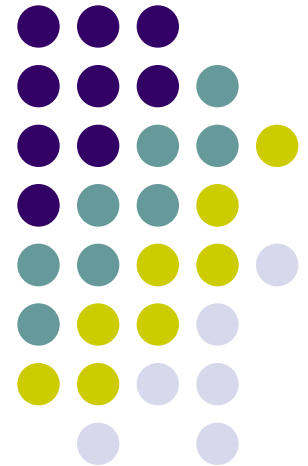




The Association of ICT Companies
of N. Greece



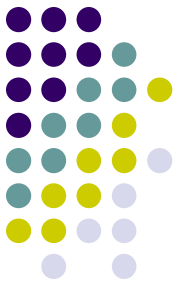
ICT Sector in Thessaloniki Area



SEPVE's background

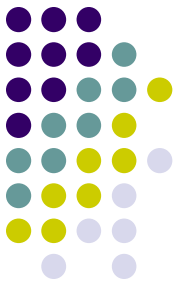


- SEPVE was founded in April 1994
- It is based in Thessaloniki.
- The Association today numbers more than 250 members. (<http://www.sepve.org.gr>)
- It is the only collective body representing the interests of the Information Technology businesses in the regions of Macedonia, Thrace and Thessaly.
- It plays a major role in assessing and promoting the needs of the Information Society in Greece and South Eastern Europe.



About us

SEPVE operates as an institutional interlocutor vis-à-vis the Greek Government, the European Commission and other bodies of influence, regarding the development of Information and Communication Technologies (ICT) in Greece

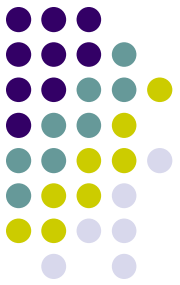


Our goals

The rise of public awareness on the importance of ICT and the transition to an Information Society for all

The development of a productive institutional framework and the coordination of investment initiatives

The representation and the promotion of the interests and views of Greek ICT Enterprises



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 Activities 1/2

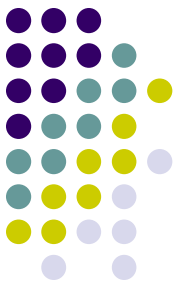
- Offering information to both existing and future members on the latest developments in the Information Technology sector, on both the national and international levels.
- Fostering the growth of Information Technology within Northern Greece
- Promoting an enhanced status for IT businesses, thus making 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

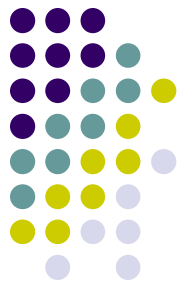
- Creating an effective communication and collaboration platform among its members, and between its members and the public sector as well as other business sectors.
- Organizing educational and information seminars, round table discussions and conferences, in order to improve the administrative and technical 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

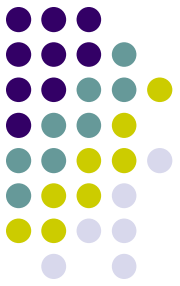


- LEONARDO-Programme – ‘ViPiA - Virtual Pre-Incubator Accelerator’ -2004
- FP6 – IST-Programme – EUROPEAN IST - 2004
- ETI / FP6 -INNOV5 Project SEE-INNOVATION - 2005
- ETI / FP6 -INNOV5 Project EASIER – 2005
- action n°: 2005/33: “Enhancing the cooperation between ICT suppliers and SMEs at regional level”

New projects:

- FP7-SME- μBGAs – 2010
- 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.
- FP7-SME- W3TV– 2011
- FP7-SME- LYNCEUS – 2011

