields regarding QR-Patrol PRO. We also met many perspective leads and finally It was a great opportunity to get to know our new partner in Germany.
Links	<ul style="list-style-type: none"> <li>• <a href="https://www.qrpatrol.com/blog/security-essen-2016-we-will-be-there">https://www.qrpatrol.com/blog/security-essen-2016-we-will-be-there</a></li> <li>• <a href="http://www.qrpatrolpro-project.com/blog/security-essen-exhibition-essen-qr-patrol-pro">http://www.qrpatrolpro-project.com/blog/security-essen-exhibition-essen-qr-patrol-pro</a></li> <li>• <a href="http://www.terracom.gr/en/blog-en/qr-patrol-pro-security-essen-exhibition-essen">http://www.terracom.gr/en/blog-en/qr-patrol-pro-security-essen-exhibition-essen</a></li> </ul>
	 <p>The screenshot shows a web browser window with the address bar displaying <a href="http://www.qrpatrolpro-project.com/blog/security-essen-exhibition-essen-qr-patrol-pro">www.qrpatrolpro-project.com/blog/security-essen-exhibition-essen-qr-patrol-pro</a>. The main content area features a photograph of the QR-Patrol PRO booth at the Security Essen 2016 exhibition. Below the photo, the post is dated 'OCT 07' and titled 'QR-Patrol PRO at Security Essen Exhibition in Essen'. The text describes the exhibition, the product, and the company's participation.</p> <p>Posted by bilgnos   Latest news   0 Comments</p> <p><b>OCT 07</b></p> <h3>QR-Patrol PRO at Security Essen Exhibition in Essen</h3> <p>QR-Patrol PRO exhibited at Security Essen exhibition in Essen (Hall 4.0, Booth 4A34) on 27-30 September 2016. We focused on the core of the product development and the provision of advanced security infrastructure to security companies and organization.</p> <p>Security Essen is one of the largest security exhibitions, taking place for over 40 years and welcoming over 1,000 exhibitors from more than 40 countries to present the latest trends and the most important innovations for security and fire prevention at top international level.</p> <p>In Security Essen 2016 we presented QR-Patrol PRO, which is an innovative project which has received funding from the European Union's Horizon 2020 research and innovation programme under Grand Agreement No 719375. Our continuous development efforts during these past 2 years allowed us to evolve significantly and plan great software improvements in both development and design fields.</p> <p>More than 800 professionals from many different countries attended QR-Patrol PRO stand and got an initial approach to the way we plan to evolve guard tour software and implement new advanced technology incorporating internet of things.</p> <p><b>Tags:</b>  <a href="#">QR-Patrol PRO</a>  <a href="#">Security Essen</a></p>

