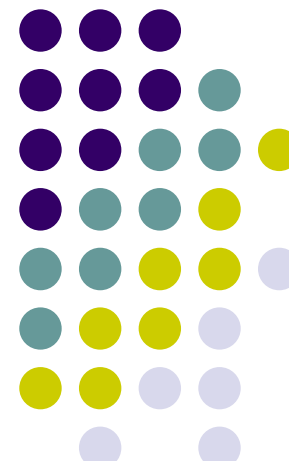


# SEPVE

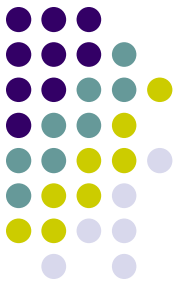


## Company Profile

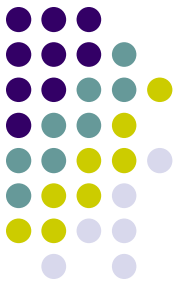
### The Association of ICT Companies of N. Greece



# SEPVE's background



- SEPVE was founded in April 1994
- It is based in Thessaloniki.
- The Association today numbers more than 300 members. (<http://www.sepve.org.gr>)
- It is the only collective body representing the interests of the Information Technology businesses in the regions of Macedonia, Thrace and Thessaly.
- It plays a major role in assessing and promoting the needs of the Information Society in Greece and South Eastern Europe.

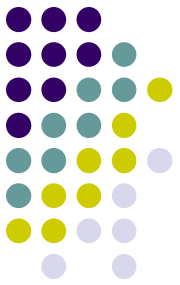


# SEPVE's vision

Key role to foster:

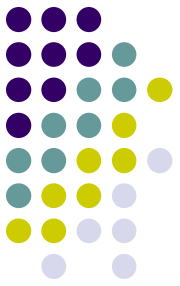
- Information Technology as a lever of development for the whole of Greek society
- Thessaloniki and Northern Greece as a centre for Information Technology in the broader geographical region
- SEPVE as a bridge for business cooperation with South Eastern Europe

# SEPVE's role in the Greek IT sector 1/2

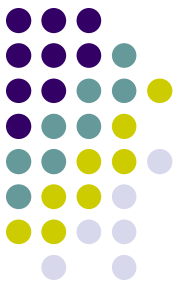


- Consultant to the Ministry of Macedonia and Thrace on the potential for development and exploitation of the Information Technology businesses of the region
- Consultant to the four regional authorities of Northern Greece and Thessaly on means of funding Information Technology SMEs
- Advisory services to the Ministry of National Economy to assist in the more effective development and use of electronic data interchange systems

# SEPVE's role in the Greek IT sector 2/2

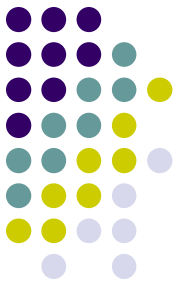


- SEPVE is one of the main sources of information on technology issues for the Prime Minister's office
- Recommending and advising the Ministry of Development on new measures, projects and initiatives under the Development Act.
- Advisory role for the Information Society Programme



# SEPVE's Activities 1/2

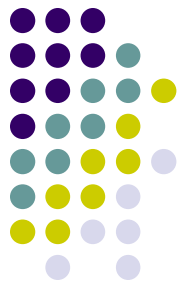
- Offering information to both existing and future members on the latest developments in the Information Technology sector, on both the national and international levels.
- Fostering the growth of Information Technology within Northern Greece
- Promoting an enhanced status for IT businesses, thus making a positive contribution to Greece's advance into the Information Society
- Coordinating and submitting business plans and proposals to government departments and agencies in order to enhance the development of its members' businesses.



## SEPVE activities 2/2

- Creating an effective communication and collaboration platform among its members, and between its members and the public sector as well as other business sectors.
- Organizing educational and information seminars, round table discussions and conferences, in order to improve the administrative and technical skills of its members.
- Promoting cooperation between its members and related businesses in the Balkan countries, as well as in the Mediterranean region and the Middle East, thus taking advantage of the key geographical position of northern Greece.

