



mark your place

Corporate
Profile 2024



Geoinformation Systems S.A.





Contents

▶ Company Overview	4
▶ Company Premises	5
▶ History	6 - 7
▶ Suppliers	8
▶ Customers and Partnerships	9
▶ ISO Certifications	10
▶ Target Markets	11 - 13
▶ JGC - Net	14
▶ After Sales Support	15
▶ Organizational Structure - People	16
▶ Marketing - Exhibitions	17
▶ Financial Highlights	18
▶ Mission and Vision Statements	19
▶ Achievements	20
▶ Notable Commissions	21
▶ Future Plans	22 - 23



Geoinformation Systems S.A.

Company Overview



About us

JGC was established on February 1st 1999 by C. Vagias (Dipl. Eng, M.Sc Eng), I. Mougias (Dipl. Eng, M.Sc Eng), G. Billiris (Dipl. Eng, M.Sc EPDP).

In 2008 the company legal was converted from partnership to S.A. JGC elaborates solutions in several engineering applications of modern society.

The company is formed in two sectors:

- ▶ The Commercial sector which is involved in the distribution of leading turn key solutions (HW & SW) in the fields of AEC & Surveying, GIS, Hydrography, Law Enforcement, Energy and Environment for the domestic and neighboring countries markets.
- ▶ The Service and support sector which is involved in servicing the sold equipment, training and supporting the end user in the use of the equipment and in other technical issues. Both sectors cooperate to achieve high customer satisfaction.

The company is conducting sales directly to end users from the private and the public sector and has also established a strong network of resellers in different business segments. Especially for sales to the public sector, JGC retains a specialized department with extensive experience in public tender procedures.



Company Premises

Our offices are located in the center of Marousi, Athens, 480m² in total, in a contemporary office building with underground parking space. The premises house the Sales and Marketing Department, the Accounting Department, Warehouses, Service Laboratory, Exhibition area, Meeting rooms and the Presentation and Training room.



History



Milestones and significant achievements



Representation in Greece of the Canadian company OPTECH, manufacturer of Laser Scanning systems

December 2004

November 2005

Representation in Greece of the Japanese company PENTAX, manufacturer of Precision Topographic Instruments

Representation in Greece of Canadian company NovAtel, manufacturer of GNSS products, inertial systems (IMU) and software

April 2007

Certification of the quality management system implemented by the company in its operations according to ISO 9001: 2000 / EN ISO 9001: 2000 by TÜV HELLAS (TÜV NORD) A.E. With certificate number 041070067

June 2007

Change of the legal form of the company from General partnership to Societe Anonyme

January 2008

Representation in Greece of the Swiss company GEOMAX, manufacturer of a full range of topographic instruments

January 2009

Representation in Greece of the Swedish company Handheld Europe, a manufacturer of laptops

October 2010

Representation in Greece of the American company Faro, manufacturer of Laser Scanning systems

January 2010

Full product range representation of Trimble Geospatial

June 2020

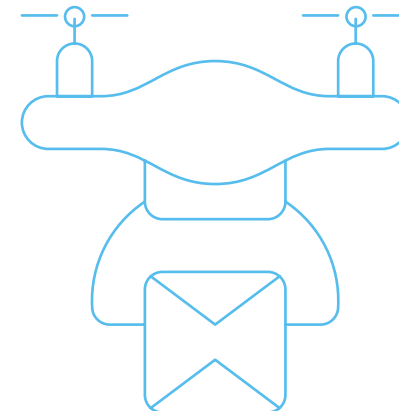
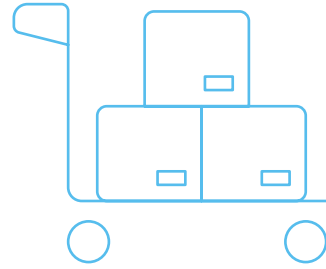
Certification of the Quality Management System EN ISO 14001: 2015 by the International Quality Certificate

September 2023

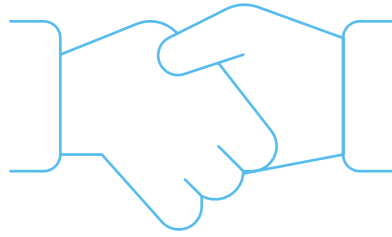
Representation in Greece and Cyprus of Flyability, the world leading manufacturer of indoor inspection drones

