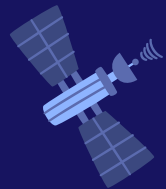
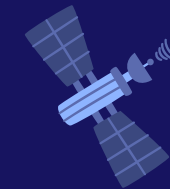


Totalview



TotalView brings 25+ years of experience in providing very high-resolution satellite imagery and cutting-edge geospatial solutions. The company specializes in satellite image provision, analysis and software development, delivering tailored solutions to a wide array of customers.





TotalView utilizes very high-resolution remote sensing imagery (up to 30cm.) and data from various satellites, including WorldView, Skysat, SPIRE, ICEYE and others. The company retrieves, orders, processes, and delivers satellite images to clients based on their specific needs. Totalview customers, like marine companies, telecommunications providers, universities, government agencies, and others receive raw, unprocessed imagery or enhanced data products with custom processing, and specific index assessment. The company also supports various organizations with tailored geospatial analysis and GIS applications across multiple sectors.



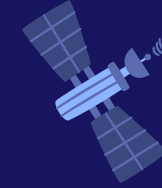
Applications of Space Data



Barriers & Support Requirements

One of the key challenges is maintaining a steady cash flow, as large Earth Observation projects, requires very close monitoring and specific deliverables. Scaling operations and maintaining high-quality services require careful planning and continuous market monitoring to adapt to industry demands. Success also depends on strong management skills, as well as a commitment to cooperation, integrity, and delivering high-quality results. TotalView has become a point of reference for EO data in Greece and Cyprus, with over 80% of its revenue coming from these markets. It emphasizes the importance of client satisfaction, ensuring that delivered EO services provide important solutions and meet the specific needs of the customer





Success Factors

TotalView's success builds on decades of experience in the Earth Observation sector. Its founder has been active in the remote sensing field since 1993, starting from projects such as the identification of land parcels through EO, for farmer subsidies. This long-standing expertise, combined with the background and experience of TotalView's personnel, has provided deep industry knowledge, a strong foundation for innovation, and the ability to deliver high-quality satellite image processing and geospatial analysis. Today, there is a growing wealth of available satellite datasets and EU financial instruments, which can allow for new opportunities in EO applications and market expansion.

TotalView advises that SMEs looking to integrate EO data into their operations, should seek executive guidance and specialized training while planning their budget and resource allocation is very crucial. Understanding the costs and technical requirements early on can help ensure smoother adoption and scalability. With the vast variety of satellite data available, including standardized EO indicators for various sectors, companies must identify the optimal sources for their specific needs. TotalView believes that the EO sector is rapidly expanding, offering new opportunities in Green Entrepreneurship. The company aims to incorporate advanced products, such as hyperspectral imagery, to further enhance its services and remain at the forefront of the industry.



Lessons Learned



Funded by
the European Union