# SEPVE participation – EU & national projects 1/2



- Organisation, management and coordination of the 1st and 2nd INTERBALKAN IT FORUM in Thessaloniki 1998/2000
- ADAPT - 1998
- INTERREG II - 1998
- FP5 - IST-Programme – ISIS Project - 2001
- LEONARDO-Programme – ‘Web Content Manager’ Project – 2001
- “Aristeia” - Innovative Action Programme for Central Macedonia - 2002
- New Employment, New E-quality: Promoting Industrial Relations and Social Dialogue in the IT Sector - 2003



# SEPVE participation – EU & national projects 2/2

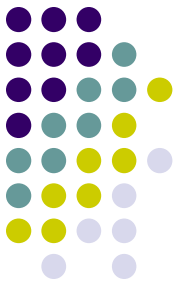


- LEONARDO-Programme – ‘ViPiA - Virtual Pre-Incubator Accelerator’ -2004
- FP6 – IST-Programme – EUROPEAN IST - 2004
- ETI / FP6 -INNOV5 Project SEE-INNOVATION - 2005
- ETI / FP6 -INNOV5 Project EASIER – 2005
- FP7-SME- μBGAs - 2010

New proposals:

- action n°: 2005/33: “Enhancing the cooperation between ICT suppliers and SMEs at regional level”
- INTERREG III A Phare CBC: Integrated Programme for the development of Human Resources in the IT sector for the creation of co-operations between Greece and Bulgaria.

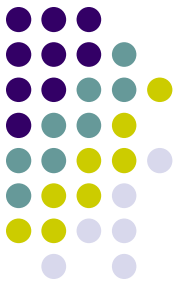
# EU Programs SEPVE



**SEPVE, through various activities concerning EU programs, gave the opportunity to its members to come in contact with:**

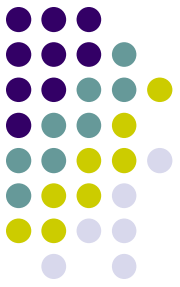
- 200 proposal ideas in the framework of FP6 and FP7.
- 750 organisations from 30 different countries
- 620 business meetings
- 10 IT Associations from Europe
- 15 research organisations
- Several ministries, councils and companies that play a significant role concerning EU programs

