



**ATLANTIS**  
ENGINEERING

# ANNUAL REPORT

[www.atlantis-engineering.com](http://www.atlantis-engineering.com)



# 2023

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## MESSAGE FROM THE MANAGEMENT



George  
Efremidis  
CCO



## Our Purpose

Celebrating the first 25 years of Atlantis Engineering, two main elements have defined its course: commitment to our vision of "Sustainable maintenance that improves every person's life" and continuous focus on technological solutions that provide effective software for every maintenance professional. For all of us, 2023 was a year of reaffirmation, as the intense effects of climate change highlighted the need for maintenance as a

pillar of the planet's sustainable development. The 43 new projects launched across 10 countries within the year served as a strong vote of confidence in the quality and innovation of Atlantis Engineering's software. We will continue on this same path in 2024, standing alongside every maintenance professional who faces the same challenges as we do.

## PRODUCT INNOVATION

# New Commercial Projects



Epirotic Bottling Industry S.A. (Vikos) holds a leading position in the natural mineral water market. The company began its production activities in 1990, sourcing from the eponymous spring in Zagorochoia. Today, it utilizes seven water springs and operates five state-of-the-art factories with vertically integrated production, covering a total area of 87,800 m<sup>2</sup>. The company has 33 production lines (for bottling water and soft drinks, as well as manufacturing preforms and caps).



Porto Carras Grand Resort is a historic and iconic resort that played a crucial role in establishing luxury tourism in Greece, particularly in Chalkidiki. Situated in a natural environment of unparalleled beauty and vibrant contrasts, the resort has been offering its guests high-quality services and genuine Greek hospitality for 50 years. It is situated alongside a 9-kilometer sandy coastline and is surrounded by a lush area of 18,000 acres.



HEDNO S.A. (Hellenic Electricity Distribution Network Operator) is responsible for the operation, maintenance, and development of the electricity distribution network in Greece. The network spans a total of 241,569 km, it includes 165,290 medium to low voltage substations and 241 high to medium voltage substations, and it serves more than 7,000,000 customers.

## They trusted us in 2023




## PRODUCT INNOVATION



Today, Barilla is an international group with presence in more than 100 countries. Founded in 1877 in Parma, Italy, Barilla is one of the world's leading food companies. It is a privately held business, still owned by the 4th generation of the Barilla family. As a global leader in the markets for pasta and ready-to-use sauce in continental Europe, the Barilla Group is recognized worldwide as a symbol of Italian expertise.



Papoutsanis, an iconic Greek company with over 150 years of expertise, is a leader in sustainable innovation and one of the largest producers of soap and liquid cosmetics in Europe. The company boasts a state-of-the-art, fully integrated production facility that produces over 220 million units annually. Papoutsanis has strong presence not only in Greece and Europe but also in more than 35 countries worldwide.



SAFCO (Spata Airport Fueling Company) is a joint venture established by BP Hellas, EKO ABEE, MOBIL Oil Hellas, and Shell Hellas, all active fuel suppliers to Athens International Airport "Eleftherios Venizelos." SAFCO strategically chose AIMMS to enhance its demanding maintenance processes. The SAFCO fleet consists of 20 dispensers and 5 refuellers with a total fuel capacity of approximately 165 cubic meters.



