



ORGANIZER



UNDER THE PATRONAGE  
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## AGENDA

### JUNE 17, FRIDAY

10:00 - 11:00	Plenary session	Hall 1
11:00 - 19:00	"Human Resource" workshop, trainer Gerard Smith	Hall 3
11:00 - 12:00	Coffee break	
12:00 - 14:00	Discussion on the problems of start-up entrepreneurs in Armenia	Hall 2
12:00 - 14:00	The cooperation of military industry and technological sector	Hall 4
14:00 - 15:00	Break	
15:00 - 16:00	The cooperation of military industry and technological sector	Hall 4
15:00 - 17:00	Regional workshop on CIS Cleantech platform	Hall 1
15:00 - 17:00	Technologies in finance sector: new generation banking system	Hall 2
16:30 - 18:00	International experience sharing	Hall 4

### JUNE 18, SATURDAY

09:30 - 16:30	«Strategic thinking» workshop, trainer Ivaylo Gueorguiev	Hall 3
10:00 - 17:00	Regional workshop on CIS Cleantech platform	Hall 1
10:00 - 12:00	E-governance	Hall 4
11:00 - 14:00	IT investment eco-system	Hall 2
14:00 - 15:00	Break	
15:00 - 17:00	Cyber security: challenges and solutions	Hall 4
15:00 - 18:00	Business support services	Hall 2
15:00 - 17:00	Big data	Hall 5

# Full agenda

## JUNE 17, FRIDAY

### PLENARY SESSION

10:00 - 11:00

Hall 1

Official opening ceremony

**Hovik Abrahamyan, the Prime Minister RA**

**Aleksandr Yesayan, President of UITE**

Moderators' speech:

**Mushegh Avetisyan, President of UYBA**

**Armen Manukyan, the founder of "Masys" LLC**

**Vahagn Tukharyan, OWASP Armenia**

**Arthur Khalatyan, AUA**

**Vakhtang Abrahamyan, Central bank of RA**

**Anahit Simonyan, Head of UNIDO operations in Armenia**

Coffee break 11:00 - 12:00

### Training

#### HUMAN RESOURCE WORKSHOP

Thematic partner: **CBI/ Centre for the promotion of imports from developing countries**

11:00 - 19:00

Hall 3

Trainer: **Gerard Smith**

### Thematic discussion 1

#### DISCUSSION ON THE PROBLEMS OF START-UP ENTREPRENEURS AND YOUNG BUSINESSMEN

Thematic partner: **UYBA**

12:00 -14:00

Hall 2

Moderator: **Mushegh Avetisyan, president of UYBA**

Speakers:

**Emil Tarasyan, Deputy minister of economy RA**

**Karen Gevorgyan, DCEO of SME Development National Center of Armenia**

**Vahe Ayvazyan, CEO at "Ayvazyan and partners"**

**Artak Ergenyan, international programs coordinator at UYBA**

**Hakob Avagyan, president of SME cooperation association**

**Mehrujan Minasyan, Founder "Storaket"**

Main topics:

- **The problems of Repatriated businessmen**
- **Armenian environment for new businesses**
- **Partnership, new business connections issues and business modernization problems**

### Thematic discussion 2

#### THE COOPERATION OF MILITARY INDUSTRY AND TECHNOLOGICAL SECTOR/ Part 1

Moderator: **Karen Vardanyan, UITE**

Speakers:

**Karen Vardanyan**

**Davit Grigoryan**

12:00 - 14:00

15:00 - 16:00

Hall 4

Coffee break **14:00 - 15:00**

### Thematic discussion 2

#### THE COOPERATION OF MILITARY INDUSTRY AND TECHNOLOGICAL SECTOR/ Part 2

**15:00 - 16:00**

Hall 4

### Thematic discussion 3

#### REGIONAL WORKSHOP ON CIS CLEANTECH PLATFORM

Thematic partner: **UNIDO Operations in Armenia**

**15:00 - 17:00**

Hall 1

- 15:00 -14:30 **Opening of the side event, welcome & agenda of the workshop**  
**Olga Memedovic**  
Chief, Europe and Central Asia Bureau, UNIDO
- 14:30 -14:45 **Presentation of GCIP Project in Armenia**  
**Frunzik Voskanyan**  
Executive Director, New Technology Education Fund
- 14:45 -15:00 **Continuation of GCIP-Armenia with the EIF and next steps**  
**Mr. Bagrat Yengibaryan**  
Director, Enterprise Incubator Foundation
- 15:00 -15:15 Q&A
- 15:15 -15:45 **Presentation of Cleantech regional platform concept and strategy**
- 15:45 -16:00 Q&A
- 16:00 -16:45 **Presentation of selected start-ups from Armenia Cleantech project**
- 16:45 -17:00 Q&A