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

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

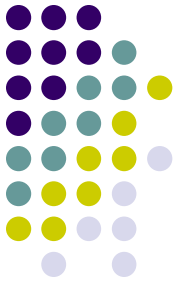


EUROQUALITY, France



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

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

ICT Market in Greece

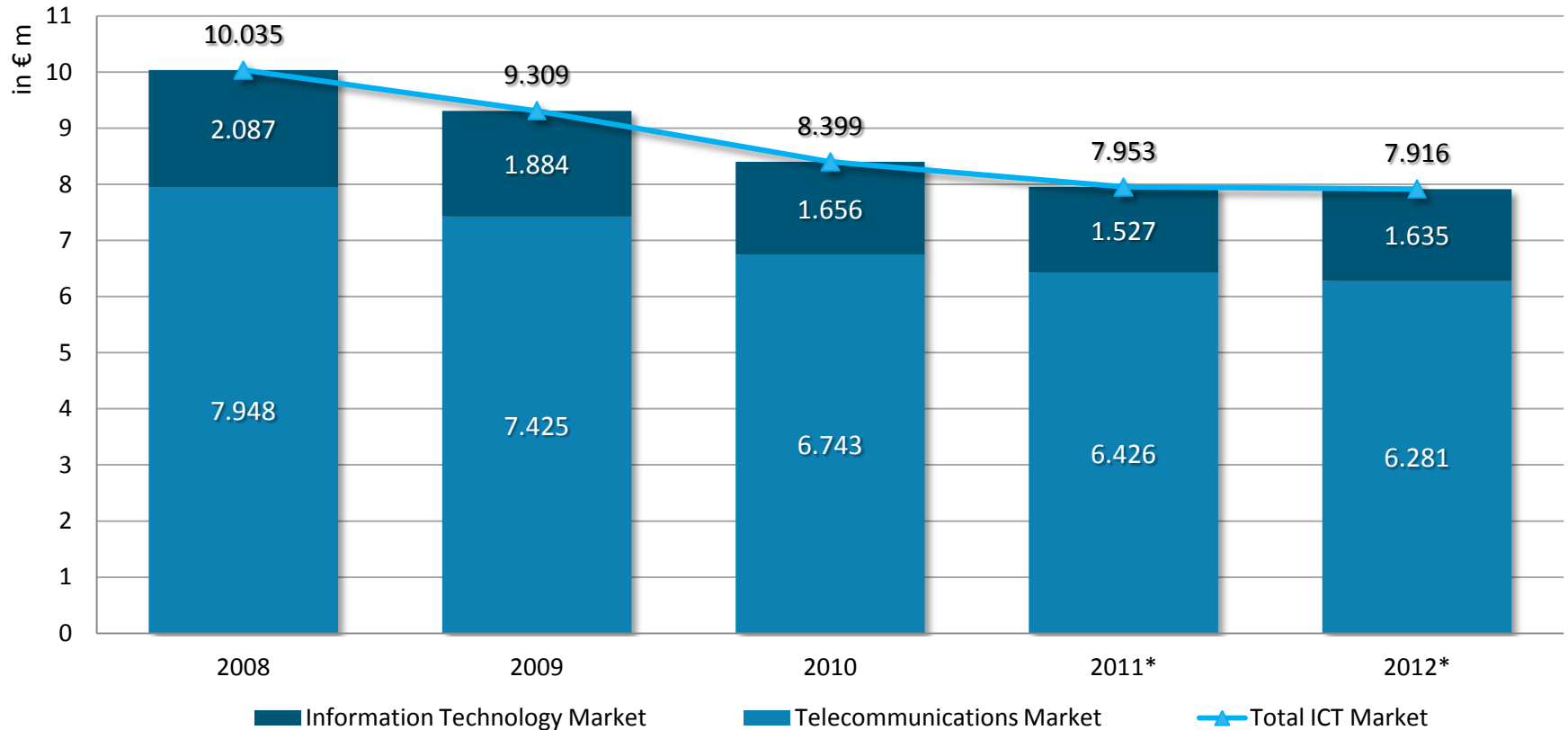




Greece, ICT market

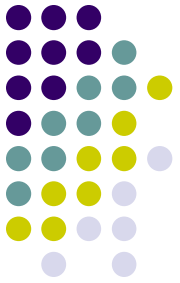
- ❖ **€8b ICT market value**
- ❖ **€18.6b ICT market turnover**
- ❖ **4,830 Enterprises in the ICT Industry**
- ❖ **ICT market is 4.3% of the Gross Domestic Product.**

Greece, ICT market value



ICT market in Greece, value € million. * Forecasts.
Source: EITO in collaboration with Idate, IDC, PAC and GfK, 2011. Analysis by SEPE