**FARCOM**  
COSMETICS MANUFACTURING & DISTRIBUTION

**THEODOROU**



Specialist in **GASES**



**ΛΕΥΚΟΣΙΔΗΡΟΥΡΓΙΑ ΚΑΒΑΛΑΣ Α.Ε.**

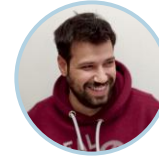
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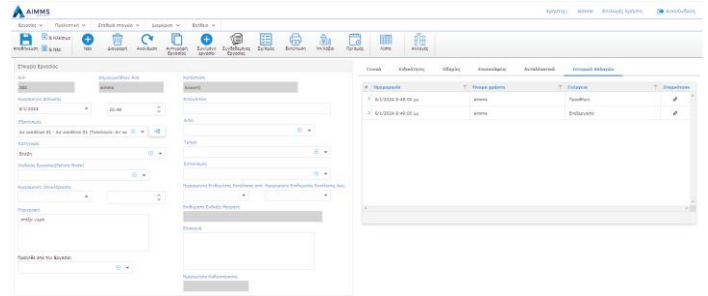
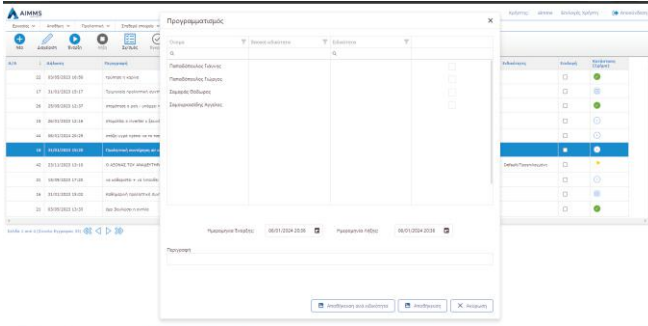
## PRODUCT INNOVATION



# AIMMS New Features



Dimitris  
Oustampasidis  
CTO



## 1 Change History Tracking

With the ability to record change history within the application, users can retrieve previous versions of their data, enhancing transparency, security, and data management.

- Data Security
- Data Restoration
- Transparency and Traceability
- Difference Comparison

## 3 Effective Customer Management

Features related to customer management ensure efficient handling of clients, their requests, maintenance contracts, and transactions (quotes, orders).

- Contact Management
- Maintenance Contract Management
- Transaction Management
- Service Management
- Email Dispatch of Quotes and Invoices
- Email Approval of Quotes

## 2 Enhanced Scheduling Screen

The capability to input multiple schedules combined with upgraded filters allows for faster task organization.

- Advanced Filtering
- Speed of Execution and Task Management

## 4 Automated Daily/Weekly Report Dispatch

Sending reports to specific recipients saves time and facilitates effective management of faults and maintenance.

- Completed Task Monitoring
- Pending Task Tracking
- Time Savings

## Application of AIMMS software at SANI-IKOS Resorts hotels

“

«When we started using AIMMS, we immediately felt it was the perfect solution for our daily needs. Its user-friendly interface, organization, and overall effectiveness quickly won the entire team over».

In addition to seamless communication, there is also the benefit of easy information sharing, as data from different facilities have been integrated into a single platform. This allows for comprehensive analysis and comparison of the resorts using KPIs.

“

«We now have smooth communication between shifts, visibility of completed tasks, repaired rooms or machinery, and upcoming work. Additionally, I receive daily reports that provide detailed updates on completed tasks and I have the ability to monitor and utilize metrics».



60%

Improvement in  
response time  
to customer requests



100%

Elimination  
of communication  
issues



15%

Reduction  
in maintenance  
costs

The effectiveness of AIMMS is attributed to its optimized maintenance functionality, enhanced service quality, and improved guest experience, while maintaining its user-friendliness.

One of the key advantages of using AIMMS for SANI-IKOS Resorts was the ability to have structured maintenance task management and improved communication among team members and departments.

“

«By using the AIMMS Mobile application, each of our technicians receives notifications, task descriptions, and photos directly on their mobile devices, allowing for immediate response and execution of tasks with all necessary information readily available. Everything needed is just a click away for their completion».

## CASE STUDY



“

*Before implementing the AIMMS application, we faced a multitude of operational challenges that required strategic solutions to streamline maintenance tasks and improve overall visitor satisfaction.*

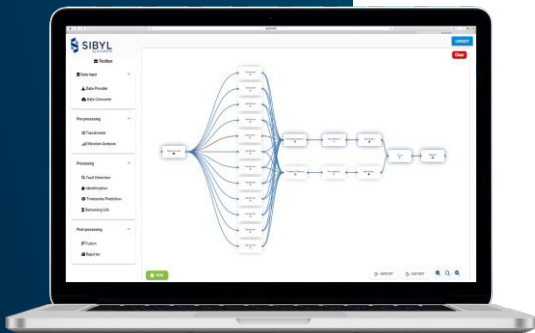
”



Thanasis Milonas  
Facilities  
Management  
Director



Thanasis  
Naskos  
CINO



## Analysis at Your Fingertips

In an intuitive environment, users can create a monitoring routine by dragging and dropping from the toolbox on the left into the canvas on the right. This allows for the proper connection of boxes, redirecting the flow of data from the equipment sensors to the analysis processes.