February 2024

Suppliers



Customers and Partnerships

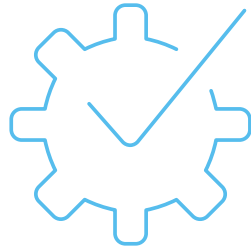


- ▶ Ministries and Local Government
- ▶ Universities and Educational Institutes
- ▶ Law enforcement and Security
- ▶ Construction companies
- ▶ Armed forces
- ▶ Energy and Refineries
- ▶ Telecom Providers

JGC maintains and runs a broad network of more than 20 resellers in order to best cover the assigned territories in the most efficient way.



ISO Certifications



JGC has proved its ability to successfully manage the delivery training and technical support of the products it represents, to numerous public tenders and private markets and has a Quality Management System in compliance with the international standard EN ISO 9001:2015, Environmental Management in compliance to the international standard EN ISO 14001:2015 and Information Security Management System in accordance to EN ISO 27001:2013 standards.

**EN ISO
9001 : 2015**

**EN ISO
14001 : 2015**

**EN ISO
27001 : 2013**

JGC applies a Management System in line with the EN ISO 9001:2015 standard for the scope of Trading, Service, Maintenance, Technical Training and Technical Support of Geoinformation Systems & Equipment, Land Surveying Instruments and Satellite Positioning Receivers.

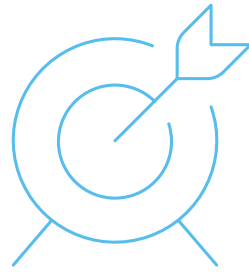
JGC's International Company Profile (ICP) is available by U.S. Commercial Service.

Our goal is to provide the best possible support to customers, in order to decide about the most suitable equipment and turn-key solutions, always keeping in mind the growing demands of the market.



Target Markets

Markets that JGC is active in



Construction

JGC addresses Civil, Road, Marine (Coastal) and Utilities construction markets. The products that are covering these segments come from Trimble line, DJI enterprise drones, Teledyne RESON, GSSI georadars and Vivax-Metrotech locators.



Thermal Imaging

The key partner in this market is Teledyne FLIR since 2012. JGC promotes FLIR thermal products in the Industrial, Electrical and Energy sectors. Key customers are Public Power Corporation since 2015, oil refineries, fire brigade, as well as numerous professionals and technicians.



Land Surveying

JGC is a market leader in this market vertical, promoting Land surveying products from Trimble, DJI Enterprise and FARO.



GIS and Mobile Mapping

The holistic approach of Trimble products , allows JGC to serve this market in the most efficient way for both hardware and software customer demands.



