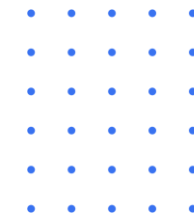


# desfa+ Innovation Center



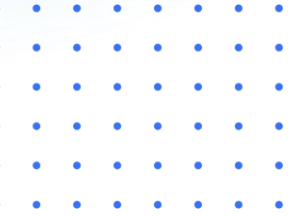
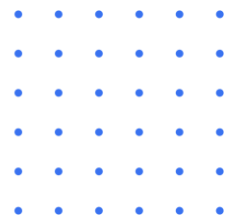
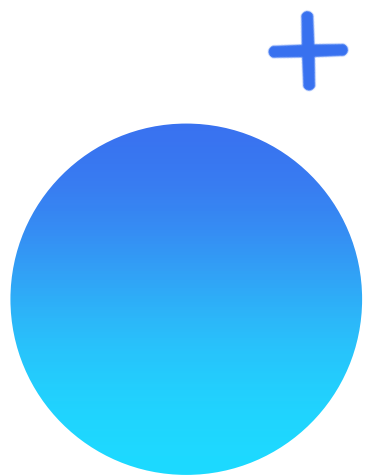
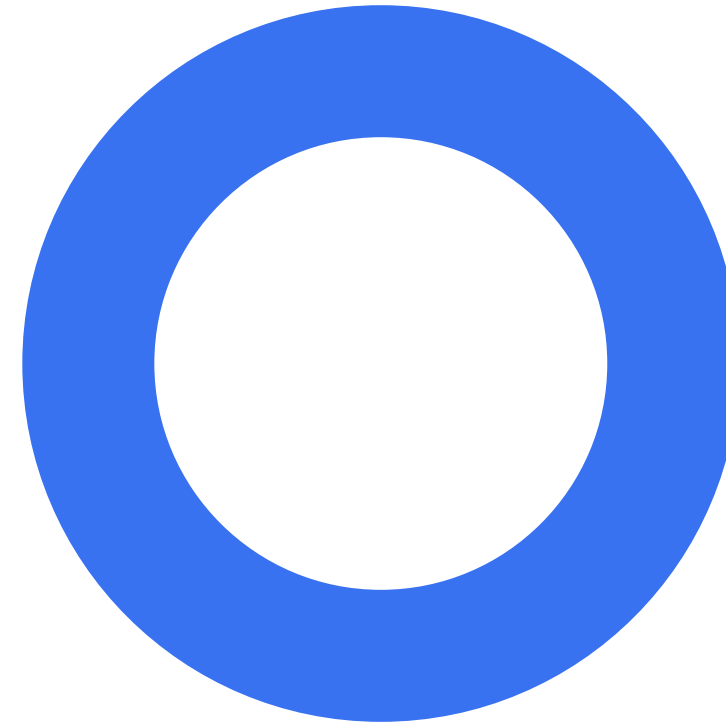
Hellenic Association for Energy Economics