## SIBYL New Features

### As 2023 came to a close, Sibyl got a makeover

The platform's graphical interface was refreshed, focusing not only on aesthetics but also on usability, enhancing the User Experience (UX).

Sibyl was initially designed with transparency towards the customer in mind, recognizing that understanding precedes trust in any solution. Predictive maintenance solutions are often presented as black boxes, showing only the results of the analysis to the end user. More advanced solutions incorporate Explainable AI (XAI) techniques, aiming to explain how the model arrived at the final result. However, these solutions rarely allow any user intervention in the analysis process.

#### Freedom & Awareness

Sibyl combines full user control over the analysis process with support from our experienced data scientists, and the explanation of results by integrating context-awareness techniques. This links every observed phenomenon to its source.

#### User friendliness

The openness of the platform inevitably leads to increased design demands for the graphical interface. Therefore, the second half of 2023 was dedicated to enhancing the user experience. By the end of the year, we had released the first trial version of the new graphical interface and developed a plan for further advancements in 2024.

#### Interconnection

2023 also marked the beginning of the integration between the company's two main products, Sibyl and AIMMS. Sibyl automatically generates maintenance tasks for AIMMS when necessary, and AIMMS receives information from Sibyl regarding equipment and fault events at each plant. By the end of the year, efforts were directed towards unifying the two products, particularly in terms of user interface, adopting modern technologies.





FIBRAN operates in the production of insulation materials, maintaining a leading position in Europe. Given the dynamic nature of its production line, the company faced a range of challenges, which were addressed using Sibyl.

## CASE STUDY

### Combining Data Sources for Enhanced Analysis and Fault Prediction



Sibyl leverages data from existing SCADA systems, as well as from new sensors such as vibration and temperature sensors, to provide comprehensive and timely fault predictions.

### Reduction of Downtime and Prevention of Failures



By installing sensors on FIBRAN's production line, quality control of the produced goods is achieved, downtime is reduced, and failures are predicted in advance.

### Immediate Notification in Case of Fault Detection

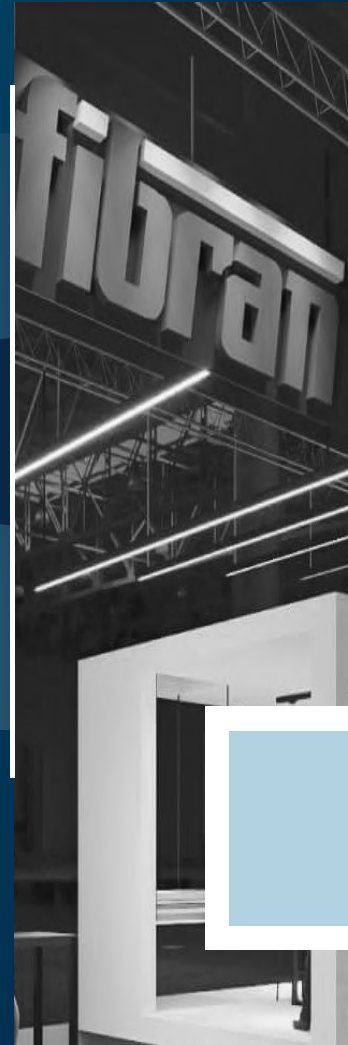


In the event of machine malfunctions or deviations on the production line, Sibyl activates immediately. Using advanced algorithms, it detects and assesses data, alerting operators to any issues.