Target Markets

Markets that JGC is active in



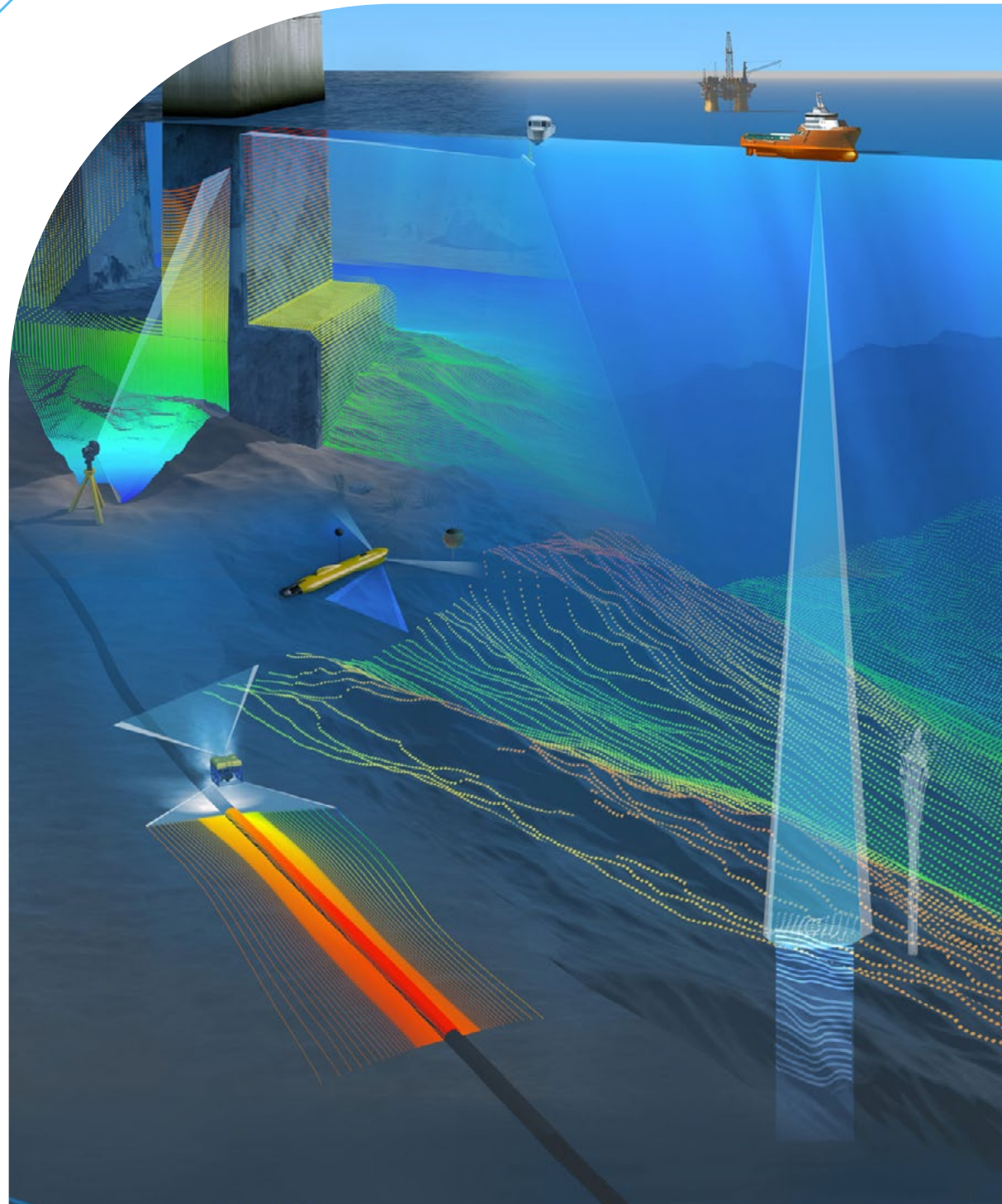
Marine Surveying & Oceanography

Since 2011, JGC has steadily developed the marine surveying & oceanography market in Greece and Cyprus, dominating the multibeam echosounders (MBES) and oceanographic sensors market with products mainly from Teledyne Marine and other vendors.



Public Safety

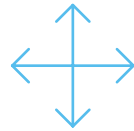
JGC has made efforts to develop this market during recent past years. Products from DJI enterprise, Trimble and Teledyne FLIR are being promoted to several sectors of this market, including, the Police, Fire Brigade, Border Surveillance, Civil Protection, Coast Guard etc.





Cultural Heritage

Since Greece has one of the world's biggest cultural heritages, JGC has focused to promote geoinformation systems to numerous public entities associated with the Ministry of Culture. Product lines from Trimble, Teledyne FLIR, GSSI, DJI enterprise and Artec 3D are addressing this market.



Metrology

There are many industrial and engineering applications which require metrology grade accuracy. FARO CMMS AND Artec 3D scanners offer unprecedented levels of accuracy, offering solutions to key customers and production facilities.



Geoinformation Systems S.A.



Universities & Research Centers

JGC is very active in participating to public tenders, is in close contact with all Greek Universities and Research Centers. All products available within JGC portfolio are of interests for this market. Following the needs of Universities and Research Centers, JGC broadens its portfolio through new collaboration with suppliers and stays at the peak of the technological evolution and also driving the market with synergies.



