

Export Summit VI

The digital e-ra
Business on the move
Exports in the fast lane

21st of June 2018

Makedonia Palace hotel
Thessaloniki

www.exportsummit.gr



SEVE[®]
GREEK INTERNATIONAL
BUSINESS ASSOCIATION



programme

08:00 - 09:00

Registrations

09:00 - 09:30

Opening - Welcoming Remarks

09:30 - 10:30

E-Introduction

- *"Made in Greece: The Greek exports challenge"*
Panos Papazoglou, Country Managing Partner, **EY GREECE**
 - *"Building an International Company"*
Lefteris Ntounoglou, Co-founder & CEO, **SCHOOX INC.**
 - *"Digital Era: Technologies & Strategy"*
Theodoros Papakonstantinou, Principal, Head of Advisory Services in Thessaloniki, **Deloitte**
- Moderator: **Panagiotis Hassapis**, Executive Vice President,
Greek International Business Association - SEVE

10:30 - 11:30

E-Commerce

- *"ALIBABA Presentation"*
Paris Panagiotidis, Managing Director, **LINE GROUP EU, ALIBABA GLOBAL SERVICE PARTNER**
 - *"Power up your potential"*
Aris Sfakianakis, Greek Regions Manager, **DHL EXPRESS (HELLAS) SA**
 - *"Master Data Synchronisation: the future in retail"*
Dr. George Sarantavgas, **GS1 Association Greece**
 - *"Going Glocal is a sequence of data driven decisions"*
Andreas Spyridis, Managing Director, **iTrust Digital Strategy**
- Moderator: **Nikos Ypofantis**, Journalist, SKAI Media Group

11:30 - 12:15

E-Insurance

- *"E.C.I.O. - An Insurance and Financing Tool for the Support of the Extroversion of the Greek Export Companies"*
Grigoris Moutafis, President, **EXPORT CREDIT INSURANCE ORGANIZATION - ECIO**
 - *"Cyber insurance in GDPR environment"*
Tassos Konstantelos, Business Development Manager, **FRONT LINE SA**
 - *"Atradius Atrium: An innovative e-tool for effective credit control and safe growth"*
Makis Tzeis, Managing Director, **Atradius Crédito y Caución S.A. de Seguros y Reaseguros** (Hellenic Branch)
- Moderator: **Konstantinos Ouzounis**, General Manager, ETHOS MEDIA SA

12:15 - 13:15

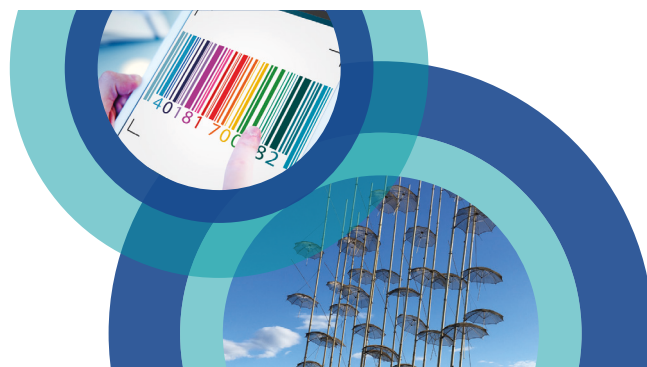
E-Business

- *"Fourth Industrial Revolution - Digital Economy and Extroversion in the Future"*
Dimitris Lakassas, Vice President & CEO, **OLYMPIA ELECTRONICS SA**
 - *"Leverage your digital strategy to boost your exports"*
Nikolaos Botinis, Regional Sales Manager Greece, Cyprus, Malta, **Cisco Systems**
 - *"Digital Transformation and Business Innovation"*
Frank Zervos, Sales Consulting Director, **ORACLE HELLAS**
- Moderator: **Yiannis Hajidimitriou**, Professor, Chairman of Department
of Business Administration, University of Macedonia in Thessaloniki, Greece

13:15 - 14:15

E-Finance

- *"Digital ecosystems for business beyond borders"*
Athanassios Daflos, Head of i-Services Global Transaction Banking, **Eurobank**



- “Advice for Small Businesses Programme of EBRD”
Dimitra Papandreou, Principal Manager Advice for SMEs, Greece,
EUROPEAN BANK FOR RECONSTRUCTION & DEVELOPMENT - EBRD

- “Fintech and microfinance in Greece”
Vassiliki Paraskeva, microSTARS Credit Officer,
BUSINESS & CULTURAL DEVELOPMENT CENTRE - KEPA

- “Banks - Credit - Insurance - Financing”
Anastasios Katsiris, Management Consultant, **COFACE**

Moderator: **Chris Konstas**, Financial Editor “FILELEFTHEROS” (“Liberal Daily”) and Financial Commentator, television and radio stations

14:15 - 15:15

Lunch Break

15:15 - 16:00

E-Marketing

- “E-marketing: Marketing in the Digital Era”
Dimitris Gkikas, Digital Marketing & Artificial Intelligence Researcher
Dimitris Karavasilis, Founder & CEO, **DK CONSULTANTS**
Panagiotis Milis, Head of Operations, **DK CONSULTANTS**

Moderator: **Panagiotis Ketikidis**, Professor, Vice Principal for Research, Innovation & External Relations of CITY College - An International Faculty of the University of Sheffield and Chairman of the Management Committee & Academic Director of the Doctoral Programme

16:00 - 16:45

E-Services

- “Energy & Digitalization”
George Daniolos, Managing Director, **HERON Group of companies**
- “Digital era: Welcome to the GS1 Cloud - Your products in the Global Market”
Dimitrios Christou, Director Market Development, **GS1 Association Greece**
- “The bridge, the digital and the journey”
Yiannis Mikrogiannakis, Board Advisor, **SoftOne Technologies SA**

Moderator: **Nikos Ypofantis**, Journalist, SKAI Media Group

16:45 - 18:00

E-Logistics & E-Promotion

- “e-CMR - Road Transport in the Digital Era”
Apostolos Kenanidis, President, **HELLENIC FEDERATION OF ROAD TRANSPORT (OFAR)**
- “AEOLIX - European Data Exchange network for logistics”
Dr. Georgia Ayfantopoulou, Research Director & Deputy Director of the Institute of Transport (HIT) of the Center for Research and Technology Hellas (CERTH), **AEOLIX**
- “Enterprise Greece: A Case Study of a State Agency utilizing IT to improve promotion of Investment & Exports”
Elias Athanasiou, Managing Director, **ENTERPRISE GREECE**
- “The technology of Virtual Reality (VR) as the most effective marketing tool”
Leonidas Babanis, Founder & CEO, **NORTH EVENTS**