# SEPVE's FUTURE STRATEGY



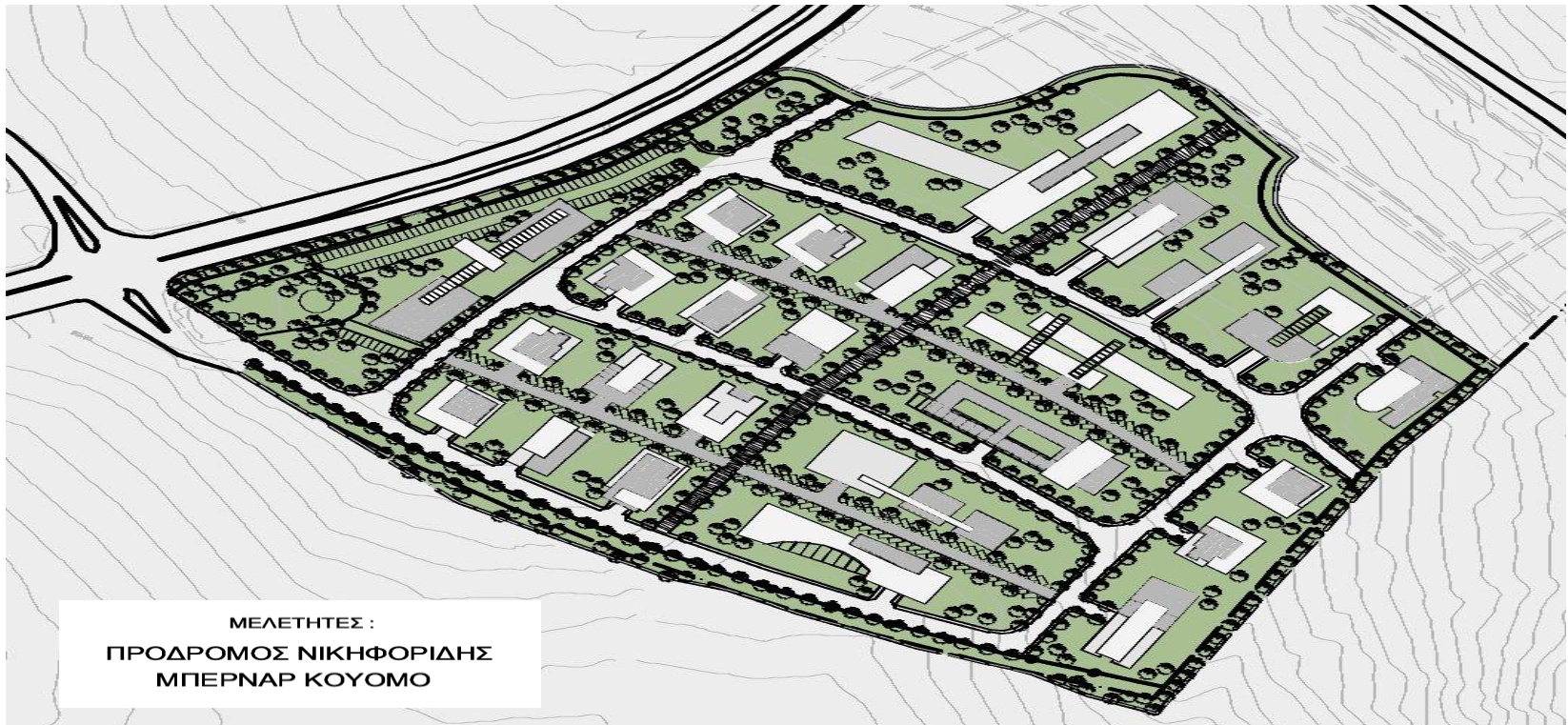
- Thessaloniki as a European Centre of Technology
- Involvement of SEPVE in various EU projects
- Further development of R&D Activities of ICT SMEs of Northern Greece through engagement in EU projects

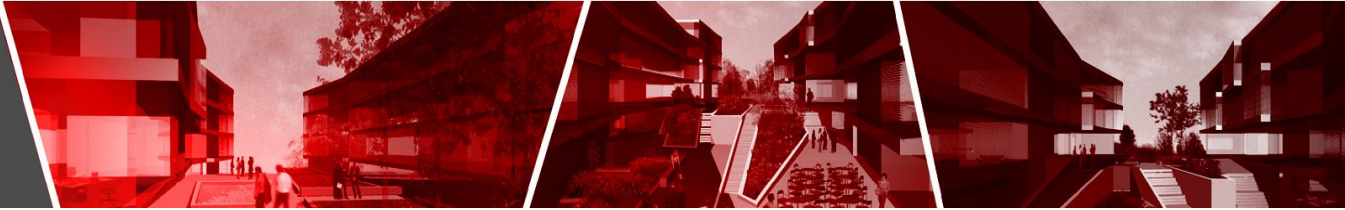
# TECHNOPOLIS THESSALONIKIS



## The Vision

The first Business Driven Technology Park in Greece





 **TECHNOPOLIS**  
THESSALONIKI ICT BUSINESS PARK



# TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK



**The first private ICT business park  
in Greece**

## **Mission**

- To create a friendly and functional workplace environment in the field of High Technology.
- To offer state of the art infrastructure and services for foreign investments.





# TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK

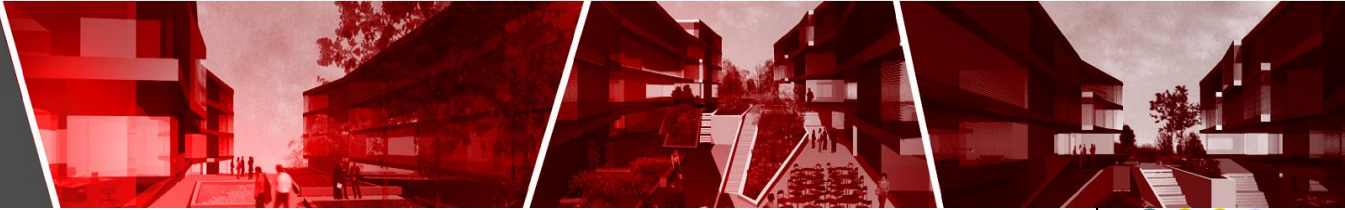


**JUNE 2001**

Perceived as an initiative of S.E.P.V.E.

Shareholders Includes

- 74 High Technology Enterprises.
- Social and educational institutions of the wider public sector such as:
  - Association of ICT Companies of N. Greece
    - Exports Association of N. Greece
    - University of Macedonia - UOM
      - Prefecture of Thessaloniki
  - Hellenic Telecommunications Organization (OTE S.A.)
- EKETA – Centre for Research and Technology Hellas (CE.R.T.H.)
  - TIF – International Fair of Thessaloniki



# Technopolis Thessaloniki

## Infrastructure and total investment

- Occupies an area 94.000 sq. m. and an area of 84.500 sq. m office spaces
- State of the art infrastructure and services
- A newly established Incubator
- Host more than 200 Greek and foreign enterprises
- Total investment of more than 50 million euro



# TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK



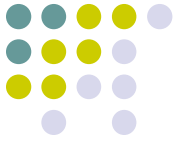
October 2008

Visit of Greek Prime  
Minister

Mr. George Papandreou.



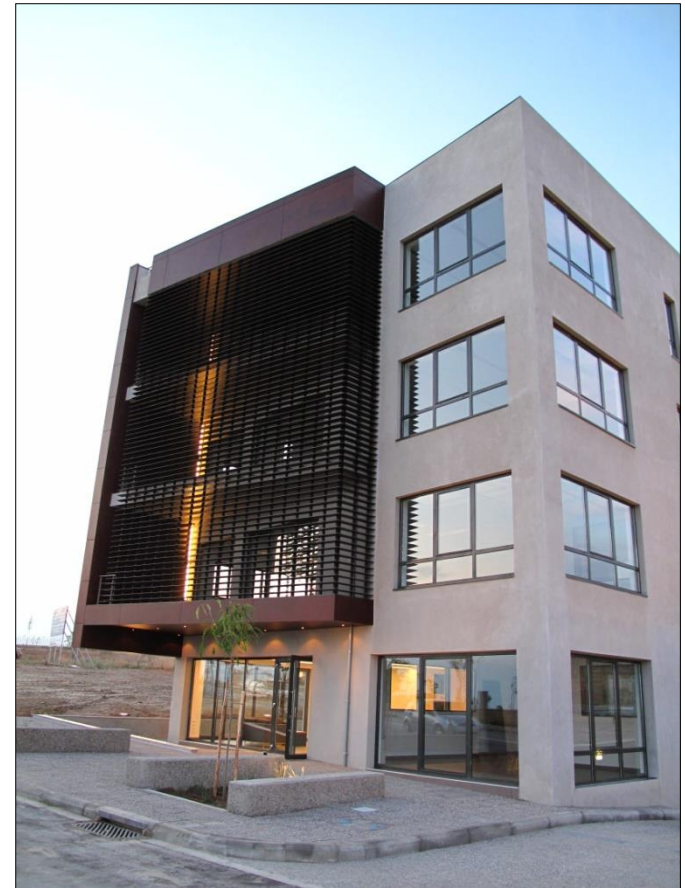
# TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK



**August 2009**

## **Incubator's Building**

Fifteen companies are already operating in  
the incubator and four more startups  
companies plans to enter soon.



# TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK

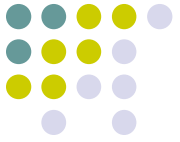


## Today

Till now twenty two enterprises has bought their own plots and will establish to Technopolis from three to five years. Incubator of Technopolis have already complete their buildings.