Athens, 23 May



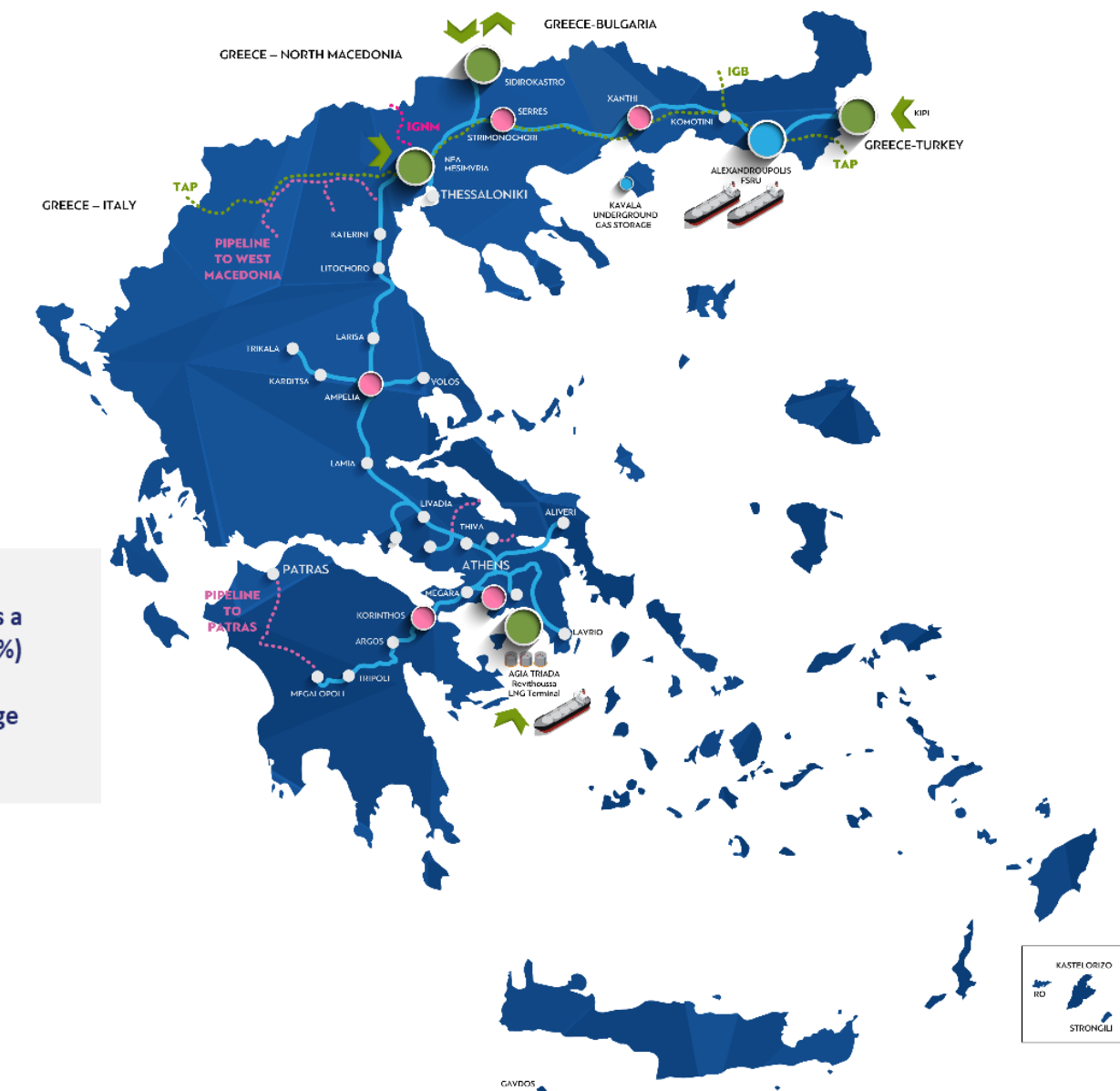
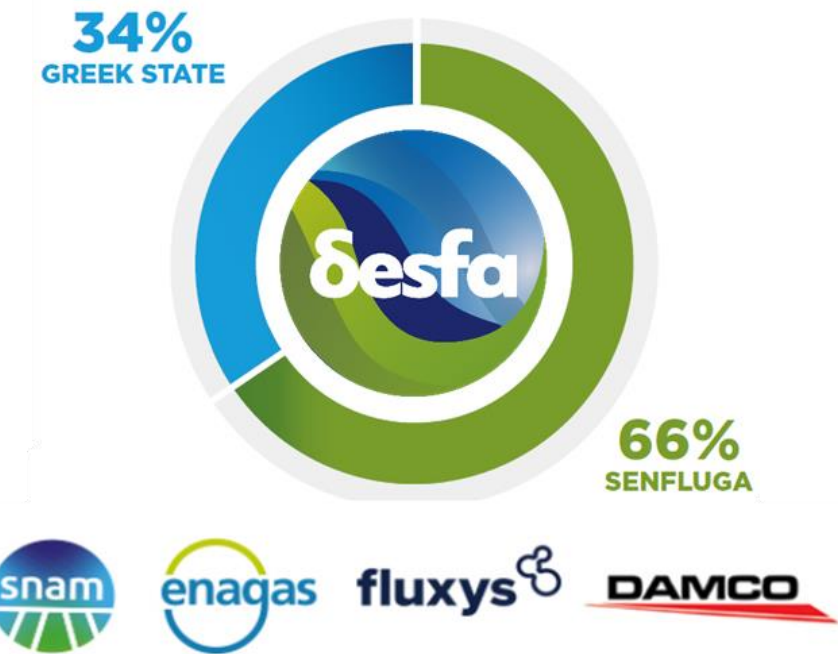
# Agenda