Moderator: **Dimitrios Vlachos**, Professor, Director of the Laboratory of Statistics and Quantitative Analysis Methods, Logistics and Supply Chain Management (LASCUM) of the Department of Mechanical Engineering of the Aristotle University of Thessaloniki (AUTH) and President of the Greek Association of Supply Chain Management (EELBE)

21:00

Registration 20:30

On the occasion of Export Summit VI a closing speech will be addressed by the Opposition Leader Mr Kyriakos Mitsotakis at a formal dinner

programme

08:00 - 09:00

Εγγραφές

09:00 - 09:30

Χαιρετισμοί

09:30 - 10:30

E-Introduction

- “Made in Greece: Το μεγάλο στοίχημα των ελληνικών εξαγωγών”

Πάνος Παπάζογλου, Διευθύνων Σύμβουλος, **EY ΕΛΛΑΔΟΣ**

- “Χτίζοντας μια Διεθνή Εταιρεία”

Λευθέρης Ντουάνογλου, Συνιδρυτής & Διευθύνων Σύμβουλος, **SCHOOX INC.**

- “Ψηφιακή εποχή: Τεχνολογίες & Στρατηγική”

Θοδωρής Παπακωνσταντίνου, Principal, Υπεύθυνος Συμβουλευτικών Υπηρεσιών Γραφείου Θεσσαλονίκης, **Deloitte**

Συντονιστής: **Παναγιώτης Χασάπης**, Εκτελεστικός Αντιπρόεδρος, Σύνδεσμος Εξαγωγέων Βορείου Ελλάδος - ΣΕΒΕ

10:30 - 11:30

E-Commerce

- “Παρουσίαση της πλατφόρμας ALIBABA”

Πάρης Παναγιωτίδης, Διευθύνων Σύμβουλος,

LINE GROUP EU, ALIBABA GLOBAL SERVICE PARTNER

- “Ενισχύστε τις δυνατότητές σας”

Άρης Σφακιανάκης, Διευθυντής Ελληνικής Περιφέρειας, **DHL EXPRESS (ΕΛΛΑΣ) ΑΕ**

- “Συγχρονισμός δεδομένων προϊόντων: το μέλλον στο λιανεμπόριο”

Δρ. Γεώργιος Σαρανταυγός, **ΕΛΛΗΝΙΚΟΣ ΣΥΝΔΕΣΜΟΣ ΕΠΙΧΕΙΡΗΣΕΩΝ ΓΙΑ ΤΗ ΔΙΑΧΕΙΡΙΣΗ ΤΩΝ ΔΙΕΘΝΩΝ ΠΡΟΤΥΠΩΝ GS1**

- “Going Global επιχειρησιακές αποφάσεις βασισμένες σε μετρήσιμα δεδομένα”

Ανδρέας Σπυρίδης, Διευθύνων Σύμβουλος, **iTrust Digital Strategy**

Συντονιστής: **Νίκος Υποφάντης**, Δημοσιογράφος, Όμιλος ΣΚΑΙ

11:30 - 12:15

E-Insurance

- “Ο.Α.Ε.Π.- Εργαλείο Ασφάλισης και Χρηματοδότησης για την Ενίσχυση της Εξωστρέφειας των Ελληνικών Εξαγωγικών Επιχειρήσεων”

Γρηγόρης Μουτάφης, Πρόεδρος, **ΟΡΓΑΝΙΣΜΟΣ ΑΣΦΑΛΙΣΗΣ ΕΞΑΓΩΓΙΚΩΝ ΠΙΣΤΩΣΕΩΝ - ΟΑΕΠ**

- “Η ασφάλιση διαδικτυακών κινδύνων στα νέα δεδομένα του GDPR”

Τάσος Κωνσταντέλος, Διευθυντής Ανάπτυξης Εργασιών **FRONT LINE AE**

- “Atradius Atrium: Ένα καινοτόμο e-Εργαλείο για αποτελεσματικό credit control και ανάπτυξη... εκ του ασφαλούς”

Γεράσιμος Τζένης, Διευθύνων Σύμβουλος, **Atradius Crédito y Caución S.A. de Seguros y Reaseguros** (Ελληνικό υποκατάστημα)

Συντονιστής: **Κωνσταντίνος Ουζούνης**, Γενικός Διευθυντής, ETHOS MEDIA AE

12:15 - 13:15

E-Business

- “Τέταρτη Βιομηχανική Επανάσταση-Ψηφιακή Οικονομία και η Εξωστρέφεια μετά”

Δημήτριος Λακασάς, Αντιπρόεδρος & Διευθύνων Σύμβουλος, **OLYMPIA ELECTRONICS AE**

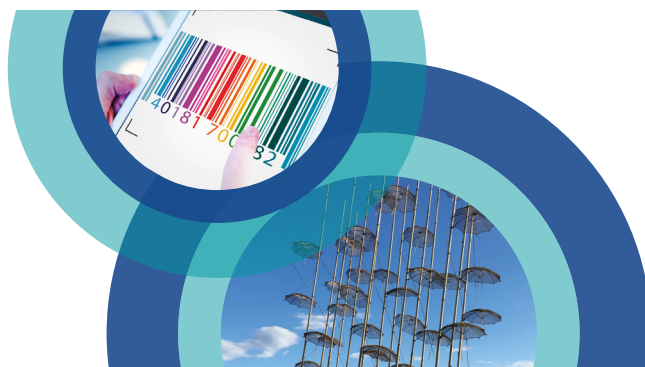
- “Η ψηφιακή στρατηγική ως απαραίτητο εργαλείο για την ενίσχυση και προώθηση των εξαγωγών”

Νικόλαος Μποτίνης, Εμπορικός Διευθυντής Ελλάδα, Κύπρο, Μάλτα, **Cisco Systems**

- “Ψηφιακή Μεταμόρφωση και Επιχειρηματική Καινοτομία”

Φραγκίσκος Ζερβός, Διευθυντής Τμήματος Υποστήριξης Πωλήσεων Τεχνολογίας, **ORACLE HELLAS**

Συντονιστής: **Γιάννης Χατζηδημητρίου**, Καθηγητής, Πρόεδρος του Τμήματος Διοίκησης Επιχειρήσεων του Πανεπιστημίου ΜΑΚΕΔΟΝΙΑ



