

B2B EVENT

in the framework of the Green
ICT Development Project (GIVE)



THE FUTURE TODAY

September 26th and 27th, 2019

AGENDA

DAY 1

Date: Thursday, September 26th, 2019
Location: UniCredit Bulbank International Center, 8, Aksakov str., Sofia, Bulgaria
Participants: SMEs, MID Corporate and International companies, Cluster managers, NGOs

13:30 – 14:00 **Registration and Welcome coffee**

14:00 – 14:30 **Event Opening**

Welcome message

Arch. Lyubomir Stanislavov, CEO, Automotive Cluster Bulgaria

Welcome message

Teodora Petkova, CEO and Chairman of the Management Board of UniCredit Bulbank

Opportunities for SMEs in the Project "GIVE"

Anna Naydenova, Executive Director, ICT Cluster Bulgaria

14:30 – 14:50 **Key notes: Business Development Opportunities in Bulgaria**

Zhecho Zhechev, Expert Department Economic Policy, Ministry of Economy

14:50 – 15:15 **Measures implemented by BSMEPA in support of the internationalization of Bulgarian enterprises**

Vladimir Minev, Bulgarian Small and Medium-sized Enterprises Promotion Agency

15:15 – 16:00 **Company Pitching (1 minute per company pitch)**

Brief intro by each company (company profile, product/service profile, expectations)

16:00 – 16:30 **Networking Coffee Break**

16:30 – 17:15 **Automotive industry as an engine of global and local business**

Matteo Ferrazzi, CEE Strategy and Corporate Foresight, UniCredit S.p.A.

Kristofor Pavlov, Chief Economist of UniCredit Bulbank

17:15 - 18:15 **Best practices part I**

Automotive 3.0 through the vision of Visteon

Ivan Mihaylov, CEO Visteon Electronics Bulgaria and Chairman of the ACB BoD

Sofia - Hub for the development of automotive software

Lyudmil Mutafchiev, Robert Bosch Bulgaria



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EDI-literacy on the Balkans
Boban Kostic, BG-Bcons, Serbia

UniCredit Fleet Management Services
Kristiyan Andonov, Operating Director, UniCredit Fleet Management Bulgaria

18:15

Networking cocktail

Meet and chat with all participants and speakers over drinks and finger food

DAY 2

Date: Friday, September 27th, 2019
Location: UniCredit Bulbank International Center, 8, Aksakov str., Sofia, Bulgaria
Participants: SMEs, MID Corporate and International companies, Cluster managers, NGOs

9:30 – 10:00 **Registration and Coffee**

10:00 – 10:30 **Support for the development of local and foreign businesses in building their success stories in Sofia**

Nadia Soultanova, Sofia Investment Agency

10:30 – 12:00 **Best practices part II**

Account Based Marketing in Digital
Kaloyan Gadzhev, Web Grow Studio

Methodology for assessment and transformation to Factories of the Future
Krasimira Shindarova, ICT Cluster Bulgaria

Good manufacturing practices
Dimitar Varganov, Rommtech - 3S

High efficient production of automotive components; hairpins and busbars for E-mobility
Drives and Battery Packs within WAFIOS and BIHLER solutions.
Krassimir Dimitrov, InnDev Ltd

RAIS – in quality we trust
Artin Bazdigyan, RAIS

12:00 – 13:00 **Networking, Lunch Break**

13:00 – 16:00 **Pre-selected B2B meetings**

In order to schedule your B2B meeting with other participants, please register on the following link:
<http://r.b2meet.com/5fbnu>



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