- What is desfa+ Innovation Center
- desfa+ Acceleration program and results
- Next steps



# DESFA counts 16 years of successful operation

## Shareholders Structure



Established in March 2007, DESFA owns & operates the Greek Natural Gas System (NNGS), which consists of the National Natural Gas Transmission System & the LNG Terminal in the islet of Revithoussa.

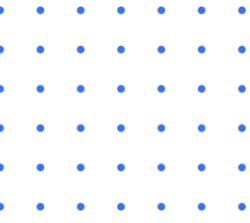
DESFA operates, maintains & develops the Greek Natural Gas System in a safe, reliable and economically efficient way, offering:

- Regulated Third Party Access services in a transparent and non-discriminatory way
- A range of non-regulated services to a number of national & international clients





# Innovative initiatives already implemented or planned



Innovation initiatives were pursued even before the establishment of δesfa+ Innovation Center, particularly those focused on Universities partnerships

## Partnerships with Universities and Research Centers

- H<sub>2</sub> injection simulation in Gas Networks
- Incident investigation with Finite element analysis
- Gas Forecast Systems, two(2) AI Systems using Neural Networks
- Earth Observation Surface Motion Mapping for Desfa Pipeline via Insar
- Smart Contracts



## Ongoing discussions with Companies & Accelerators

- Sophisticated inspection methods of underground networks
- Route development optioneering with AI-powered tech
- On-going discussions with Accelerators and Incubators of the Greek Ecosystem



# What is desfa+ Innovation Center?

**desfa+ Innovation Center** is an initiative launched by the company with the aim to support the adoption of innovative practices and tools within the company, managing desfa innovative projects portfolio's

- ✓ *Interdepartmental* exchange of information
- ✓ Preservation of an **open environment**
- ✓ Exploration and establishment of potential collaboration with **universities**
- ✓ Implementation support
- ✓ Working closely with the focal points



**November 2023 have been launched two Call4ideas using desfa+ Innovation Center**

### Go Live

- Call launched
- Innovation portal

**In October 2022 the initiative was launched**

**April 2024 the startups attended the Pitch days event**

### Road to....

- Processes design
- Organizational model design
- Definition of legal framework
- Engagement with other business functions

### To Be

- PoC development
- Enhance collaborations
- Internal innovation

# Desfa+ Acceleration program: Call4Ideas

On November 2023, through the Desfa+ Acceleration program, two Call4Ideas have been launched on different themes:

## SMART BUILDING

Aimed at identifying solutions that monitor various aspects of the building, optimize functionalities, enhance sustainability, and boost the user experience.