13:15 - 14:15

E-Finance

- “Ψηφιακά οικοσυστήματα για την επιχειρηματική δικτύωση εκτός συνόρων”
Αθανάσιος Ντάφλος, Επικεφαλής Διεύθυνσης i-Services, Global Transaction Banking, **Eurobank**
 - “Πρόγραμμα Παροχής Συμβουλευτικών Υπηρεσιών προς ΜμΕ της Ευρωπαϊκής Τράπεζας Ανασυγκρότησης και Ανάπτυξης”
Δήμητρα Παπανδρέου, Principal Manager Επικεφαλής του Προγράμματος Παροχής Συμβουλευτικών Υπηρεσιών σε ΜμΕ στην Ελλάδα,
ΕΥΡΩΠΑΪΚΗ ΤΡΑΠΕΖΑ ΑΝΑΣΥΓΚΡΟΤΗΣΗΣ ΚΑΙ ΑΝΑΠΤΥΞΗΣ
 - “Fintech και μικροπιστώσεις στην Ελλάδα”
Βασιλική Παρασκευά, Υπεύθυνη Πιστώσεων microSTARS, **Κέντρο Επιχειρηματικής και Πολιτιστικής Ανάπτυξης - ΚΕΠΑ**
 - “Τράπεζες - ασφάλιση πιστώσεων - χρηματοδότηση”
Αναστάσιος Κατσίρης, Management Consultant, **COFACE**
- Συντονιστής: **Χρήστος Κώνστας**, Οικονομικός Εκδότης της “ΦΙΛΕΛΕΥΘΕΡΟΣ” και Οικονομικός Σχολιαστής στην τηλεόραση και το ραδιόφωνο

14:15 - 15:15

Ελαφρύ γεύμα

15:15 - 16:00

E-Marketing

- “E-marketing: Το marketing στην Ψηφιακή Εποχή”
Δημήτριος Γκίκας, Ερευνητής στο Ψηφιακό Μάρκετινγκ
Δημήτριος Καραβασίλης, Ιδρυτής & Διευθύνων Σύμβουλος, **DK CONSULTANTS**
Παναγιώτης Μίλης, Επικεφαλής Λειτουργιών, **DK CONSULTANTS**
- Συντονιστής: **Παναγιώτης Κετικίδης**, Καθηγητής, Αντιπρύτανης Έρευνα, Καινοτομία & Εξωτερικές Σχέσεις CITY College - Πανεπιστήμιο του Sheffield

16:00 - 16:45

E-Services

- “Ενέργεια στην ψηφιακή εποχή”
Γεώργιος Δανιόλος, Διευθύνων Σύμβουλος, **ΟΜΙΛΟΣ ΗΡΩΝ**
 - “Digital era ή αλλιώς: GS1 Cloud - Προϊόντα στην παγκόσμια αγορά”
Δημήτριος Χρήστου, Διευθυντής Τμήματος Ανάπτυξης,
ΕΛΛΗΝΙΚΟΣ ΣΥΝΔΕΣΜΟΣ ΕΠΙΧΕΙΡΗΣΕΩΝ ΓΙΑ ΤΗ ΔΙΑΧΕΙΡΙΣΗ ΤΩΝ ΔΙΕΘΝΩΝ ΠΡΟΤΥΠΩΝ GS1
 - “Η γέφυρα, η ψηφιακή πραγματικότητα και το ταξίδι”
Ιωάννης Μικρογιαννάκης, Σύμβουλος Διοίκησης, **SoftOne Technologies**
- Συντονιστής: **Νίκος Υποφάντης**, Δημοσιογράφος, Όμιλος ΣΚΑΙ

16:45 - 18:00

E-Logistics & E-Promotion

- “e-CMR - Οι οδικές μεταφορές στην ψηφιακή εποχή”
Απόστολος Κενανίδης, Πρόεδρος,
ΟΜΟΣΠΟΝΔΙΑ ΦΟΡΤΗΓΩΝ ΑΥΤΟΚΙΝΗΤΙΣΤΩΝ ΕΛΛΑΔΟΣ ΔΙΕΘΝΩΝ ΜΕΤΑΦΟΡΩΝ - ΟΦΑΕ
 - “AEOLIX - Ευρωπαϊκό Δίκτυο ανταλλαγής δεδομένων για τα logistics”
Δρ. Γεωργία Αύφαντοπούλου, Διευθύντρια Ερευνών - Αναπληρώτρια Διευθύντρια ΕΚΕΤΑ/ΙΜΕΤ, **AEOLIX**
 - “Enterprise Greece: Ένα Case Study κρατικού Οργανισμού που κάνει χρήση της τεχνολογίας για να βελτιώσει την προώθηση των επενδύσεων και των εξαγωγών”
Ηλίας Αθανασίου, Διευθύνων Σύμβουλος, **ENTERPRISE GREECE**
 - “Η τεχνολογία εικονικής πραγματικότητας (VR) ως το αποτελεσματικότερο εργαλείο marketing”
Λεωνίδα Μπαμπάνης, Ιδρυτής & Διευθύνων Σύμβουλος, **NORTH EVENTS**
- Συντονιστής: **Δημήτριος Βλάχος**, Καθηγητής, Διευθυντής του Εργαστηρίου Ποσοτικής Ανάλυσης, Logistics και Διαχείρισης Εφοδιαστικής Αλυσίδας του Τμήματος Μηχανολόγων Μηχανικών του Αριστοτελείου Πανεπιστημίου Θεσσαλονίκης, Πρόεδρος της Ελληνικής Εταιρείας Logistics Βορείου Ελλάδος

21:00

Προσέλευση 20:30

Στο κλείσιμο του Export Summit VI θα παρατεθεί δείπνο με επίσημο προσκεκλημένο τον Αρχηγό της Αξιωματικής Αντιπολίτευσης, κ. Κυριάκο Μητσοτάκη

speakers



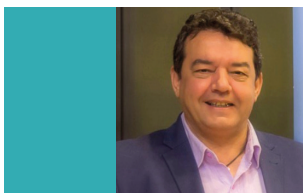
Athanasiou Elias, CEO, Enterprise Greece

Elias Athanasiou was appointed CEO of Enterprise Greece in May 2017. He has more than 20 years of experience working in the private sector in various industries. During his professional career he has worked for major corporations and has been involved in complex international transactions, mergers & acquisitions, fund raising through local and international capital markets (equity, straight & convertible bonds), business development and exports internationally, spanning through all continents. He holds a B.Sc. in Marketing from ULV California, an M.Sc in Finance from the University of Strathclyde and the international professional investment accreditation, CFA.