Government - Utilities

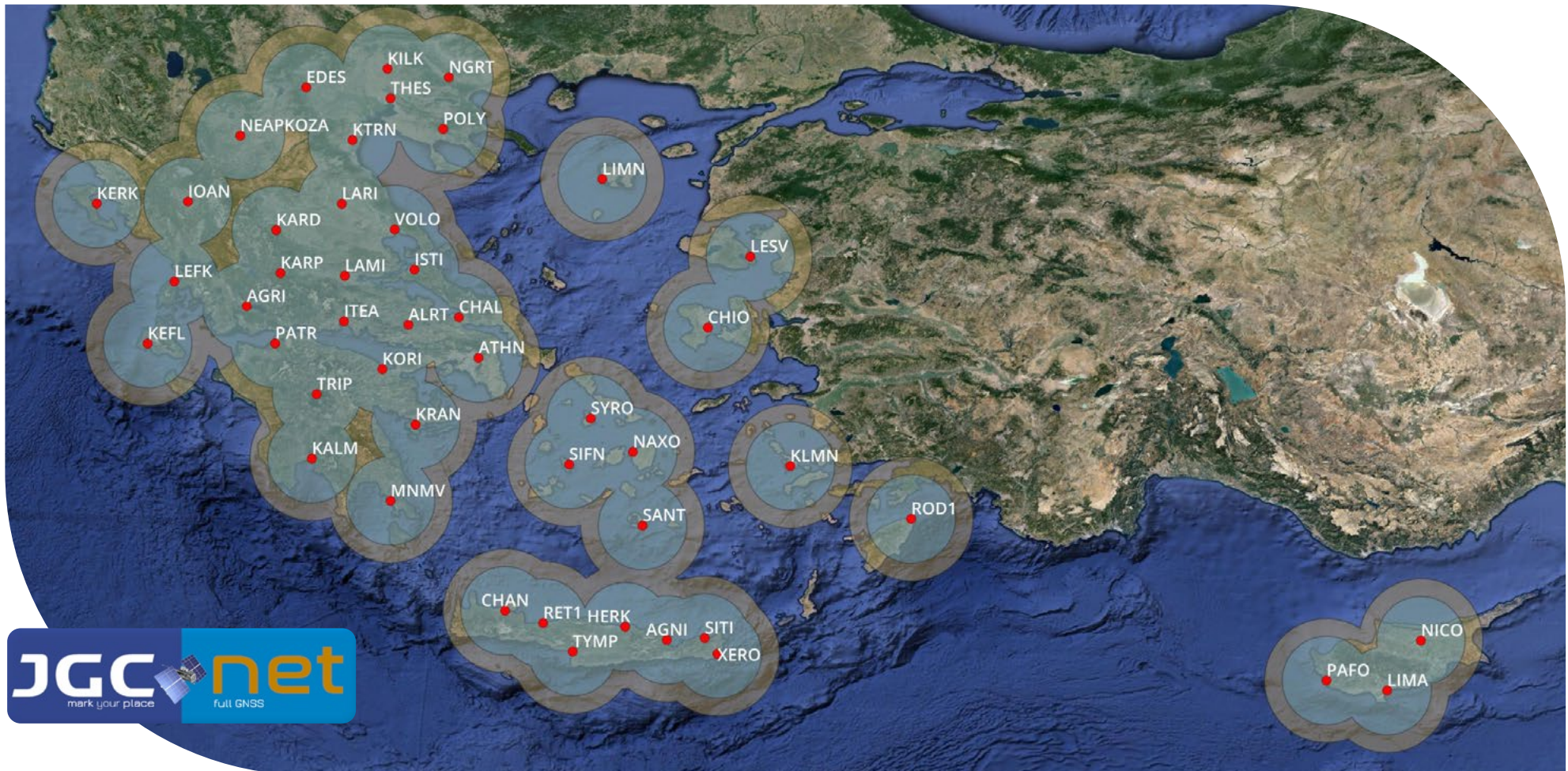
JGC focuses on Municipalities, Prefectures, Land Registry Offices and Utility companies to promote cutting end technology solutions from Trimble, DJI enterprise, Vivax-Metrotech, GSSI, FARO and solutions from various software developers.



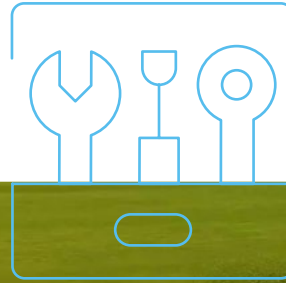
JGC-Net

JGC was the first company in Greece to introduce TCP/IP CORS RTK service, late in 2005, with its reference station network, JGC-Net.