The objective is to **identify** the use of **PPE** (Personal Protective Equipment) by employees in Desfa industrial plants. The identification process involves monitoring and tracking the use of PPE by employees **using advanced technologies**. An alternative PoC is investigated **integrating sensors with the BMS**, to generate real-time insights regarding **occupancy patterns, energy usage**, security threats, and environmental conditions

## BUSINESS PROCESS

Aimed at identifying solutions/disruptive technologies that encourage the efficiency and effectiveness of business operations



**AI Contract Management** to enable contracts negotiation through the use of advanced AI technologies. This solution streamlines the contract lifecycle management process by **automating tasks** such as contract creation, storage, analysis, and negotiation. The user can interact with the **AI-powered platform** to search, retrieve, and update. An alternative PoC is investigated for application in location, extraction and analysis of Technical documents



20

Innovative companies have applied to the Desfa + Acceleration Program Call for Ideas\*

14

Have applied for the Smart Building Call4Ideas in the FFM sector

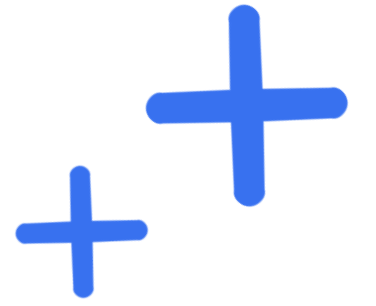
6

Have applied for the Business Process Call4Ideas in the ICT sector

2

Startups, **Irida Labs** and **Cognitiv+**, have been selected to proceed with the PoC development phase





# Sponsorship activities

In the context of innovative initiatives, δesfa+ Innovation Center has pursued the sponsorship activities described below, to keep positioning DESFA as a major player in the ecosystem

## BUDGET ALLOCATION



The Innovation Lab has allocated, in collaboration with the finance department, a fixed budget to be granted to startups for Proof of concept development

## AMAZON CLOUD SERVICES



In terms of Infrastructure Desfa will provide a dedicated area for startups to have access to Amazon's cloud services

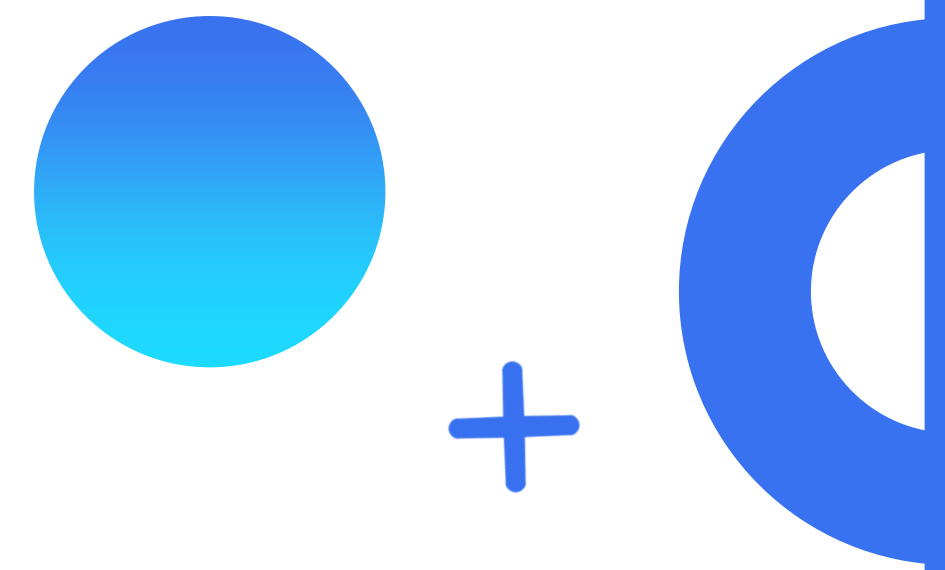
## PHYSICAL HUB



The Innovation Lab has dedicated a physical space in DESFA headquarter, in order to host startups and collaborate closely with them



# What's next?



## ***Internal innovation initiatives management***

- Engagement of all DESFA employees via innovation surveys
- Internal calls theme definition

## ***PoC development plan***

- Beginning in the next few weeks
  - Setup phase – 1 month
  - Delivery phase – 4/6 months

## ***Future call4ideas definition***

- In Q4 new call4ideas will be launched, based on the themes selected by DESFA employees

## ***Open Innovation training program***

- An innovation training program will be conducted in Q3





Thank you!