Ayfantopoulou Georgia, Research Director & Deputy Director, Institute of Transport (HIT) of the Center for Research and Technology Hellas (CERTH)

Georgia Ayfantopoulou is Research Director & Deputy Director of the Institute of Transport (HIT) of the Center for Research and Technology Hellas (CERTH). Her Research focuses on technology development for efficient sustainable & smart mobility & freight Transport Systems. She is the Managing Director of the Thessaloniki Technology Park Management & Development Corporation S.A (TTP) (since 2012) promoting innovation adoption for increasing competitiveness of Greek companies and bridging academia and industry in unique ecosystem. Member of the European Intelligent Transport Systems Organization (ERTICO), as well as of the European Technology Platform ALICE (Alliance for Logistics Innovation through Collaboration in Europe). Her Professional Experience covers a wide range of studies and research projects on subjects related to Transport Policy, Urban Mobility, Freight Transport and Logistics. She coordinates European and national research and innovation projects in the field of transport.



Babanis Leonidas, Founder and CEO, North Events

Leonidas Babanis has been active in the promotion of the Greek tourism industry as well as the Greek products sectors for a long period, over which he gained substantial experience and know-how in a highly competitive international arena. Following his studies in Canada for Mechanical Engineer at the Concordia University he returned to Greece in 1986 in order to found one of the pioneering software houses in Central Greece, LOGISMIKO, while a few years later, in 1990 he took over as Commercial Director in one the country's fastest growing website houses, HELLAS NET. His successful course over a span of 5 years, led him to FORTHNET - again from the position of Commercial Director. In year 2001 he joins the Vardinoyannis Group of Companies and leads in the newly founded company CHOOSE MEDIA as General Director - with a core objective for the promotion of Greece in major international markets abroad. Since 2007 Leonidas Babanis is Founder and CEO of NORTH EVENTS, as visioner of the only large scaled national exhibitions for Greece in important markets such as the USA, Scandinavia, Poland, and more upcoming, novel markets.



Botinis Nikolaos, Regional Sales Manager Greece, Cyprus, Malta, Cisco Systems

Nikos has more than 19 years' experience in the local IT channel industry. He is now responsible for sales in Enterprise, Commercial (Mid & SMB) business sector and managing the relationship of Cisco Systems with the Cisco Partners in Greece, Cyprus & Malta. Nikos, joined Cisco in 1999 as a reseller account manager. Prior to his current position he has held various other roles within Cisco, including Distribution Account Manager, Partner Account Manager and Area Manager. Prior to joining Cisco he has worked for Unicom, InfoQuest and Altec in several positions responsible for sales goals. He was honored as "Channel Account Manager of the year for Greece" in 1999 and also "Cisco Channel Account manager of the year for EMEA" in 2003. He has also played a key role in ensuring continuous business growth, profitability and increase market penetration through direct coverage and network of Channels. Nikos has studied Electrical Engineering at the National Technical University of Athens and graduated from the Post Graduate in Business Administration programme of the Hellenic Management Association (EFQM, EFDM). He has also attended several specialized seminars on management process, finance, negotiations and marketing business methodologies.



Christou Dimitrios, Director Market Development, GS1 Association Greece

Dimitrios Christou, is coming from the market, with high involvement in commercial activities, both private and as a manager in sales, over the last 25 years. Born in Athens in 1966, is a graduate of the Faculty of Mechanical Engineering of TEI Patras. From 01.05.2015 until today, holds the position of Director Market Development at the Organisation GS1 Association Greece. He speaks English and German and is married with three children.



Daflos Athanassios, Head of i-Services, Global Transaction Banking, Eurobank

Athanassios serves as Head of i-Services at Eurobank Global Transaction Banking Sector. He has served as Chief Information Officer and member of the Eurobank Factors SA Executive Committee. Before joining Eurobank S.A. (2004), he has served as Technology Consultant at Scientific Institutions and as Chief Information Officer at financial & technology companies. He holds a degree in Physics along with an MSc in Information Technology from the University of Athens, and an MBA from the Athens University of Economics & Business. He has been engaged in several scientific projects in the areas of Technology at the University of Athens.



Daniolos George, CEO, HERON Group of Companies

George Daniolos is the Managing Director of HERON Group of companies (Heron I & II) since 2017 and is also the Managing Director of ENGIE Hellas S.A. since 2006. Mr. Daniolos prior to his engagement with ENGIE was employed by VODAFONE in various positions in Greece and abroad for more than 10 years. George Daniolos has a BSc in Electrical Engineering from the University of Patras and an MSc in Management Science from the University of Warwick. He is married, father of two children and speaks Greek, English and German.



Gkikas Dimitris, Digital Marketing and Artificial Intelligence Researcher

Dimitris Gkikas is a Digital Marketing & Artificial Intelligence Researcher in the Department of Business Administration of Food & Agricultural Enterprises at University of Patras where he is conducting consumer behavior analysis based on Artificial Intelligence. He obtained his Bachelor's degree in Informatics Engineering. His Master's degree focused on Artificial Intelligence & Robotics. He is working as a Digital Account Manager at Oweb Digital Experience focusing on delivering solutions for startups and medium corporations. He is also an IT lecturer at Department of Business Administration at TEI of Western Greece teaching IT courses. Led by the passion for technology he is constantly following any upcoming digital marketing trends which affect organic or paid results on search engines and social media. Data Mining, Machine Learning, SEO and PPC are some of his areas of expertise. He has been participating in several international competitions and research programs like HFRI, Horizon, European Capital of Culture etc.



Karavasilis Dimitris, Founder and CEO, DK Consultants

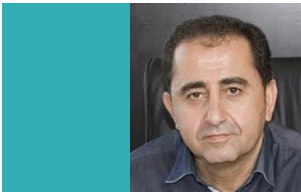
Dimitris Karavasilis is an International Strategy Consultant, founder and CEO of the DK Consultants firm, which operates in the field of Business Consulting specializing in the areas of International Marketing and Strategic Development of International Activity and CEO of the IDEA MONKEYS marketing and creative agency based in New York and London. He has studied Business Administration and International Marketing at University of Sheffield. He has been participating as an invited speaker in many local and international conferences concerning export trade and International Marketing and he has also attended several specialized seminars internationally in marketing, export and sales. He is an honorary member of the Board of Directors of SEVE and an Executive Consultant on international trade issues at the American - Hellenic Chamber of Commerce in Athens. He has also participated in the core team of the Dutch experts of Task Force, contributing in establishing the Trade and Promotion Roadmap as the key source for reforming the Greek Export Strategy; he is also a member of the Hellenic Institute of Marketing and active member of International Organizations. Prior to the foundation of the Business Consulting firm "DK Consultants" he had been working as a senior executive in industrial and commercial enterprises in Greece and abroad (SATO, Toshiba, Sunair, Premierotel, Pointgroup, Axon Inc., D&B group). Since 1999 he has been assisting significant Greek and foreign firms by providing them with consulting services, and by designing and applying internationally orientated marketing and sales strategies.