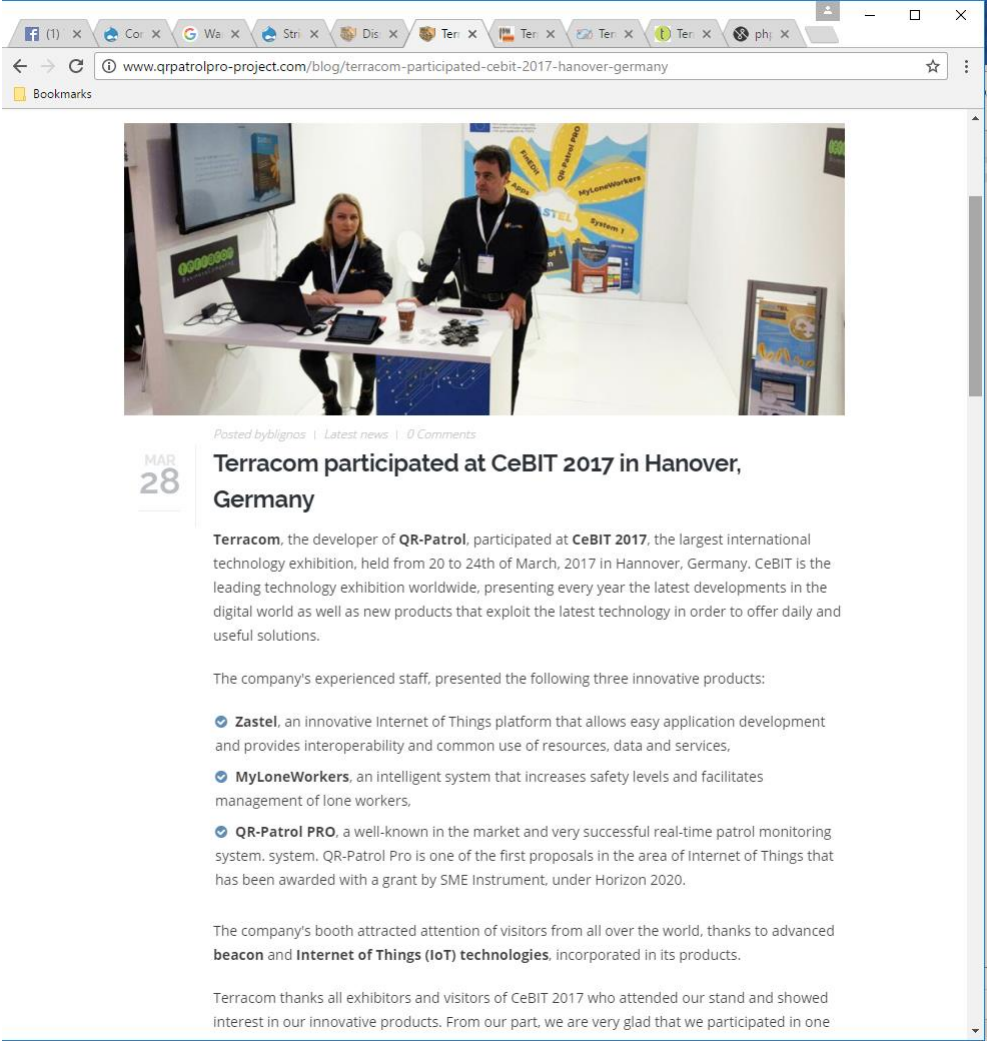
Exhibition	<b>HUB:RAUM RoadTrip#3 (Athens, Greece)</b>
Description	Terracom, participated in a pitching session in front of a panel of investors. The event was organized by T-Mobile and Cosmote. The purpose was to search for funding opportunities as well as for partnerships for the future exploitation of QR-Patrol PRO.
Links	<ul style="list-style-type: none"> <li>• <a href="http://www.terracom.gr/en/blog-en/terracom-will-participate-event-hubraum-roadtrip3">http://www.terracom.gr/en/blog-en/terracom-will-participate-event-hubraum-roadtrip3</a></li> <li>• <a href="http://www.qrpatrolpro-project.com/blog/hubraum-roadtrip3-athens-terracom">http://www.qrpatrolpro-project.com/blog/hubraum-roadtrip3-athens-terracom</a></li> </ul>
	 <p>The screenshot shows a web browser window displaying a blog post. The address bar shows the URL: <a href="http://www.qrpatrolpro-project.com/blog/hubraum-roadtrip3-athens-terracom">www.qrpatrolpro-project.com/blog/hubraum-roadtrip3-athens-terracom</a>. The post features a photo of two men, one in a white shirt and one in a dark shirt, standing in front of a screen displaying a presentation slide. The slide has the text 'Terracom participated in the event HUB:RAUM ROADTRIP#3' and the Terracom logo. Below the photo, the post is dated 'SEP 24' and titled 'Terracom participated in the event HUB:RAUM ROADTRIP#3'. The text of the post describes the event and Terracom's participation.</p>

Exhibition	<b>SME INSTRUMENT INNOVATORS' SUMMIT 2016 (Brussels, Belgium)</b>
Description	This was an invitation-only event. Terracom participated in various workshops, talks, B2B meetings and in two pitching sessions. Also had face-to-face meetings with representatives of European Commission. Terracom participated in two pitching sessions. First one was for training purposes, due to lack of previous relevant experience and the second one was in front of a panel of investors that were invited by EASME. Terracom pitched about QR-Patrol PRO, looking for funding opportunities, as well as for future synergies. For this event, Terracom has scheduled a number of pre-arranged meetings with prospective partners as well as venture capitalists in order to examine the possibility of getting funded in the near future.