### Sibyl in Production Line



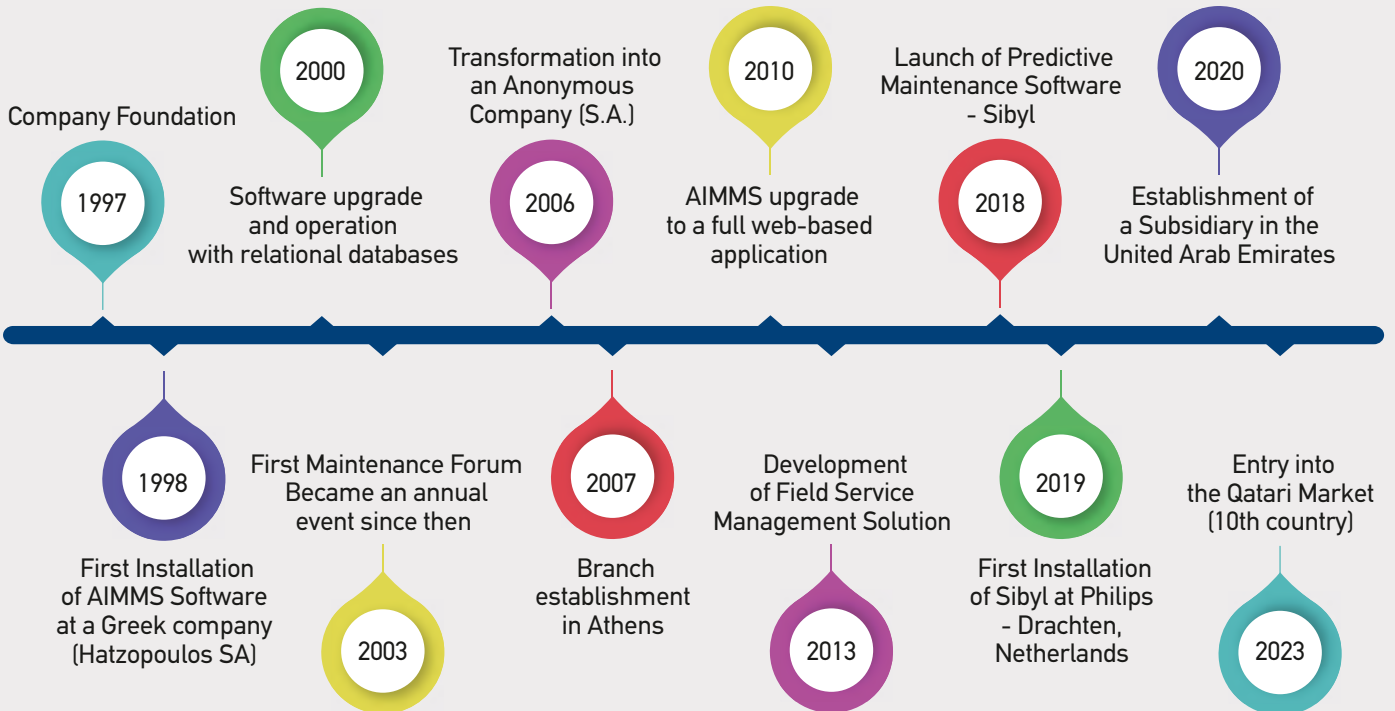
Operators have the ability to monitor the status of all machines collectively through a unified screen, providing them with a valuable tool that keeps them continuously informed.



25 YEARS OF ATLANTIS ENGINEERING

#Atlantiers

# 25 years of ATLANTIS ENGINEERING



#Atlantiers

25 YEARS OF ATLANTIS ENGINEERING



## Hackathon 2023

Atlantis Engineering teams; developers, data analysts, engineers, project managers, and product specialists, gathered in the picturesque Saint Athanasios, transforming a routine event into a true celebration of technological mastery. As they joined forces, a whirlwind of new ideas, challenges, and pioneering projects unfolded during this year's 3-day Atlantis Hackathon 2023.

More than just an event, Hackathon 2023 has become a tradition, where collective brilliance is achieved through memorable moments, a culture of innovation, and our spirit of collaboration.





## 25 YEARS OF ATLANTIS ENGINEERING

# Atlantis Running Team

With a flame of determination, in an exhilarating display of sportsmanship and unity, the Running Dream Team of Atlantis Engineering participated in the 11th International Night Half Marathon in Thessaloniki on Saturday, October 21, 2023. The Atlantiers stood side by side among 18,000 runners from 61 countries, of various age groups, joining forces to run together for a noble cause. The streets of Thessaloniki were overtaken by the largest running party in the city and all of Greece.

In this endeavor, our team demonstrated its distinctive dynamism and dedication at every step, from start to finish, competing with unwavering physical and mental energy in one of the most significant sports events. The evening concluded with celebratory festivities echoing cheers and triumphs. It was a unique experience that will remain unforgettable.