Katsiris Anastasios, Management Consultant, COFACE

Anastasios Katsiris is currently Management Consultant for COFACE in Greece having more than 30 years' experience in the field of Insurance and has been Director of the Credit Insurance division of ETHNIKI ASFALISTIKI for 20 years. He has also been member of the Board of directors of companies in various industries and has lectured in many seminars. He is a graduate of the National and Kapodistrian University of Athens in Economics and has followed Training courses Greece and Abroad in Insurance, Reinsurance, Auditing, Risk Analysis and Finance. He is married with two children.

speakers



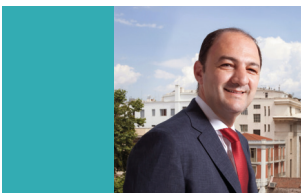
Kenanidis Apostolos, President, Hellenic Federation of Road Transport (OFAE)

Having started his career as an electrical engineer in one of the leading group of companies in Greece, Mr Kenanidis very soon got deeply involved into politics both on a regional and a national level. At the same time he started his own business as an international road transport operator. As soon as he recognized the challenges and the opportunities there are in this sector, he took advantage of his experience in politics and got personally involved in the Hellenic Federation of Road Transport (OFAE), where he serves as a President during the last ten years. Being a leader and a visionary, Mr Kenanidis is working hard for the development of the Greek road transport sector.



Konstantelos Tassos, Business Development Manager, Front Line S.A.

Tassos Konstantelos is the business development manager of Frontline Insurance Brokers. Following his studies in the UK, he has worked as an insurance broker with a very wide spectrum of businesses, from services to heavy manufacturing companies in all lines of insurance. He has a passion for the insurance industry and technologies so with the cybercrime insurance he combines both. He has been dealing with the Cyber risks for 6 years now, both in Greece and abroad and he believes in the merit of this type of insurance especially now that the threats are still mostly underrated. He uses a risk management approach in order to identify threats and provide solutions, safekeeping the insured companies.

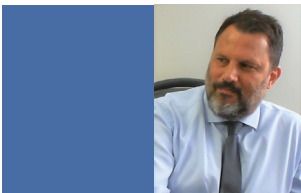


Lakassas Dimitris, Vice President and CEO, Olympia Electronics S.A.

Dimitris Lakassas is Vice President and CEO of Olympia Electronics S.A., the market leader in the Greek electronic safety and security industry and one of the oldest and largest electrical and electronics manufacturers in Europe. The company exports to more than 72 countries worldwide. Parallel to his entrepreneurial activities, Mr. Lakassas has served as:

- President of the BoD of Greek International Business Association (SEVE)
- President of the BoD of Thessaloniki Innovation Zone (Alexander Innovation Zone)
- Member of the BoD of Federation of Industries of Northern Greece (SBBE)
- Vice President of Panhellenic Association of Industrialists Producers of Electrical Materials
- Member of General Assembly of Hellenic Federation of Enterprises (SEV).

In March 2018 Mr. Lakassas received a special award as "Innovative Entrepreneur of the Year" at the International Competition of ERNST & YOUNG. He has participated at numerous congresses, forums worldwide and has published various articles at financial and sectoral magazines. He holds an MBA in Business Administration (University of Sheffield) and a BA in Economics and Marketing (City College - University of Sheffield).



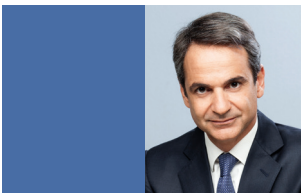
Mikroggiannakis Yiannis, Board Advisor, SoftOne Technologies S.A.

He is Board Advisor at SoftOne Technologies S.A., also founder of a consulting agency. For 25+ years he served most of the major Greek software vendors (Unisoft, Altec, SingularLogic and SoftOne), playing a leading role in all of them: he has been in charge of sales, marketing, customer services, product development and quality assurance departments as well as large units in GM level positions in Greece and abroad. He has worked in the design, marketing & service of numerous ERP, CRM, Accounting, HR & Payroll software products and he has cooperated with hundreds of enterprises in the field of manufacturing, distribution, retail and services. He has supervised large teams, complex IT projects, as well as packaged solutions for mass SME market. His standardization methods are considered a model for many Greek software vendors & partners. He has studied Business Management at the Athens University of Economics and speaks English & French.



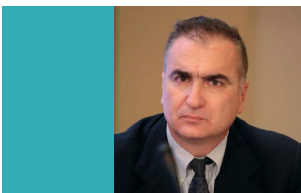
Milis Panagiotis, Head of Operations, DK Consultants

Mr Panagiotis Milis, has excellent analytical skills and proven ability in the development of innovative strategies by taking business decisions in real time. He has graduated from the Economic University of Athens (ASSOE) with specialization in Marketing and has gained deep knowledge in the computer science as well. Over the years he has achieved measurable results in complex projects, by developing innovative business tools and applications. During his career he has worked in senior and top management positions in Greece and abroad, by implementing totally successful penetration and positioning strategies that have led to high market shares for the companies he worked for. As an expert in Marketing and computer science he is in the process of developing the evolution of the theory of Marketing from the 4Ps to the 4Is (Imagination, Innovation, Integration, Inner Play, IT). As the Head of a small group, he managed to place his team at two top positions in the list of the 10 best paid apps of all time in the Greek Apple App Store. He is married with 2 children. He works at DK Consultants, as the Head of Operations & Development Director.