JGC - Net is purely owned and operated by JGC S.A. It is currently consisting of more than 50 Trimble CORS ,supporting all signals and constellations. It provide RTCM 3.0 and RTCM 3.2 RTK corrections, via NTRIP connection as well as raw data in RINEX format.



After Sales Support



Training

As part of the ongoing support and cooperation with customers, JGC offers a complete range of support services focused on the smooth use of equipment and increase of their productivity. JGC offers innovative services in all areas, ensuring the proper use of the systems.



Service

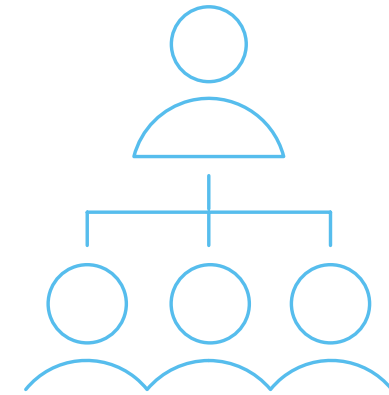
Our company has a fully certified Service department for most products we represent in the Greek market. JGC technicians are constantly trained by the manufacturers for servicing the products. The service department follows EN ISO 9001:2015 quality standard procedures



Organizational Structure - People

The Scientific personnel of JGC consists of Engineers with thorough knowledge of both theory and practice. Through continuous training programs our personnel extends its knowledge in deep parts of new technology. JGC employs highly trained engineers, capable of

providing pre- and after sales support to the customer. JGC's permanent personnel is 22 people. Furthermore, JGC has strategic collaborations & external partnerships with individual engineers who are pioneers in their sectors.



Christos Vagias
President



Ioannis Mougiakos
Vice President



Grigoris Billiris
CEO & General Manager



Nikolaos Tsonakas
Business development
director



Irene Tsalimi
DJI & Artec 3D
Brand Manager



Ioannis Kalfas
Trimble & Spectra
Brand Manager



Konstantinos Dounias
Vivax-Metrotech, GSSI &
JGC.Net Brand Manager



Eleni Paraskevopoulou
Legal Department



Christos Kontostathis
Technical Support



Irene Arseniou
Sales Manager



Iraklis Ignatiadis
Sales Manager



Tina Panagiotopoulou
Technical Sales Manager



Stamatis Kostakis
Technical Sales



Sapfo Paraskevopoulou
Department of Financial
Management & Human Resources



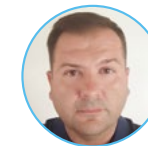
Aggeliki Daliani
Accounting
Department



Maria Koutra
Secretary
Department



Neoklis Eleftheropoulos
Service Manager



Vasilios Dimou
Logistics Manager

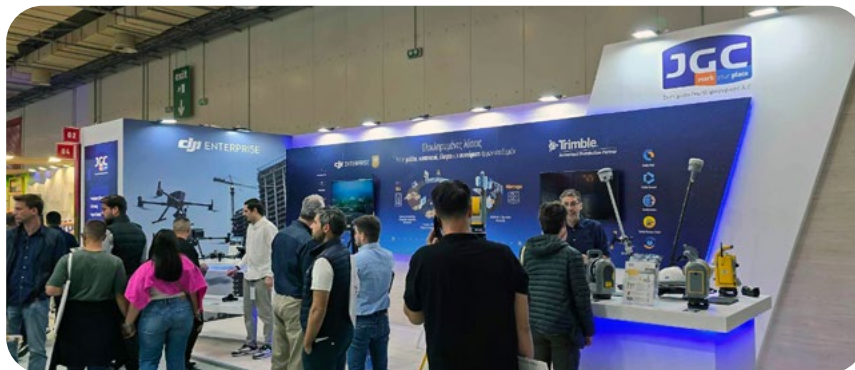


Ajantha Karunarathna
Logistics Assistant

Marketing - Exhibitions

JGC has a proactive plan to promote the represented products by all means of advertisement and continuously provide information about the advantages and benefits they incorporate.

With permanent advertising collaborators JGC promotes the products through specialized technical magazines. The company is participating in all major exhibitions in Greece and in technical conferences. JGC's sales personnel performs hand-on demos all around Greece, at private companies, public organizations and Institutions. 1.5% of the annual turnover is dedicated to promotional actions.