*Dream Team Atlantis, triumphs at 11th International Night half marathon!*



#Atlantiers Super Team



# Fancy-Dress Party

Another day of working outside the usual boundaries came to surprise us! The 1st Masquerade Party of Atlantis Engineering became a reality. On Tsiknopempti 2023, the Atlantiers broke the technological mold and immersed themselves in a celebration full of magical moments, creativity, and a sense of mystery, as each mask told its own story through the fun karaoke competition. The experience was captivating, the party was wild, and the singing was delightful! Let the dancing begin until the masks fall at our next dazzling party!





## Mentors Corner

Toli & Christine Lerios

Once upon a time, a tortoise named Atlantia invited a hare named Tesula to an AI-enabled race.

The hare bragged about how smart and fast it was, and made a big show of its sleek body and cool design. The other animals loved the hare, and all they did was talk about it, and its plans to run to Mars one day!

Oh, the photos, the media coverage, the social media posts, the meme stocks, the exuberance the hare inspired! And the wild parties, too.

When the race got started, the hare zoomed forward despite having smoked a little too much pot the night before. But he soon felt like taking a nap, so it engaged its auto-pilot, and fell asleep.

Meanwhile, the tortoise was using its AI sensors to prevent its body from over-vibrating, to protect its knees, and to keep its heart in good health, while enjoying its steady walk towards the finish line.

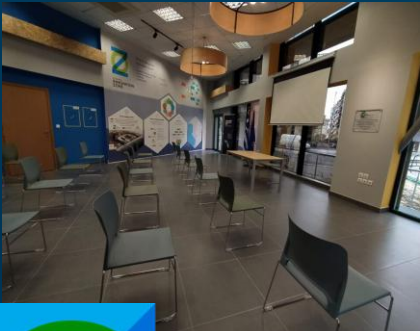
## 25 YEARS OF ATLANTIS ENGINEERING



As the hare dreamed of Mars, the tortoise saw the rays of the sun shining through the leaves, heard the songs of the birds, smelled the aroma of the flowers, and delighted in the beauty of the forest. When twilight came, it noticed ahead a swarm of flashing fireflies, and soon got near them, whereupon it witnessed the hare's dead body mangled among the remains of a poor tree upon which it had collided. "I guess auto-pilot gets confused by flashing lights," it thought, and kept walking.

The tortoise reached the finish line in good health, and in good spirits. The hare's spirit did make it to Mars. While the rest of the animals were fawning over the shiny coat and brilliant words of the forest's latest newcomer, a marvelous feline puppet that really, really wanted to be a cat, called CatGePeTo.

## AZK Alexander Innovation Zone



A significant role in the development of innovative activity in Northern Greece is played by the Alexander Innovation Zone (AZK). It is an honor for Atlantis Engineering that our CEO is a board member of the AZK, representing the Greek Exporters Association (SEVE). As he mentioned: «A permanent goal is to develop synergies among the local stakeholders, so that new innovative products with international impact can be developed».





## INVESTING IN THE FUTURE

# New Research Projects

For another year, the research and development team at Atlantis Engineering has made significant strides in leveraging cutting-edge technologies to create business value and develop new products. The new research focus areas were primarily centered around further enhancing advanced analysis techniques for detecting and predicting events in industrial environments using state-of-the-art deep learning techniques (transformers), developing new capabilities for digital assistants with applications in Industry 4.0,

and delving into technologies that facilitate data sharing and support the needs of data spaces emerging across various sectors.

At the same time, our research team participated once again in preparing numerous innovative plans and research proposals submitted under Horizon Europe calls, with a major focus on innovative artificial intelligence applications supporting the digital transformation of industry.

## DIGITAL TRANSFORMATION OF HYDROELECTRIC POWER STATIONS

DI-HYDRO

Development of a comprehensive decision-support tool for the optimal operation and maintenance of hydroelectric power stations using cutting-edge technologies such as smart devices, intelligent algorithms, and digital twins.



Καλλιρόη  
Μαρίνη  
*Head of  
Research  
and  
Innovation  
Dpt.*

## MANUFACTURING AS A SERVICE MODEL

MAESTRO

Development of a comprehensive and reliable platform to support the "Manufacturing as a Service" model, offering predictive resilience and timely readiness for disruptive events.

## DATA SPACE FOR MAINTENANCE

SM4RTENANCE

Creation of a data space for advanced management and maintenance services, with data provided throughout the entire lifecycle of a fixed asset by various involved parties interacting with it (asset 4.0).