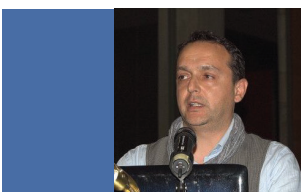
Mitsotakis Kyriakos, Opposition Leader & President of Nea Demokratia

Kyriakos Mitsotakis was born in Athens in March 1968. He graduated Salutatorian from Athens College in 1986. Kyriakos obtained his Bachelor's Degree in Social Studies, summa cum laude, from Harvard University in 1990. During his studies at Harvard, he was awarded the Hoopes & Tocqueville prizes. Kyriakos also earned an MA in International Relations from Stanford University and an MBA from Harvard Business School. Kyriakos worked in London as a financial analyst with Chase Investment Bank and as a consultant with McKinsey and Company. In 1997, he returned to Greece where he joined Alpha Ventures as a senior investment officer. In 1999, Kyriakos joined the National Bank of Greece as CEO of NBG Venture Capital. In January 2003, he was nominated by the World Economic Forum as a Global Leader of Tomorrow. In April 2003, Kyriakos resigned from NBG Venture Capital in order to pursue a career in politics. He was elected to Parliament with Nea Demokratia in 2004, 2007, 2009, 2012 and 2015. Until June 2012, Kyriakos was the shadow-minister for the environment and climate change for Nea Demokratia. Between 2007 and 2009, he served as Chairman of the Environment Committee of the Hellenic Parliament. Kyriakos served as Minister of Administrative Reform and e-Governance from June 2013 until January 2015. From February 2015 until November of the same year, he was the first-in-order Parliamentary Representative of Nea Demokratia in Parliament. Kyriakos Mitsotakis was elected president of Nea Demokratia on January 10th, 2016.



Moutafis Grigoris, President & General Manager, Export Credit Insurance Organization (ECIO)

Mr. Grigoris Moutafis is a graduate of the Department of Financial, Statistics & Insurance Studies, University of Piraeus and holder of the executive diploma of the Annual Course for Insurance Executives, Greek Institute for Insurance Education (EIAS). He has also attended a great number of seminars, related to the Financial, Insurance and Management issues. He has been a Member of the Board of Directors of AIGAION INSURANCE S.A. With over 24 years working experience in the Insurance Industry, he had worked as Finance & Administration Manager for reputable companies such as AIGAION INSURANCE S.A, MAPFRE ASSISTENCIA CO S.A. as well as in BRITISH PROVIDENCE and INCHCAPE GENERAL INSURANCE COMPANY (TOYOTA HELLAS Group of Companies). He is Member of the Greek Economical Chamber and the Association of Representatives & Executives of Insurance Companies. Since August 2017, Mr. Moutafis is the President & General Manager of Export Credit Insurance Organization (ECIO).



Ntounoglou Lefteris, CO-founder and CEO, Schoox Inc.

Lefteris Ntounoglou is the main founder and CEO of Schoox Inc., an Austin based company, originated from Greece, which developed Schoox, a disruptive Learning and Talent Development Platform. In a crowded market with over 500 competitors Schoox stood out in just a few years to become one of the fastest growing Talent Development Systems with over 1,000 customers and 5M employees. During his PhD he developed computer algorithms for fast computation of holographic patterns and graduated with Honor. In 1998 he was praised with the Award of Innovation from the Association of Holographic Techniques. A high skilled engineer and a visionary entrepreneur who raised \$6.5M funds so far from US based investors and built one of the most successful Greek startup companies. Lefteris was born and grew up in Germany and speaks fluent Greek, German and English. He resides in Greece with his wife and his two children.

speakers



Panagiotidis Paris, CEO, LineGroup EU, Alibaba Global Service Partner

Paris Panagiotidis is an economist with a Master's degree in Strategic Product Design. He is a member of the Board of Directors of the Hellenic Chinese Chamber of Commerce and founder of six successful companies operating in various sectors such as energy, construction, yachting and consulting services. The Group of companies (Line Stoves, Stand Line, Euphoria Yachting, Yacht A yachting, Mr. Buy και Line Group), have a multinational presence and operates in four continents and more than 30 countries. Line Group, was selected by Alibaba Group, the Chinese giant of eCommerce, as the Global Service Partner of Alibaba.com in Greece. Mr. Panagiotidis and his associates consult businesses of all sizes to expand their exporting activity worldwide. He has been collaborating with some of the biggest Greek manufacturers while he has helped many SME's to build their success stories and transform to major export units in a very short time. He is distinguished for the innovative and tailor made services he has designed for Line Group, while he is the certified Lecturer of alibaba.com for Europe.



Papakonstantinou Theodoros, Principal, Head of Advisory Services in Thessaloniki, Deloitte

Theodoros is a Principal in the Strategy & Operations (S&O) Consulting practice of Deloitte Greece. He serves as the advisory services leader of Deloitte's office in Thessaloniki and leads Deloitte's Digital Strategy market offering in Greece. He possesses more than 13 years of consulting experience, with extensive expertise in the areas of strategy development (incl. digital and marketing strategies), business analysis and planning, M&A advisory, and financial and operational restructuring. Theodoros has led a wide range of projects primarily for small and medium companies in a variety of sectors, such as consumer products, agrofood, travel and hospitality, manufacturing, real estate and construction, technology. He holds a Bachelor in Applied Informatics from the University of Macedonia in Thessaloniki, Greece, a Master of Business Administration (MBA) from Cranfield School of Management, UK and a Postgraduate Diploma in Marketing from the Chartered Institute of Marketing, UK.



Papandreou Dimitra, Principal Manager, Advice for Small Businesses, Greece, European Bank for Reconstruction and Development (EBRD)

Dimitra Papandreou is Principal Manager at the European Bank for Reconstruction and Development (EBRD). She joined EBRD in the beginning of 2018 and she is leading the "Advice for Small Businesses Programme" in Greece, which aims at supporting small and medium enterprises grow by connecting them with local consultants and international advisors. Dimitra has 15 years of professional experience in the provision of advisory services to businesses and organisations in various industries on business strategy and operations. In the past she has worked as a management consultant for Deloitte and Planet SA in Greece. Dimitra holds a BSc in Financial and Banking Management from the University of Piraeus and an MSc in International Development from the University of Bath (UK).



Papazoglou Panos, Country Manager Partner, EY GREECE

Panos Papazoglou is the Managing Partner in Greece since July 2010. Effective January 2011 he also holds the role of the CSE South Cluster Leader, effective January 2015 the role of Central & Southeast Europe Markets Leader and effective July 2018 the role of the Central, Eastern and Southern Europe and Central Asia Markets Leader. He has served as Head of Assurance in Ernst & Young Romania for two years and focused on the energy and technology sectors. He has also served as CMP and Head of Assurance in Bulgaria for three years. Panos Papazoglou joined Ernst & Young in 1988 and is based in the Athens office. He is a Qualified Accountant in Greece and Romania. He is a member of the BoD of American Hellenic Chamber of Commerce, member of the BoD of the Institute of Economic and Industrial Research and also member at the CEO Clubs and Endeavor.