Greece, ICT market value



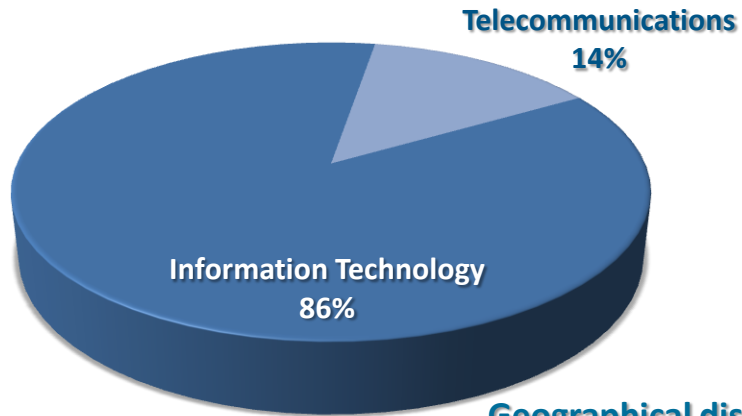
	2008	2009	2010	2011*	2012*	2008 - 2009	2009 - 2010	2010 - 2011*	2011* - 2012*
IT Equipment	1,039	864	673	544	625	-16.7%	-22.1%	-19.2%	14.9%
Software	276	271	267	272	281	-2.0%	-1.6%	1.9%	3.3%
IT Services	772	749	716	711	729	-3.0%	-4.3%	-0.7%	2.4%
Information Technology Market	2,087	1,884	1,656	1,527	1,635	-9.7%	-12.1%	-7.8%	7.0%
Telecommunication equipment	1,444	1,408	1,283	1,291	1,266	-2.5%	-8.8%	0.6%	-1.9%
Carrier Services	6,504	6,017	5,46	5,135	5,015	-7.5%	-9.3%	-5.9%	-2.3%
Telecommunications Market	7,948	7,425	6,743	6,426	6,281	-6.6%	-9.2%	-4.7%	-2.3%
Total ICT Market	10,035	9,309	8,399	7,953	7,916	-7.2%	-9.8%	-5.3%	-0.5%

ICT market in Greece, value € million. * Forecasts.
Source: EITO in collaboration with Idate, IDC, PAC and GfK, 2011. Analysis by SEPE

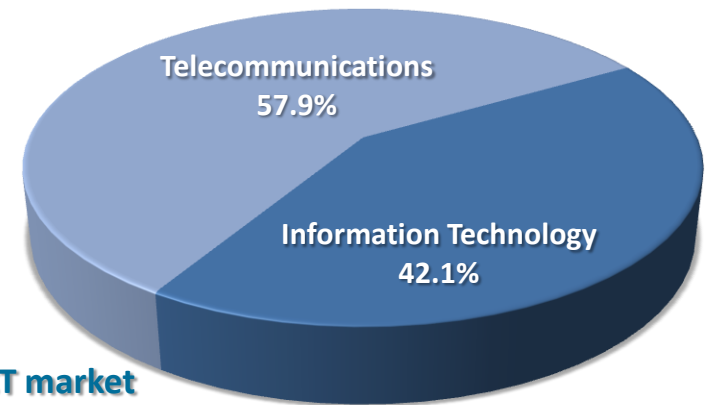
Greece, ICT market segmentation



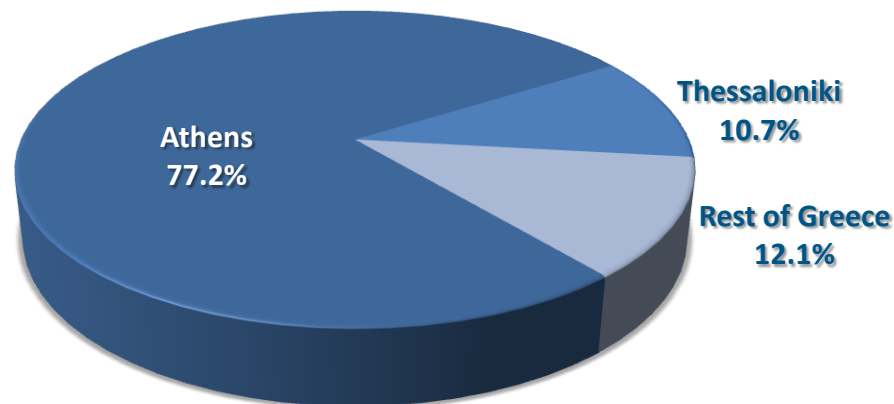
% segmentation of the ICT market companies