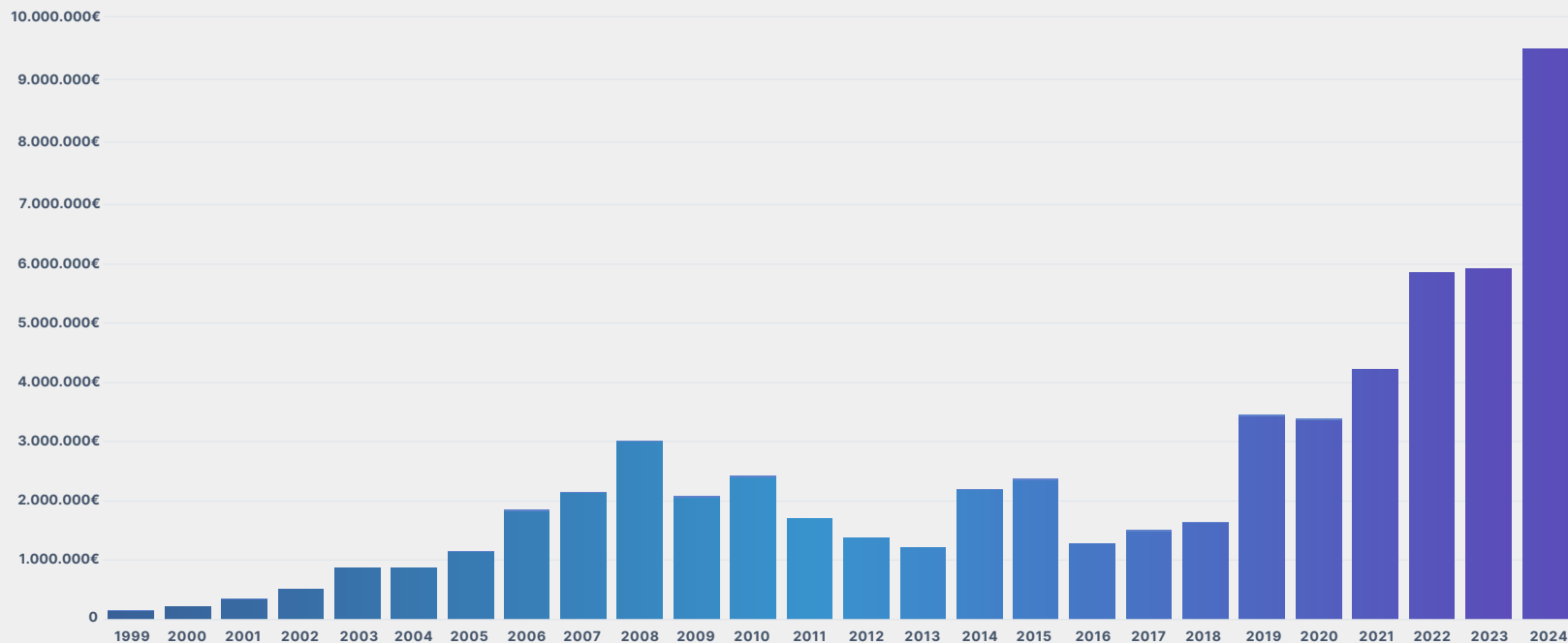
Financial Highlights

The company has maintained a high percentage of growth since its establishment and was always been profitable. Typically, 40% - 50% of the company's turn-over originates from public tenders.

The annual turnover reached 6M in 2023. During the past 5 years JGC invested in the employment of new personnel and in addition with the efforts of the hard work done the previous years, resulted to a boost in sales which increased by 100% the last 3 years



Annual Turnover



Mission and Vision Statements



Our Mission

JGC's purpose is to promote new technologies in the activities of modern professional Engineer, analyzing the needs of their applications and offer the best financial and technical solution, combining high quality solutions and support services. JGC is committed to offer high quality products and solutions in the field of Geoinformation, Hydrography, Mechanical Engineering, construction and project development. Through our firm commitment to quality, innovation and sustainability, our mission is to provide the Greek market with reliable solutions.

Our Vision

Our vision is to remain the leading company in the field of Geoinformations, Hydrography, Mechanical Engineering, Manufacturing, recognized for the excellence of the products we represent in the Greek market and professional integrity. We aim to continuously develop and improve our capabilities, as well as to develop strategic partnerships with customers, in order to provide effective solutions.