Links	<ul style="list-style-type: none"> <li>• <a href="http://www.terracom.gr/en/blog-en/terracom-participation-sme-instrument-innovators-summit-2016">http://www.terracom.gr/en/blog-en/terracom-participation-sme-instrument-innovators-summit-2016</a></li> <li>• <a href="http://www.qrpatrolpro-project.com/blog/sme-instrument-innovators-summit-2016-terracom">http://www.qrpatrolpro-project.com/blog/sme-instrument-innovators-summit-2016-terracom</a></li> </ul>
	 <p><b>Terracom participated in SME Instrument Innovators' Summit 2016</b></p> <p>On 10th and 11th October, Terracom participated in SME Instrument Innovators' Summit 2016, an event organized by the EASME (Executive Agency for Small and Medium Enterprises). 400 most innovative European enterprises (approved for funding by European Horizon 2020 program under SME Instrument programme) were invited as well as large-scale investors, technology executives and leaders of high innovative companies worldwide. The main objective of the event was to offer companies a unique chance to promote their products and present their business plan in order to attract new funding opportunities from large investment groups as well as to get coaching on entrepreneurship and marketing development issues. Terracom - being one of just six European companies that have received funding from the Horizon program 2020 in Internet of Things field - gained the opportunity to present the innovative QR-Patrol PRO guard tour management system in front of an investors panel and participate in counseling sessions for rapid development and promotion of the product in the global market.</p> <p><b>Tags:</b>  <a href="#">SME Instrument Innovators' Summit</a>  <a href="#">QR-Patrol PRO</a></p> <p><b>COMPANY INFO</b></p>

Exhibition	<b>2nd Technology Conference "Internet of Things: Evolution in Action" (Athens, Greece)</b>
Description	Terracom participated in the 2nd Technology Conference "Internet of Things: Evolution in Action" to present QR-Patrol PRO guard tour application, which incorporates Internet of Things Technology and offers maximum prevention in the physical security field. The main subject of the conference was the requirements of IoT applications, the importance of Big Data Management, Data Security and the added value of IoT applications for businesses and enterprises.
Links	<ul style="list-style-type: none"> <li>• <a href="http://www.qrpatrolpro-project.com/blog/paricipated-IoT-Evolution-in-Action-event-naftemporiki-2016">http://www.qrpatrolpro-project.com/blog/paricipated-IoT-Evolution-in-Action-event-naftemporiki-2016</a></li> <li>• <a href="http://www.terracom.gr/en/blog-en/terracom-participation-2nd-Technology-Conference-of-Naftemporiki">http://www.terracom.gr/en/blog-en/terracom-participation-2nd-Technology-Conference-of-Naftemporiki</a></li> <li>• <a href="https://www.qrpatrol.com/blog/paricipated-IoT-Evolution-in-Action-event-naftemporiki-2016">https://www.qrpatrol.com/blog/paricipated-IoT-Evolution-in-Action-event-naftemporiki-2016</a></li> </ul>
	 <p>Posted by bilignos   Latest news   0 Comments</p> <p><b>DEC 14</b></p> <h2>Terracom participated in the 2nd Technology Conference of Naftemporiki «Internet of Things: Evolution in Action»</h2> <p>Terracom participated in the <b>2nd Technology Conference of Naftemporiki «Internet of Things: Evolution in Action»</b>, which took place on Thursday 8 December 2016 at Divani Caravel Hotel in Athens.</p> <p>The <b>main subject</b> of the conference was the requirements of IoT applications, the importance of Big Data Management, Data Security and the added value of IoT applications for businesses and enterprises. Internet of Things is an evolving trend and it is crucial to incorporate it thoroughly in social structures so as to reinforce economy and financial growth.</p> <p>At the beginning of the conference, Mrs Valia Kaimaki, Consultant in the Ministry of Digital Policy, Telecommunications and Information, mentioned the strong will of the Government to apply new IoT technology by establishing the Ministry of Digital Policy. However, Mrs Kaimaki emphasized that Greece has delayed significantly in the adoption of new technologies and should add more effort towards this direction in the near future. Moreover, she analyzed the future plan of Broadband access, which includes projects above 400 million euros in broadband infrastructure across the country.</p> <p>The main subject of the first section of the conference, under the title «<b>Enterprise monetization strategies &amp; Consumer experiences</b>», was the possibilities and the application of Internet of Things with regard to the business field, changes already occurring, problems arising and potential solutions, such as the best management practices of enterprise resources via the Internet of Things.</p>