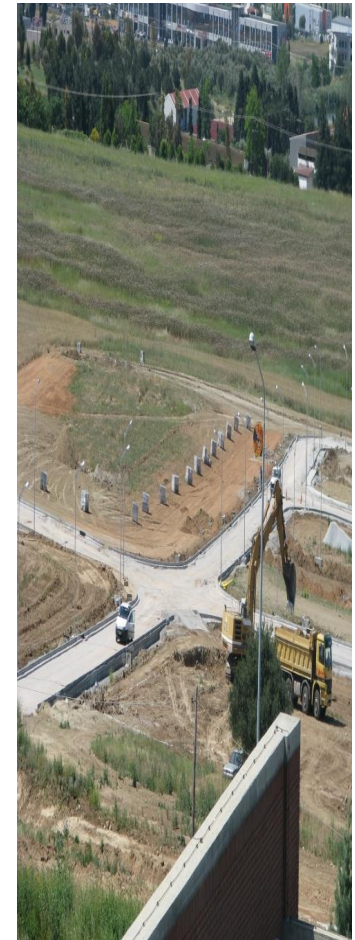


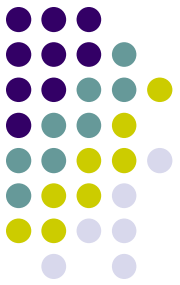
# TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK



## Tomorrow

Once fully deployed, the Business Park is expected to host more than 200 Greek and foreign enterprises and 2.000 employees.





# **THE GREEK INFORMATION AND COMMUNICATION TECHNOLOGIES MARKET ...**

# ICT Market in Greece

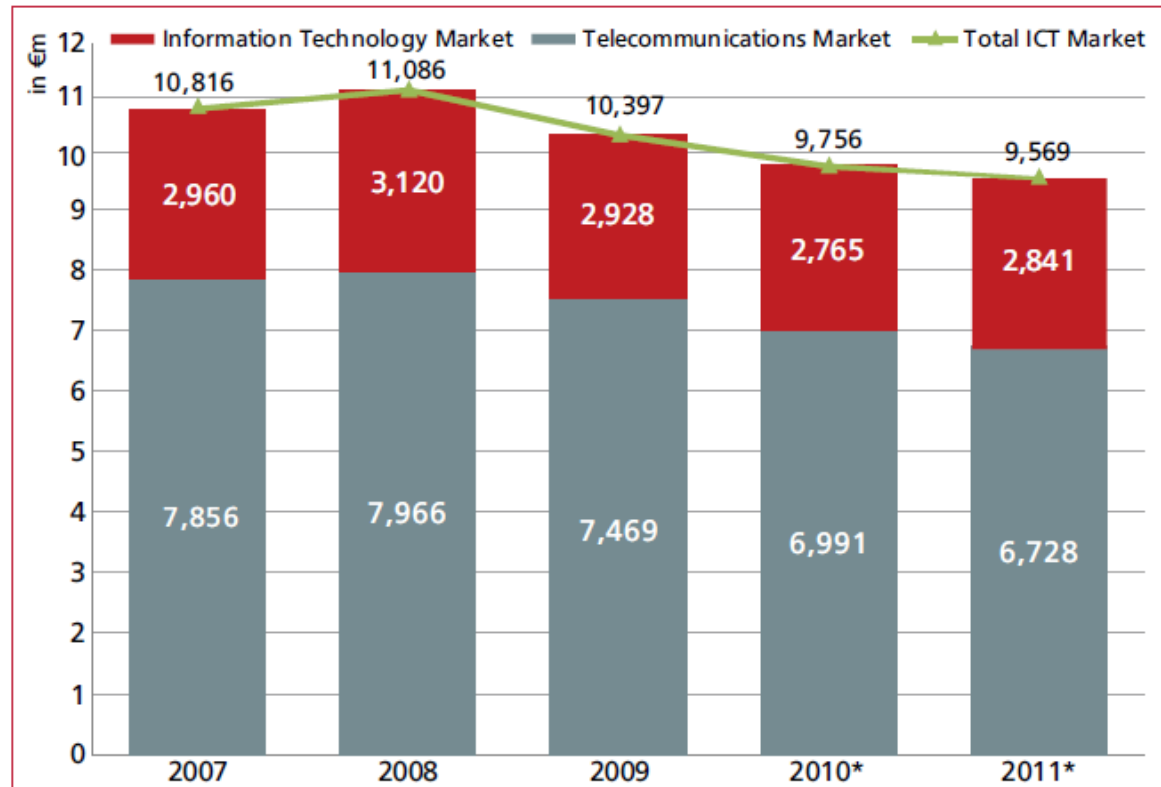
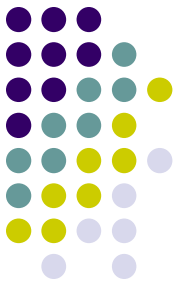
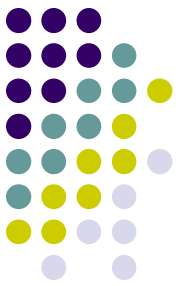