Paraskeva Vasiliki, microSTARS Credit Officer, KEPA

Mrs. Vasiliki Paraskeva is an economist, graduate of the Faculty of Law, Economics and Political Sciences, by the Aristotle University of Thessaloniki, with significant experience in the Greek banking sector upon issues related to finance, deposits, customer service, credit, recently microcredit as well. Being KEPA's executive, she acted as an evaluator of investments projects that were under CSF II and NSFR 2007-2013, by the Department for managing co-financed by EU programs, while from the beginning of 2016 as a Credit Officer by "microSTARS" Business Development Services Center in Thessaloniki.



Sarantavgas George, Director, Standards & Solutions, GS1 Association Greece

Dr. George Sarantavgas, is the Director of Standards and Solutions at GS1 Association Greece. He holds a B.Eng(Hons) on Electronics & Computer Engineering and an M.Sc on Digital Communications. In 2004 the Royal Academy of Engineering of Great Britain awarded him a scholarship to begin his Ph.D studies on Electrical and Electronics Engineering for medical applications at Cranfield University and graduated in 2009. He worked in multinational companies in the High Technology industry in Europe and Greece and he has participated in projects developing hardware and software, collaborating with companies such as Samsung, Thales, BAE, GE, Carl Zeiss, Philips etc.

From 2012 to 2014 he served as an advisor to the Greek Ministry of Health for sectors like technology, information systems and strategic management. He has also served as a substitute member at the Board of Directors of Sotiria General Hospital from 2013 to 2014. From 2014 he worked as a senior auditor in ISO Quality Management Systems in the healthcare sector and also as a CE auditor for medical devices and software. Dr. George Sarantavgas is a member of scientific organisations and institutes (IEEE, IET, EEL, TEE).



Sfakianakis Aris, Director Greek Region, DHL Express (Greece) S.A.

Aris Sfakianakis has studied Business Management and he holds a MBA from University of Macedonia, Thessaloniki. Aris has been Greek Regions Manager of DHL Express Hellas since 2004. DHL is present in over 220 countries across the globe, making it the most international company in the world. DHL provides solutions for an almost infinite number of logistics needs and is a major provider for e-commerce companies. In Greece, the company established its presence 40 years ago. He has a work record in Media, e-commerce business, the Hellenic Fashion Industry Association (SEPPE) and training institutes. His professional training experience includes a variety of topics in management, Internet Marketing, e-commerce, Sales management and exports' marketing. Aris has worked in business consulting as project leader for national projects and as a conductor for business plans, marketing plans and feasibility studies. Since 2014, he is a member of the Board of Directors of the Greek International Business Association (SEVE)



Spyridis Andreas, Founder and Managing Director, iTrust Digital Strategy

Andreas Spyridis is the founder and Managing Director of iTrust; an award-winning performance marketing agency. What started as a one-man-show during his studies at the Technical University of Berlin, begun taking shape in 2006, in Thessaloniki. He built iTrust on a simple premise: "Anything can be done, if you get the strategy right." He turned an ambitious vision into an energetic, data-driven marketing agency with a hand-picked roster of Greek and international clients. Today, he consults with clients, and brings insights & fresh ideas to conferences across Greece. Thanks to his business acumen, iTrust has become a key player in Digital, forming partnerships with the likes of Google, Facebook and Searchmetrics and executing successful strategies for its international clients.



Tzeis Makis, Managing Director, Atradius Crédito y Caución S.A. de Seguros y Reaseguros (Hellenic branch)

He was born in 1970 in Athens. He studied Mathematics at the University of Ioannina (B.Sc. in Mathematics) and he then completed his post-graduate studies in Actuarial Science at the Cass Business School of London / former City University (Diploma & M.Sc. in Actuarial Science). From 1998 to 2003 he worked in various positions at the Hellenic branch of Gerling Konzern Spezial. In 2004 he took over the position of the Managing Director at the Hellenic branch of Atradius Credit Insurance N.V., which he holds until now. Memberships: Member of the Association of Chief Executive Officers of Greece / Member of the Association of Representatives and Executives of Hellenic Insurance Companies / Member of the CEO Clubs / Other professional fora.



Zervos Frank, Sales Consulting Director, Oracle Hellas

Frank Zervos is Sales Consulting Director in Oracle Hellas. He has over 25 years experience in Oracle Technology and IT and has held several managerial positions in both sales and service delivery. He has managed several sales consulting teams in Greece and South Eastern Europe over the last decade and worked with several customers from various industry sectors and countries, orchestrating the presales and bid management teams to propose technology solutions that meet customers' business needs and generate business value. He is currently managing the Cloud Platform Solution Engineers team for Central Europe, driving the Oracle Cloud Platform Services portfolio and supporting Cloud Platform sales. He holds a BSc in Mathematics with specialization in Applied Mathematics and Information Technology.

moderators



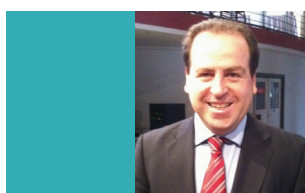
Hajidimitriou Yannis, Professor, Chairman of the Department of Business Administration, University of Macedonia in Thessaloniki, Greece

Dr. Yannis Hajidimitriou is Professor in International Business and Chairman of the Department of Business Administration at the University of Macedonia in Thessaloniki, Greece. He is also Director of the Masters Program in International Business. Professor Hajidimitriou served as Rector of the University of Macedonia (September 2010 to August 2014). He also served as Chairman and Vice Chairman of the MBA Program, and as Chairman of the Department of Marketing and Operations Management. Professor Hajidimitriou is holding a B.A. degree in Economics from Athens Graduate School of Economics and Business Sciences, and an M.A. and a Ph.D. in Economics from the State University of New York (SUNY) at Stony Brook, USA. His research interests focus on critical success factors for exporting, strategies of international expansion and international strategic alliances. Since July 2000, Professor Hajidimitriou is an honorary member of the Board of Directors of the Greek International Business Association (ΣΕΒΕ - SEVE), representing the University of Macedonia.



Hassapis Panagiotis, Executive Vice President, Greek International Business Association - SEVE

Mr. Hassapis is Financial Advisor and Executive Vice President of SEVE. He is an alumni of American College of Thessaloniki Anatolia. He studied Economics and Business Administration in France (Rouen & Paris) and holds post graduate degrees in Accounting & Management and Money, Banking & Finance (Southampton University & Birmingham University). He worked as CFO at MEVGAL SA, CFO & Legal Representative at ZANAE SA and as Treasurer at PYRAMIS METALLURGY SA following his short occupation at the banking sector. He has been teaching Financial Management & Banking at CITY COLLEGE (Sheffield University affiliated) in Thessaloniki.



