



ΕΜΠΟΡΙΚΟ ΚΑΙ ΒΙΟΜΗΧΑΝΙΚΟ
ΕΠΙΜΕΛΗΤΗΡΙΟ ΘΕΣΣΑΛΟΝΙΚΗΣ

ΕΝΑΣ
ΑΙΩΝΑΣ
ΔΕΣΜΟΙ ΕΜΠΙΣΤΟΣΥΝΗΣ



THE WORLD BANK
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Επιχειρηματικό Φόρουμ:
**BLACK SEA BRIDGE Business
opportunities from IFI financed
projects and IFI financing**

ΤΡΙΤΗ **19** | ΙΟΥΝΙΟΥ
2018

09:00-17:00

Αίθουσα Εκδηλώσεων Εμπορικού και Βιομηχανικού
Επιμελητηρίου Θεσσαλονίκης (Τσιμισκή 29, Θεσσαλονίκη)

Το Forum πραγματοποιείται με την ευγενική
υποστήριξη του Ελληνογερμανικού
Εμπορικού και Βιομηχανικού Επιμελητηρίου.

AGENDA



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09.00 – 09.30

Registration - Coffee

09.30 – 09.45

Welcome speech

09.45 – 10.30

Introduction to World Bank procurement procedures and principles, description of the project life cycle and sources of information, procurement of consultant services, *Elena Corman, Procurement Specialist*

10.30 – 11.15

Procurement of goods and works, brief outline of the new WB procurement regulations, *Elena Corman, Procurement Specialist*

11.15 – 11.45

Procurement Opportunities arising from MCC: The Do's and Don't's when bidding for a WB or MCC financed project. *Spiros Voyadzis, CEO PFD Group, Partnerships for Finance and Development*

11.45 – 12.15

Coffee break

12.15 – 12.45

EBRD Advice for Small Businesses Programme, *Dimitra Papandreou, Principal Manager, Advice for Small Businesses*

12.45 – 13.15

BSTDB products - services and procurement opportunities, *Vassilis Christakis, Principal Officer, Procurement & Corporate Governance*

13.15 – 14.00

Questions Answers, discussion and conclusions

14.00 – 17.00

Light working lunch and meetings



ELENA CORMAN

World Bank Procurement Specialist, Solutions and Innovations in Procurement Global Practice. Ms. Corman joined the International Finance Corporation of the World Bank in 1998. Since 2008, Ms. Corman joined the procurement stream of the World Bank and since then worked on projects financed by the Bank in Moldova, Ukraine, Bosnia and Herzegovina, and Romania. Currently she covers the Moldova and Romania portfolio and helps the World Bank Borrowers to adopt the most optimal procurement approach in their operations. Ms. Corman is also actively involved in supporting the Government of Moldova in public procurement reforms. For several years, she was leading an Open Contracting project to increase the level of disclosure of information and data at all the stages of public contracting. She holds an MBA degree and is fluent in Romanian, English and Russian.



SPIROS T. VOYADZIS

President, Partnership for Finance and Development LLC Spiros Voyadzis is the founder and CEO of Partnerships for Finance and Development (PFD) Group.

PFD Group is a boutique advisory firm helping client private sector companies win contracts funded by targeted international financial institutions (IFIs). PFD Group was founded in 2000. Headquarters are in Washington DC with partner offices in Brussels and Istanbul. The PFD Group is composed of 25 experts plus support staff and consultants who have extensive experience International Financial Institutions (IFIs): the World Bank Group, Inter-American Development Bank, Millennium Challenge Corporation (MCC), African Development Bank, Asian Development Bank, UN Organizations, the European Investment Bank, the European Commission, the European Bank for Reconstruction and Development and occasionally with several bi-lateral organizations such as USAID, DFID, and others. Prior to 2000 and for over 25 years, Mr. Voyadzis held up various distinguished functions for the World Bank Group in Washington D.C. and abroad as a staff member, manager, and senior manager. Mr. Voyadzis took up his latest appointment for the World Bank as Special Representative to the European Union Institutions in Brussels in January 1996. He opened the Bank Office in Brussels and was its very first Director. As such, he was in charge of the World Bank's operational cooperation with the European Commission (EC), the European Investment Bank (EIB) and the European Bank for Reconstruction and Development (EBRD). From 1989 to 1995, he led the Bank's operational activities for Egypt, Iran, Jordan, Lebanon, Syria, West Bank and Gaza and Yemen. From 1984-1989 Mr. Voyadzis headed the Country Operations Division for Venezuela, the Caribbean country, Guyana and Belize. From 1975-1984, Mr. Voyadzis worked as a senior Economist/Senior Operations in Algeria, Morocco, and Tunisia, and managed by the bank's external Affairs administration and budget. Mr. Voyadzis holds an Honors Master's Degree (Magna Cum Laude) in Economics, Political and Social Sciences from the University of Brussels, Belgium, and a specialization in Public Finance. Mr. Voyadzis also enrolled in several business courses for senior managers, including those offered by Harvard and sponsored by the World Bank.



DIMITRA PAPANDREOU

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).



VASSILIS CHRISTAKIS

Vassilis has been with the Black Sea Trade and Development Bank (BSTDB) for more than eighteen years, serving in a variety of posts and functions. He currently serves as the Bank’s Head of Procurement, in charge of supervising the procurement process of all private and public sector projects as well as the employment of consultants for the Bank and its clients. He is a long-standing member of the Heads of Procurement of the Multilateral Development Banks (MDBs). Vassilis also currently serves as BSTDB coordinator for corporate governance, seeking to integrate the Development Finance Institutions (DFI) methodology in BSTDB operations and serving as BSTDB representative to the DFI Working Group on Corporate Governance. He was BSTDB’s senior purchasing manager and deputy administration manager for the initial years when the bank was being established, handling all tendering and contracting for the Bank’s institutional needs. Vassilis has also briefly worked for the United Nations Development Organization (UNIDO) in Vienna and interned at the World Bank in Washington, DC. He holds an MSc in Foreign Service from Georgetown University and a BA degree (Magna cum Laude) in History and International Relations from Brown University and was an exchange student in Sciences Po and the Sorbonne in Paris. Apart from Greek and English, he speaks Spanish fluently and easily communicates in French and Russian. He is married and has two young daughters.

Συμπληρώστε την **on line δήλωση συμμετοχής** <https://goo.gl/forms/bfXCHEUANKRxutoj1>
μέχρι τη **Δευτέρα 18 Ιουνίου 2018**.

Το Φόρουμ θα πραγματοποιηθεί στην Αγγλική γλώσσα και η συμμετοχή σ’ αυτό είναι δωρεάν,
με την προϋπόθεση της προηγούμενης δήλωσης συμμετοχής.