Figure 1: ICT market in Greece, value € billion. \* Forecasts. Source: EITO in collaboration with Idate, IDC, PAC and GfK. Data and forecasts are based on information available as of September 2010. Analysis by SEPE.

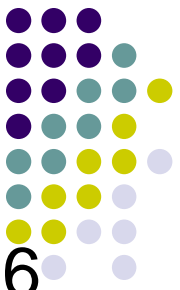
Based on EITO's data that was presented in September 2010 ...



# The Greek ICT Market ...

- The Greek ICT market value is estimated at €9,756 million for 2010
  - In detail, the Information Technology (IT) market value in 2010 will stand at €2,765 million
  - Telecom market value at €6,991 million
- The Greek ICT market value is estimated at €9,569 million for 2011
  - Information Technology (IT) market value €2,841 million
  - Telecom market value at €6,728 million

# Recovery estimations for the Greek ICT Market in 2011

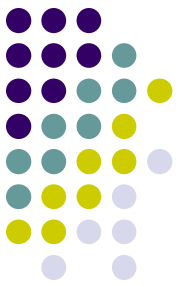


The Greek ICT market value is estimated at €9,756 million for 2010 and €9,569 million for 2011

- The Information and Communication Technologies (ICT) sector in Greece shows signs of recovery in 2011
- Recovery in 2011 for the Information Technology market
  - IT market in 2007-2008 moved upward by 5.4%,
  - in 2008-2009 fell by 6.2%,
  - in 2009-2010 the reduction is estimated to be around 5.6% and
  - in 2010- 2011 is estimated to recover by 2.7%.

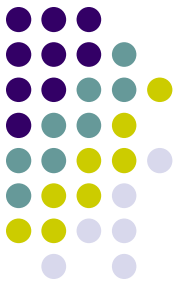


# Recovery estimations for the Greek ICT Market in 2011



- Ups and downs for the IT equipment market
  - For 2010, the total IT equipment market value will reach €1,257 million, decreased by 11.2%
  - In 2011 is estimated to reach €1,298 million, increased by 3.3%.
- Increasing Software market in 2011 –
  - The Greek software market in 2010 is expected to stand at €569 million, decreased by 0.3% and
  - In 2011 is estimated to reach €582 million, an increase of 2.4%
- Growth in IT Services market despite the overall decline
  - For 2010, the total IT services market value is expected to stand at €939 million decreased by 0.3%.
  - In 2011 is estimated to reach €961 million, an increase of 2.3%.