## OPTIMIZATION OF DATA LIFECYCLE

PLIADES

Advanced reference architecture for data spaces, new tools for full integration of data lifecycles, and sustainable data creation methods for a data-driven future.

# APM Alliance

## Establishment of the company in the UAE



The APM Alliance is a professional venture in which Atlantis Engineering and three other internationally recognized companies from Lithuania, Denmark, and the United Arab Emirates participate. Additionally, it is supported by a network of partners and representatives in Australia, the USA, and Africa, sharing a common vision for Asset Performance Management (APM).

This effort includes Paul Daugalis (Head of Reliability Engineering), Arturas Gudynas (Head of Environmental Emissions & Systems Integration), and Julio Uqueo (Head of Project Management Services), with the ultimate goal of providing sustainable solutions for all organizational levels that improve equipment performance and cover most industrial sectors.

The main products offered by the APM Alliance are: Asset Performance Software, Inspection Management Software, and e-waste management Software. With significant decades-long experience in Asset Management and a collaborative network in six countries, the APM Alliance is a promising startup poised for a bright future on the global stage.



Paul  
Daugalis



Arturas  
Gudynas



Julio  
Uqueo



## BUILDING RELATIONSHIPS

## Getting to Know Leminar

Leminar Global, the leading provider of HVAC & Plumbing in the Middle East, faced the challenge of expanding its operations in the thriving market of Qatar while maintaining high standards of performance and customer satisfaction. In collaboration with Atlantis Engineering, Leminar embarked on a digital transformation journey by implementing AIMMS (CMMS) software, revolutionizing its maintenance processes and improving the quality of its services.

## Addressing Challenges

Before adopting AIMMS, Leminar encountered issues ranging from breakdowns and quality problems to a lack of scheduled preventive maintenance (PPM). These challenges hindered operational efficiency and jeopardized customer satisfaction.

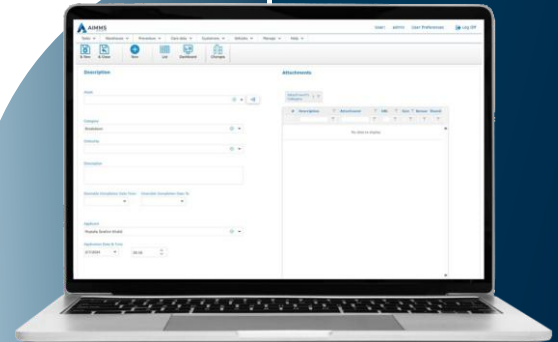
## AIMMS: The Real Solution

Leminar uses AIMMS to systematically manage and document reports, enhancing its customer service and support capabilities. The back office now operates with precision and organization, ensuring meticulous attention to customer needs.

## Real-Time Preventive Maintenance

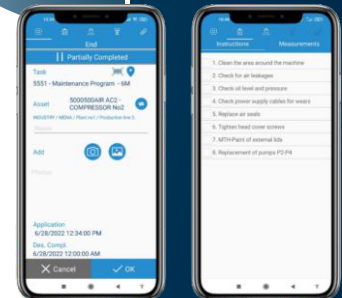
With the implementation of the AIMMS Mobile App, Leminar's engineers and technicians execute preventive maintenance programs in real-time. This allows for proactive maintenance scheduling and immediate updates to the system, keeping technicians fully equipped to provide optimal service to customers. A smart maintenance system with access to all required information on the go is now in place.

## CASE STUDY



Leminar back office

*AIMMS: Choose a System that Works for You*



AIMMS Mobile Application





# Gold Award 2023 in the "Maintenance" Category



The aim of the IoT Awards was to once again highlight the innovators, leaders, and visionaries across various categories, including industrial and business IoT & Smart technologies.

Atlantis Engineering emerged as one of the major winners of the event, winning the 1st prize at the Gold level in the "Maintenance" category for its project "Application of Predictive Maintenance in the Production Lines of Philips Consumer Lifestyle BV" in the Netherlands.

The Philips factory in Drachten, the Netherlands, is one of the largest centers for the development and production of Philips electric shavers in Europe. The project contributed to Philips C.L.'s strategic transition to predictive models through the Industry 4.0 Predictive Maintenance Platform, Sibyl, combined with the analyses from the Atlantis team, in adopting modern technologies.