% segmentation turnover of the ICT market



Geographical distribution of the ICT market

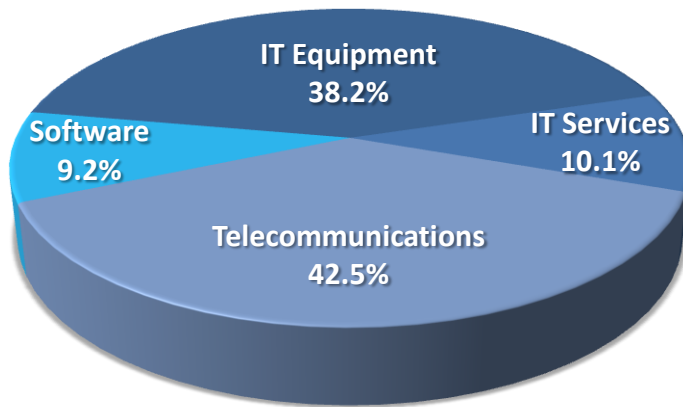


Source: Observatory for the Greek Information Society. Analysis by SEPE

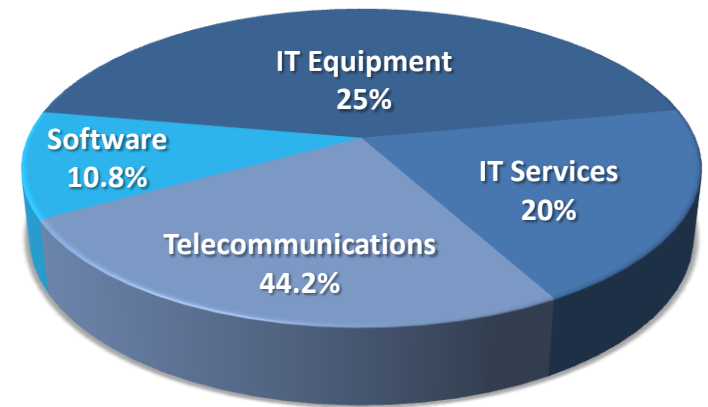
Greece, ICT market segmentation



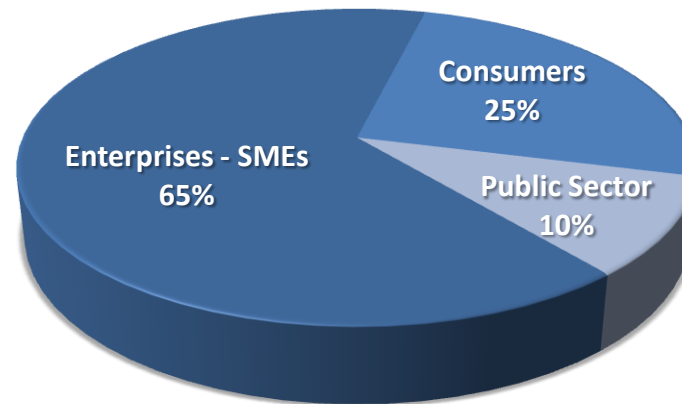
Greece



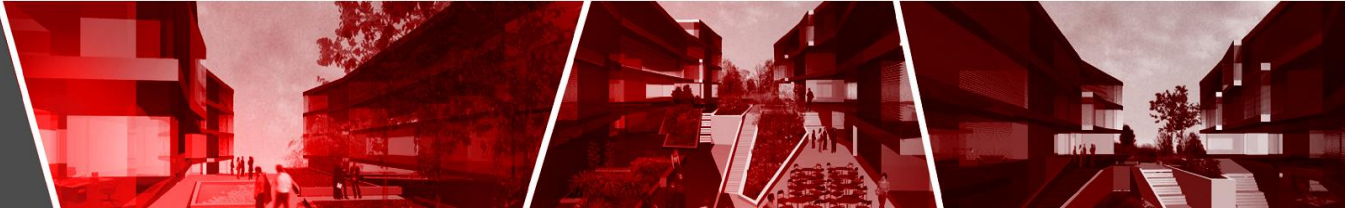
Europe



Greece - Customers



Source: Observatory for the Greek Information Society, IDC. Analysis by SEPE



 **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

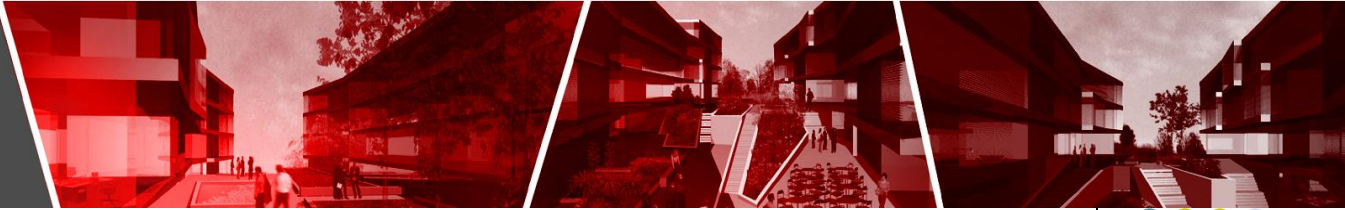


JUNE 2001