### Thematic discussion 4

#### TECHNOLOGIES IN FINANCE SECTOR: NEW GENERATION BANKING SYSTEM

Thematic partners: **Tel-Cell, Monitis**

**15:00 -17:00**

Hall 2

Moderator: **Komitas Stepanyan**, Central Bank  
**New services of Tel-Cell**, **Ruben Saghoyan**, Tel-Cell  
**Narine Kotikyan**, Monitis  
**Fintech start up**, **Giorgi Bezhidashvili**, CEO at TMC  
**Distributed economics**, **Yesayan**, Leviathan

### Thematic discussion 5

#### INTERNATIONAL EXPERIENCE SHARING

Thematic partner: **USAID, REG project**

**16:30 - 18:00**

Hall 4

Welcome speech: **Emil Tarasyan**, Deputy Minister of Economy

- 16:30 -17:30 **Presentation of ICT industry of Balkan countries**
- 1.Thessaloniki, A Digital Hub for SEE?, **Georgios Dimitriou**, SEPVE, Greece
  - 2.MASIT as the voice of the Macedonian ICT industry, **Dona Alampioska**, MASIT, Macedonia
  - 3.IT Sector in Montenegro, an overview of the current status and development perspectives, **Aleksandar Prelevic**, ICT Cluster, Montenegro
  - 4.ICT sector in Central Serbia – Building capacities in the region, **Branimir Dzenopoljac**
  - 5.Vojvodina ICT Cluster. A successful cluster story from Serbia, **Smilja Krajinovic**, Vojvodina ICT Cluster, Serbia
- 17:30 -18:00 APC-attack case study presentation, **Alexei Yasinskii**, Starlight Media LLC

# JUNE 18, SATURDAY

## Training

### “STRATEGIC THINKING”

Thematic partner: **USAID, REG Project**

**09:30 - 16:30**

Hall 3

Trainer: **Ivaylo Gueorguiev**, ESI center for Eastern Europe

09:30 -10:00 Registration

10:00 -11:15 **Strategic thinking as a tool for achieving business success**

Strategy formulation

11:15 -11:30 Coffee break

11:30 -12:45 **Balanced Scorecard principles and applications in strategic business development**

- Financial Perspective
- Customer Perspective
- Process perspective
- Learning and Growth Perspective

12:45 -13:45 Break

13:45 -15:00 **Strategy formulation exercise**

15:00 -15:15 Coffee break

15:15 -16:30 **Importance of strategy quality and strategy execution**

**Strategy implementation roadmap**

## Thematic discussion 1

### REGIONAL WORKSHOP ON CIS CLEANTECH PLATFORM

Thematic partner: **UNIDO Operations in Armenia**

**10:00 - 17:00**

Hall 1

10:00 -11:30 Presentation of best practices from CIS partners followed with Q&A session (should be discussed with the teams ASAP to fulfill agenda)

*Russia:*

*Ukraine:*

*Belarus:*

*Kazakhstan:*

*Kyrgyzstan:*

11:30 -12:00 **Coffee break**

12:00 -12:45 **Presentation of Cleantech Accelerators and Venture Funds**

12:45 -13:00 Q&A

13:00 -14:30 **Lunch break**

14:30 -15:30 **Round table discussions on priority clusters, networking and communication of parties within the platform**

15:30 -16:15 **Partnership and cooperation modalities with academia and universities:  
Presentation of the GCIP Entrepreneurship Trainings for university students and its impact**

16:15 -16:30 **Coffee break**

16:30 -17:00 **Discussion and adoption of the final concept of the Regional Cleantech Platform**

17:00 **Wrap up and Closure**

## Thematic discussion 2

### E-GOVERNANCE

Thematic partner: **eGovArmenia Consortium**

**10:00 - 12:00**

Hall 4

Moderator: **Armen Manukyan**, Masys

Experts: **Sathenik Mnatsakanyan**, Leviathan

Participants:

**Emil Tarasyan**, Deputy minister of Economy

**Arthur Tunyan**, CEO at EKENG

Main topics:

- e-Gov solutions currently applied in Armenia
- Innovative e-Gov solutions designed and implemented in Armenia
- Potential international markets for Armenian e-Gov solutions
- Open source intelligence-based analytics in Armenia: prospects and problems.