Exhibition	<b>Executive Security and Close Protection Technology Forum (London, UK)</b>
Description	Terracom participated in CPTF and presented the latest trends of technology regarding safety of lone workers. In addition, participants of the QR-Patrol PRO project, hosted a round table debating on the topic “How can CP and private professionals better integrate tracking and remote location sensing solutions into their operations” where interested participants had the opportunity to express their concerns about Lone Worker’s safety and protection. Finally, MyLoneWorkers and QR-Patrol PRO were presented to the invited audience.
Links	<ul style="list-style-type: none"> <li>• <a href="http://www.terracom.gr/en/blog-en/MyLoneWorkers-QR-patrol-at-CPTF-in-London">http://www.terracom.gr/en/blog-en/MyLoneWorkers-QR-patrol-at-CPTF-in-London</a></li> <li>• <a href="https://www.myloneworkers.com/blog/myloneworkers-and-qr-patrol-participated-cptf-london">https://www.myloneworkers.com/blog/myloneworkers-and-qr-patrol-participated-cptf-london</a></li> <li>• <a href="http://www.qrpatrolpro-project.com/blog/myloneworkers-and-qr-patrol-participated-cptf-london">http://www.qrpatrolpro-project.com/blog/myloneworkers-and-qr-patrol-participated-cptf-london</a></li> <li>• <a href="https://www.qrpatrol.com/blog/qr-patrol-system-cptf">https://www.qrpatrol.com/blog/qr-patrol-system-cptf</a></li> </ul>
	 <p>The screenshot shows a web browser window with the address bar displaying <a href="http://www.qrpatrolpro-project.com/blog/myloneworkers-and-qr-patrol-pro-participated-cptf-london">www.qrpatrolpro-project.com/blog/myloneworkers-and-qr-patrol-pro-participated-cptf-london</a>. The page content includes a photograph of a conference room where a presentation is taking place. Below the photo, the post is dated 'JAN 30' and titled 'MyLoneWorkers and QR-patrol PRO participated at CPTF in London!'. The text of the post reads: 'We would like to thank all speakers, sponsors, exhibitors and visitors for meeting us at <b>Close Protection Technology Forum (CPTF) in London on 25th January 2017</b>, where we had the opportunity to speak about “<b>Key Benefits Of Lone Worker Protection Technology For Executives And Security Professionals</b>” as well as exhibit our innovative systems <b>MyLoneWorkers</b> and <b>QR-Patrol PRO</b>. The Executive Security and CPTF was a one day event designed to train security professionals and inform them about upcoming technology threats to their operations and principals. In <b>CPTF</b> our company presented the <b>evolution of technology and the threats in the operations of lone workers and security companies</b>. In addition, we were happy to <b>host a round table debate</b> about “<b>How can CP and private professionals better integrate tracking and remote location sensing solutions into their operations</b>” where interested participants had the opportunity to express their concerns about Lone Workers safety and protection. Finally, we presented them our innovative solutions of <b>MyLoneWorkers</b> and <b>QR-Patrol</b> which were greatly accepted and well received by the audience. MyLoneWorkers is our latest solution that was developed based on our past experience of the very successful <b>QR-Patrol PRO</b>. It is an innovative custom focused on managing and</p>

Exhibition	<b>CeBIT 2017 (Hanover, Germany)</b>
Description	Terracom participated at CeBIT 2017, the largest international technology exhibition. CeBIT is the leading technology exhibition worldwide, presenting every year the latest developments in the digital world as well as new products that exploit the latest technology in order to offer daily and useful solutions. The company's experienced staff, presented the following three innovative products: QR-Patrol PRO, MyLoneWorkers and Zastel.