"Atlantis Engineering, grateful for this recognition, will continue with enthusiasm to provide its services in the field of Predictive Maintenance Analysis, leveraging real-time data and all the capabilities offered by IoT technologies, aiming to enhance productivity and efficiency, reduce costs, and develop innovative tools, helping businesses and society as a whole," stated Mr. Kosmas Vamvalis, CEO of Atlantis Engineering & President of the European Federation of National Maintenance Societies (EFNMS), who received the award along with Konstantinos Kapetanos - Vasileiadis, Key Account Manager of Southern Greece at Atlantis Engineering.

## BUILDING RELATIONSHIPS

# Maintenance Next



Our team traveled to the "Land of Giants," as the Netherlands is often called, to participate in the largest technology and maintenance exhibition in the Benelux region, Maintenance NEXT, held on April 19-20, 2023. It was a pivotal event that was highly successful for professionals in industrial maintenance and new technology enthusiasts alike. During the exhibition, over 250 exhibitors from around the world showcased the most significant innovations in the maintenance sector at the Rotterdam Ahoy exhibition center, with more than 11,000 visitors in attendance.

Maintenance NEXT offered three days dedicated to new technologies, innovation, cutting-edge solutions, and high-tech products, which we had the opportunity to explore within the industrially aesthetic buildings of the exhibition.

Our presence at Maintenance NEXT was not just about showcasing comprehensive technological maintenance solutions but also sharing knowledge in a vibrant atmosphere of collaboration and unity. We even had the pleasure of enjoying the tunes from our own "Maintenance DJ," who kept the energy of the exhibition high, adding a pleasant "technological" note.

As we reflect on our time at Rotterdam Ahoy, one takeaway is the exhibition's slogan: "only together can we truly shape the world of industrial maintenance".



# Industry.Tec



Atlantis Engineering was present at the 1st international Industry.Tec exhibition, which took place on November 24-26, 2023, at the MEC exhibition center in Paiania, alongside significant business and industry representatives. The company's executives had the opportunity to engage with the industrial sector and share their extensive expertise and valuable practices.

During the three-day INDUSTRY.TEC Forum, the CCO of Atlantis Engineering, Giorgos Efrimidis, delivered a workshop presentation on the topic "Predictive Maintenance - From Theory to Practice" and provided smart and efficient solutions through Atlantis Engineering's products.





# Maintenance Forum

Our annual appointment with maintenance professionals, focusing on Digital Transformation and Reliability 4.0, concluded at OTE Academy in Athens. The Maintenance Forum took place for the 16th consecutive year, and Atlantis Engineering was there, as always, as the organizing company alongside the Hellenic Maintenance Society and I4byDesign.

This year featured notable participants and interesting presentations, not only from representatives of the local industry and maintenance sectors but also from abroad, including Paul Daugalis, Managing Director of Pro Reliability Management Consultancy LLC; Jan Stoker, SSAMM, Sr. Lecturer/Visiting Fellow at Cranfield University; Paul Whiting, Managing Director of Delta-Xero; and others.



## 16th Maintenance Forum



# #Workshop >> Predictive Maintenance Game

At the same time, Atlantis Engineering conducted a fully interactive workshop in collaboration with Arpedon, showcasing the step-by-step implementation of Predictive Maintenance from theory to practice. Giorgos Efraimidis, CCO of Atlantis Engineering, and Thanasis Naskos, CINO of Atlantis Engineering, presented a real Predictive Maintenance Game, where participants had the opportunity to interact as a team, creating a roadmap for the design and implementation of Predictive Maintenance.

Throughout the workshop, participants were able to evaluate real-time data from a specific air compressor, receiving SMS and email notifications from the Predictive Maintenance Platform - Sibyl. They made critical decisions for timely fault diagnosis and prediction and finally logged tasks into the Asset & Maintenance Management System, AIMMS, to address these issues.





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7 Mesogeion Avenue  
11526  
T: +30 210 610 7374

### Thessaloniki

12th km Thessaloniki  
-Moudania, 57001  
T: +30 2310 233 266

### Abu Dhabi

Hamdan Street  
(5th Street)  
T: +971 50 6625279