## Thematic discussion 3

### IT INVESTMENT ECO-SYSTEMS

Thematic partners: **BSC, America bank, VOLO**

**11:00 - 14:00**

Hall 2

Moderator: **Tigran Jrbashyan**, Development director, Ameriabank

Experts:

**Artashes Vardanyan**, MIC Acceleration Program Manager

**Karen Martirosyan**, Avenue Consulting

**Vahram Martirosyan**, founder, Zangi

**Vazgen Hakobjanyan**, founder, Teamable

**Karen Arabyan**, director, Amber Capital

**Manuk Hergnyan**, managing partner, Granatus Ventures

11:00 - 11:50	<b>Session 1</b> Speakers:	<b>Current IT investment climate. Sharing survey results</b> <b>Artsvik Minasyan</b> , Minister of Economy RA <b>Samvel Gevorgyan</b> , CEO, BSC Business support center
11:50 -12:05	Break	
12:05 -12:55	<b>Session 2</b> Speakers:	<b>Creating an attractive IT environment for investments</b> <b>Vahagn Lalayan</b> , Head of Department of Investment Policy, Ministry of Economy RA <b>Armen Kocharyan</b> , CEO, VOLO <b>Matt Bartelsian</b> , development director at VOLO <b>Karen Mkrtychyan</b> , CEO, Development Foundation of Armenia
12:55 -13:10	Break	
13:10 -14:00	<b>Session 3</b> Speakers:	<b>New York investment forum</b> <b>Jakob Yahiyani</b> <b>Karen Mkrtychyan</b> , CEO, Development Foundation of Armenia

#### Thematic discussion 4

### **CYBER SECURITY: CHALLENGES AND SOLUTIONS**

Thematic partner: **OWASP Armenia**

**15:00 - 17:00**

Hall 4

Moderator: **Vahagn Tukharyan**, OWASP Armenia

Experts:

**Sathenik Mnatsakanyan**

**Karen Gasparyan**

**Samvel Martirosyan**

**Grigory Saghyan**

**Hovhannes Safaryan**

**Ruben Muradyan**

**Karen Varderesyan**

**Gor Vardanyan**

Main topics:

- Public Awareness of Cyber-security Threats
- Corporate Information Security Problems in Armenia
- Armenia Offline
- Single Sign-on in eGov Solutions
- Malware research/detection based on Machine Learning
- Open source intelligence-based analytics in Armenia: prospects and problems

#### Thematic discussion 5

### **BUSINESS SUPPORT SERVICES**

Thematic partner: **FINLEX**

**15:00 - 18:00**

Hall 2

15:00 - 15:45 **Freelancer or business**

**Artak Zopunyan**, Finlex

15:45 - 16:30 **Legally protected IT businesses**

**Violeta Zopunyan, Lilit Shakhuryan**, Finlex

16:30 - 17:00 **The main key points: organization development stages, diagnosis, crisis**

**management**, **Karen Sargsyan**, development adviser/HRM trainer, SED Systems

17:00 - 17:30 **Web security technics**, **Samuel Ayzvazyan**, Freedom Development

#### Thematic discussion 6

### **BIG DATA**

**15:00 - 17:00**

Hall 5

Moderator: **Ruben Meschian**, Cambridge Semantics

Experts:

**Arthur Khalatyan**, AUA

**Habet Madoyan**, DataMotus

**Matt Bartelsian**, VOLO

**Thomas Mazejian**, CIO at Vivacell MTS

**Mikayel Vardanyan**, PicsArt

**Martin Galstyan**, CBA

**Artak Melkonyan**, UNDP