Ketikidis Panayiotis, Professor, Vice Principal for Research, Innovation & External Relations of CITY College - An International Faculty of the University of Sheffield and Chairman of the Management Committee & Academic Director of the Doctoral Programme

Professor Ketikidis is the Vice Principal for Research, Innovation and External Relations of the International Faculty of the University of Sheffield, CITY College and Chairman of the South East European Research Centre (SEERC) and has over 30 years of experience in management, education, innovation, research, and competitive research funding with various networks established as a result of this experience. He is invited regularly as Keynote speaker in several national and international business and academic conferences. Prof. Ketikidis is Emeritus Member of SEVE Management Board (SEVE, 2006-present); the President and founder of the Triple Helix Association Chapter of Greece (established in 2013); Member of the Board of the Innovation Zone of Thessaloniki [(AZK) 2013-present] and Co-Founder of the Hellenic Business Angels Network (HeBAN). Prof. Ketikidis is the Chief Editor of the International Journal of Innovation & Regional Development (IJIRD), and Founder of the International Conference for Entrepreneurship, Innovation and Regional Development (ICEIRD).



Konstas Chris, Financial Editor "FILELEFTHEROS" ("Liberal" daily) and Financial Commentator, television and radio stations

With a twenty-seven-year career in financial journalism, Christos Konstas is currently Financial Editor for "FILELEFTHEROS" ("Liberal") daily and Financial Commentator in television and radio stations. He is also Editor in Chief for "www.banks.com.gr." and Content Manager for Ethos Media Publications. He has worked as Editor in Chief for the Paraskinio newspaper and also is currently a columnist for the Sunday newspaper Vradyni. Born in Thessaloniki in December 1961, he attended last year of high school in Michigan USA, as an exchange student. He received his first degree -with excellent mention- in Political Science, in 1983, at the Panteion University of Athens. He completed his three-year post-graduate studies in International Relations in 1986, in Peking China at Beijing University of the People's Republic of China. He specialised in money and capital markets, taking seminars in Athens, Frankfurt and New York. Christos Konstas has worked for numerous newspapers and radio and TV stations (Ependytis, Exousia, Planet 1045, Star, Mega, Alpha, Alter, Thema Radio 104,6, Action 24 tv). He was honored with the Botsi Award for promoting journalism in Greece in 2005. He speaks English, French and Chinese.



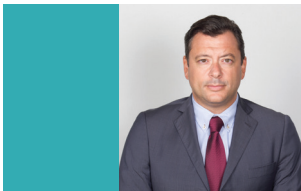
Ouzounis Konstantinos, General Manager, Ethos Media S.A.

Konstantinos Ouzounis is the General Manager of Ethos Media S.A., publisher of banks.com.gr portal, HRIMA magazine, HRIMA Week online newspaper, Insurance World magazine, insuranceworld.gr portal, Pharma & Health Business (Ph.B) magazine, virus.com.gr portal, alive newspaper, as well as organizer of Ethos Events & Ethos Awards. Konstantinos Ouzounis has participated in the BoD of numerous media and new technology companies, the Hellenic Union of Editors of Periodical Press (HUEPP) as well as the Varvakeion Model Experimental High School Alumni Association. He studied Physics at the National and Kapodistrian University of Athens and at Leicester University (MBA). He has written articles for various financial magazines and newspapers. He represents companies of international acclaim, such as Euromoney Magazine, Euromoney Conferences and Georgeson Proxy Solicitation.



Vlachos Dimitrios, Professor, Director of the Laboratory of Statistics and Quantitative Analysis Methods, Logistics and Supply Chain Management (LASC) of the Department of Mechanical Engineering of the Aristotle University of Thessaloniki (AUTH) and President of the Greek Association of Supply Chain Management (EELBE)

Prof. Dimitrios Vlachos is the Director of the Laboratory of Statistics and Quantitative Analysis Methods, Logistics and Supply Chain Management (LASC) of the Department of Mechanical Engineering of the Aristotle University of Thessaloniki (AUTH), Greece. He conducts research and consulting in the fields of supply chain management, logistics, applied operational research, combined transport systems management, business restructuring and strategy development. He has participated in more than 60 research projects (in 15 of them as a principal investigator) in the field of Supply Chain Management, and he has co-authored the respective technical reports. He has published more than 200 papers in scientific journals, conference proceedings and book chapters. He has participated as a consultant or expert in numerous projects funded by public and private organizations. He is President of the Greek Association of Supply Chain Management (EELBE).



Ypofantis Nikos, Journalist, Skai Media Group

Nikos Ypofantis works for SKAI TV, radio SKAI 100.3, as well as for "www.skai.gr", "www.marketnews.gr" and "www.eea.gr." He is the presenter of Ready Business programme at SKAI television, and he also broadcasts on the radio of SKAI 100.3. He specialises in the sectors of business, energy, trade, innovation, technology and the "real" economy. He works as a communications consultant to energy companies, the National Confederation of Entrepreneurship and the Athens Business Chamber and he is Pr Specialist in expense Reduction is a cost management services company VERALLIS. He has studied communication, media and advertising. He speaks Spanish and English, as well as Greek.

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- Διενεργούμε στατιστικές αναλύσεις και εκπονούμε μελέτες για την πορεία των ελληνικών εξαγωγών ανά κλάδο και για κάθε πιθανή χώρα - προορισμό από το Ινστιτούτο Εξαγωγικών Ερευνών και Σπουδών (ΙΕΕΣ)
- Υλοποιούμε εξειδικευμένα εκπαιδευτικά σεμινάρια και προγράμματα κατάρτισης σε θέματα: εξαγωγικού marketing, έρευνας αγορών, διαδικασιών εξαγωγών, τεχνικών διαπραγματεύσεων κ.ά. και προωθούμε την πιστοποιημένη κατάρτιση
- Διοργανώνουμε και υποστηρίζουμε τις επιχειρήσεις για συμμετοχή σε Επιχειρηματικές Αποστολές, Συνέδρια, Εκθέσεις, Κλαδικές Συναντήσεις στην Ελλάδα και στο εξωτερικό
- Προσφέρουμε προνομιακή δωρεάν προβολή στον Κατάλογο Εξαγωγέων του ΣΕΒΕ με την ιδιότητα του Μέλους
- Δημιουργούμε χρήσιμες εκδόσεις όπως ο Οδηγός Εξαγωγών "ΟΔΗΓΟΣ ΕΞΩΣΤΡΕΦΕΙΑΣ - Θέλετε να εξαγάγετε;"

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