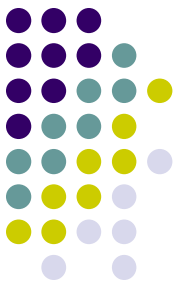
# Recovery estimations for the Greek ICT Market in 2011



## The Telecom market reduces losses

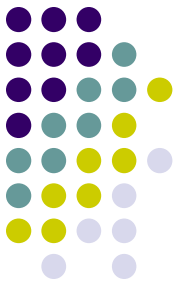
- The sales of mobile telephony in Greece in 2009 decreased by at least 7%, is indicative.
  - Telecom market in 2007-2008 grew by 1.4%
  - 2008-2009 fell by 6.2%
  - 2009-2010 is estimated that the decrease will reach 6.4%
- 2010-2011 is estimated that the telecom market will be reduced by 3.8%
- In 2010 the Greek telecom market value is estimated to reach €6,991 million and
- In 2011 is estimated to stand at €6,728 million

# Some estimations in a brief ...



- The market of servers, storage and workstations is expected to turn positive in 2011
- The market of computers and printers market expected to decline in 2011
- Greek government needs urgent application of software applications
- The software market dependence by the public sector projects is affecting, according to EITO, the performance of the IT companies
- Applications, such as ERP and CRM systems, are expected to turn positive in 2011
- The need to reduce operating costs, the increase of productivity and the need for investment return, will boost the IT services.
- The Greek telecom market was strongly affected by the economic downturn, it is difficult to make any long-term estimations for the course of the telecom sector

# List of Participating Companies



<b>COMPANY</b>	<b>FULL NAME</b>
<b>SEPVE</b>	<b>IGNATIADIS SPIROS</b>
<b>TECHNOPOLIS</b>	<b>TZIKAS TASOS</b>
<b>INTEC SYSTEMS</b>	<b>ANASTASOPOULOS DOXAKIS</b>
<b>EPSILON NET</b>	<b>ROMOUDIS FOTIS</b>
<b>UNIQUE COM</b>	<b>MALLINIS KIRIAKOS</b>
<b>EPIKINONIA</b>	<b>MOYTZOURIS TASOS</b>
<b>INFODIM</b>	<b>KARAMOSCHOS PANAGIOTIS</b>
<b>CARDISOFT</b>	<b>MILONAS THEOFILOS</b>
<b>COMPUTER LIFE</b>	<b>CHRISOPOULOS HARILAOS</b>
<b>PRISMA ELECTRONICS</b>	<b>SOUKOULIAS PETROS</b>
<b>EUROCONSULTANTS</b>	<b>TAVRIDIS STATHIS</b>
<b>HUMANASSET</b>	<b>KIRIAKIDIS GEORGE</b>
<b>NATIONAL DOCUMENTATION CENTRE</b>	<b>KARAMANIS KOSTAS</b>

# List of Participating Companies



Unique Com



TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK



GROUP OF COMPANIES

Epsilon Net SA



Geographic Information Systems

INFODIM



COMPUTER LIFE S.A.



HUMAN ASSET SA



Cardisoft SA

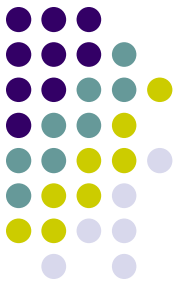


EUROCONSULTANTS Group



PRISMA ELECTRONICS SA

# INTERNATIONAL RELATIONS



Bait, Boulgaria



Aries, Romania



BTV, Turkey



Deutscher Multimedia  
Verband, Germany



Indra, Spain



ASEDEM, Spain



Verdi, Germany



Bulgarian Association  
of Software Companies, Bulgaria



Hungarian Association of IT companies, Hungary

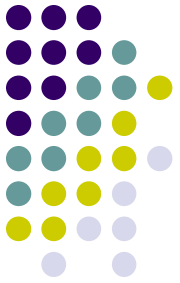


EUROQUALITY, France



International University of Entrepreneurship, NL

# INTERNATIONAL RELATIONS



Wrocław University of Economics, Poland



Budapest University of Technology and Economics



EUROPEAN  
MULTIMEDIA FORUM

European Multimedia Forum Ltd. - EMF (UK)



Milestone, Austria



Centre International de Communication  
et de Operations Multimedia – CICOM, France



COVENTRY  
UNIVERSITY



Universität Karlsruhe (TH)

Fakultät für Informatik

University of Karlsruhe



Çok teşekkür ederim  
Ευχαριστούμε πολύ  
Thank you

SEPVE

[sepve@sepve.org.gr](mailto:sepve@sepve.org.gr)  
<http://www.sepve.org.gr>