Achievements



Global Presence:

JGC has established itself as one of the leading companies in its field, with partnerships from many countries worldwide.

Innovation:

JGC has demonstrated continuous innovation in bringing new technologies and processes that improve the performance and sustainability of its clients' projects.

Becoming a Top Company:

JGC has been recognized and awarded as one of the leading companies in its sector in Greece both for the quality of its services and for its innovation.



Notable Commissions



- ▶ Seabed surveying systems at the Hellenic Navy Hydrographic Service
- ▶ Supply of nautical chart creation software to the Hellenic Navy
- ▶ Supplies of thermal cameras to PPC/HEDNO
- ▶ Supply of a geometric crime scene documentation system to the Greek police
- ▶ Supply of drones to the Fire Dept
- ▶ Supply of drones to the Air Force
- ▶ Supply and installation of an integrated fire early warning system
- ▶ Supply and installation of an integrated natural disaster prevention and management system CyCLOPS
- ▶ Modeling archaeological uncertainty with modern 3D mapping methods combination for scientific documentation and promotion of cultural heritage – Application to the archaeological site Delphi



Procurement of an Autonomous Surface Vehicle for the University of Piraeus



Supply of drones to the Hellenic Fire Dept



Fire early warning system in Cyprus



Modeling archaeological uncertainty with modern 3D mapping methods – Application to the archaeological site Delphi



Natural Hazards Monitoring & Prevention System - CyCLOPS

Future Plans

The company has an established position in the Greek market which was reinforced during the recent years, resulting to be the leader in the Geoinformation market in Greece with dedicated product sales.

Visioning the integration of the full Trimble field systems products portfolio, JGC will become the biggest supplier in the Greek market with complete solutions to cover customer needs in all extents.

Existing collaborations with the world leader manufacturer of drones, dji Enterprise, with the world leader in thermal imaging Teledyne FLIR, major manufacturers such as Teledyne Marine and others, are giving the advantage to JGC or further growth.

Big customers and Key accounts prefer to work with established partners, in order to achieve better after sales support and of course better pricing.

JGC's vision is to further extend the broad span of geoinformation products range with the addition of dedicated high end geospatial products and become the one-stop-shop for every Key account customer. JGC is driven by a customer centric approach, based on the following practices:

- 1 Understand the needs of each customer/application.**
- 2 Develops turn key solutions and services that addresses those needs.**
- 3 Operationalizes customer empathy.**
- 4 Works hard to directly interact with our customers.**
- 5 Reminds the personnel that is tied to the customer's outcomes.**

JGC's Vision in the next three years is to reach a growth of 100% in sales

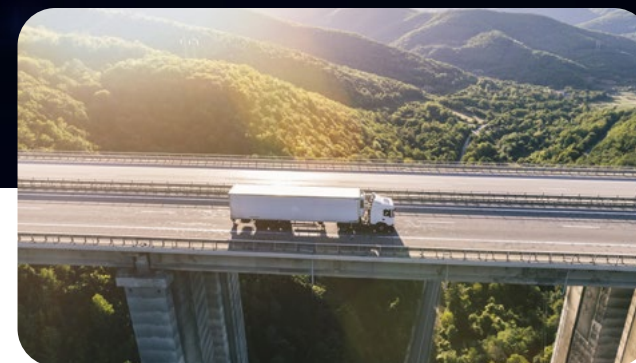
This can be achieved due to the current favorable market conditions and the established position of JGC as the market leader in all Geoinformation Product Sales.



One Point of Sales. A complete Solutions Ecosystem.

We have the **WILL**,
the **MEANS** and the
KNOW HOW

- 1 Increasing customer competitiveness:** JGC aims to continuously improve the quality of its products and develop the competitiveness of its customers.
- 2 Innovation and Research and Development:** The company is constantly looking for new technologies, processes and practices that will allow it to provide even more effective solutions to its customers.
- 3 International Presence Development:** The company seeks to expand its activities in new markets and regions, thus strengthening its global presence and expanding its clientele.
- 4 Human Resource Development:** JGC is committed to investing in the training and development of its staff, ensuring that its employees have the necessary knowledge and skills to meet the demands of the changing environment.






Geoinformation Systems S.A.



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