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

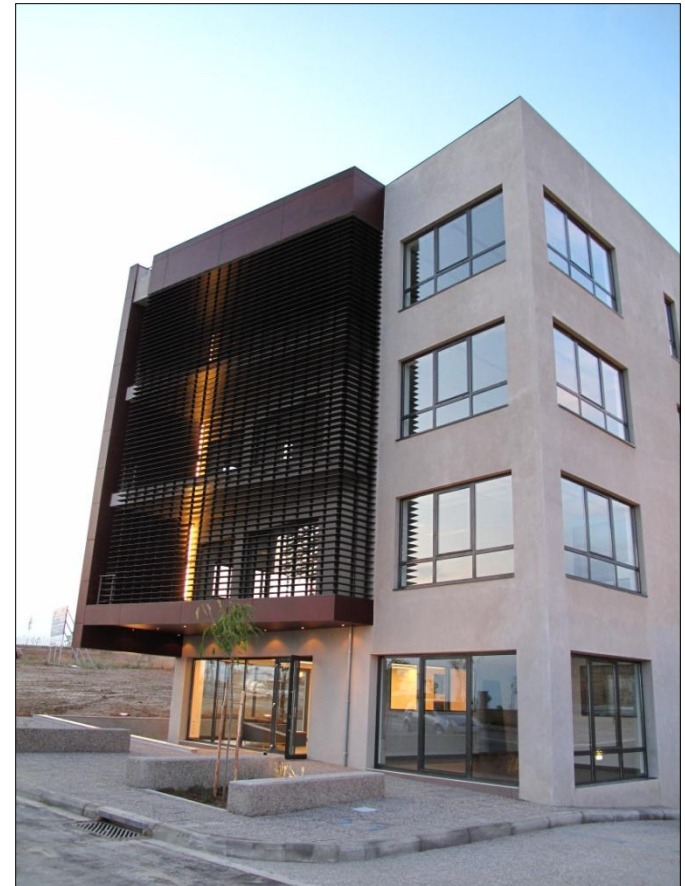
TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK



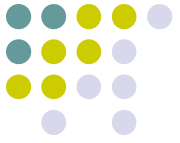
August 2009

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

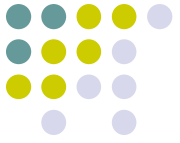


Today

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.

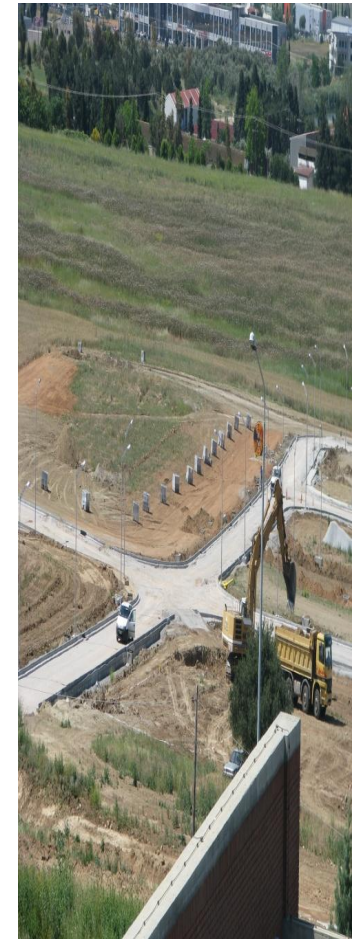


TECHNOPOLIS THESSALONIKI ICT BUSINESS PARK



Tomorrow

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





Thank you
Ευχαριστούμε πολύ

SEPVE
sepve@sepve.org.gr
<http://www.sepve.org.gr>