Links	<ul style="list-style-type: none"> <li>• <a href="http://www.qrpatrolpro-project.com/blog/terracom-participated-cebit-2017-hanover-germany">http://www.qrpatrolpro-project.com/blog/terracom-participated-cebit-2017-hanover-germany</a></li> <li>• <a href="https://www.qrpatrol.com/blog/terracom-participated-cebit-2017-hanover-germany">https://www.qrpatrol.com/blog/terracom-participated-cebit-2017-hanover-germany</a></li> <li>• <a href="https://www.myloneworkers.com/blog/terracom-participated-cebit-2017-hanover-germany">https://www.myloneworkers.com/blog/terracom-participated-cebit-2017-hanover-germany</a></li> <li>• <a href="http://www.terracom.gr/en/blog-en/terracom-participated-cebit-2017-hanover-germany">http://www.terracom.gr/en/blog-en/terracom-participated-cebit-2017-hanover-germany</a></li> </ul>
	 <p>The screenshot shows a web browser window with the URL <a href="http://www.qrpatrolpro-project.com/blog/terracom-participated-cebit-2017-hanover-germany">www.qrpatrolpro-project.com/blog/terracom-participated-cebit-2017-hanover-germany</a>. The page features a photo of two people at a booth with a laptop and a display. Below the photo, the date 'MAR 28' is shown. The title of the post is 'Terracom participated at CeBIT 2017 in Hanover, Germany'. The text describes the exhibition and the products presented: Zastel, MyLoneWorkers, and QR-Patrol PRO.</p> <p><b>Terracom participated at CeBIT 2017 in Hanover, Germany</b></p> <p>Terracom, the developer of QR-Patrol, participated at CeBIT 2017, the largest international technology exhibition, held from 20 to 24th of March, 2017 in Hannover, Germany. CeBIT is the leading technology exhibition worldwide, presenting every year the latest developments in the digital world as well as new products that exploit the latest technology in order to offer daily and useful solutions.</p> <p>The company's experienced staff, presented the following three innovative products:</p> <ul style="list-style-type: none"> <li>• <b>Zastel</b>, an innovative Internet of Things platform that allows easy application development and provides interoperability and common use of resources, data and services.</li> <li>• <b>MyLoneWorkers</b>, an intelligent system that increases safety levels and facilitates management of lone workers.</li> <li>• <b>QR-Patrol PRO</b>, a well-known in the market and very successful real-time patrol monitoring system. QR-Patrol Pro is one of the first proposals in the area of Internet of Things that has been awarded with a grant by SME Instrument, under Horizon 2020.</li> </ul> <p>The company's booth attracted attention of visitors from all over the world, thanks to advanced <b>beacon and Internet of Things (IoT) technologies</b>, incorporated in its products.</p> <p>Terracom thanks all exhibitors and visitors of CeBIT 2017 who attended our stand and showed interest in our innovative products. From our part, we are very glad that we participated in one</p>