

Seminar | Tuesday, April 16, 2024

Hellenic Armed Forces Officers' Club (LAED)



Doing Business with the U.S. Defense Sector

Learn how to Explore and Strengthen Partnerships
and Collaborations

creative CODE



Alexandros Costopoulos
Secretary General
AMERICAN-HELLENIC
CHAMBER OF COMMERCE

Alexandros Costopoulos is a communications strategist, renowned speaker and seasoned contributor to leading international and Greek media on communications, credibility, soft skills and U.S. relations.

Founder and CEO of FORESIGHT, Alex has collaborated with distinguished individuals and prominent organizations from the political, academic and business spheres in the United States, Greece and the broader southeast European region, providing critical insight and developing bespoke results driven strategies and tactics related to public affairs, reputation management, public diplomacy, civil society engagement and American affairs.

He is the Secretary General, an elected member of the Executive Committee and the Board of Directors of the American-Hellenic Chamber of Commerce, Director for Greece of American Citizens Abroad and Co-Founder of the Institute for Regional Dialogue and Strategy.

He has written various social and political opinion editorials for top newspapers and magazines in Greece and has spoken extensively on the importance of cooperation and smart power, while he published two books, "Bridges of Cooperation-Marshall Plan and Greece" in 2008 and "Bridges of Liberty- American Philhellenism in the 18th and 19th Centuries" in 2009.

In December 2011 he founded RepowerGreece, an international grassroots public diplomacy initiative that seeks to empower a new way of thinking in facing emerging challenges and redefine Greece by investing in a renewed entrepreneurship and talent based movement.

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Col. Ioannis Oikonomidis
Head of 6th Dept.
(Supplies and Material
Utilization)
HMoND/GDDIA

Colonel (HA) Ioannis Oikonomidis, Head of the Personal Office at Alternate General Director of the HMoND /GDDIA Head of the 6th Dep. at the GDDIA /DPPC (Hellenic Republic Ministry of National Defence /General Directorate for Defense Investments and Armaments/Directorate of Defense Programs and Principal Contracts.

HMoND/GDDIA mission is the planning and implementation of decisions on matters of Defense Programs and Contracts Procurement of major or other material Armament Programs, Contracts Offset (offsets), Quality Assurance and Defense Investment & Technological Research. The 6th Dep. coordinates Joint Procurements and is contracting for utilization of Defense Articles'.

Education

2016: MBA, Masters' in Business Administration

2014: MA, International and European Studies

2012: Certificate of Security Assistance Management (DISAM-International Course) 2010: Commanding and Staff College

1996: Hellenic Military Academy (Supply & Transportation Officer)

Assignments of the last 5 years

Apr 2022 – Present: Personal Office Head of the Alternate General Director of the HMoND /GDDIA

July 2020 – Present: GDDIA/DPPC/6th Department Head

July 2018-July 2020: HNDGS/C' Branch (Joint Logistics Support, Communications-IT), Coordinator of Staff

Also served in: EUFOR/MNTF-N/G4. Operation ALTHEA / Head Negotiator of EL for EDIRPA EU Regulation, technical Level Negotiations Deputy Director (Supply and Transportation Directorate) in Division Formation level Commander duties on every rank, up to Regiment Formation level He has been awarded with all the decorations, commendations and medals pertinent to his rank and duties.

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Robert Tomaiuolo
Senior Program /Project
Manager/
Expert in Complex
International Projects

- Senior Program/ Project Manager
- Expert in Complex International Projects
- Project Management and Contracting Advisor and Teacher

Robert Tomaiuolo is an acquisition and management expert with international experience across multiple countries and sectors. He has successfully acquired and managed several contracts and programs worth hundreds of millions of Euros for various clients, including the US Department of Defense (DoD), US Department of State, NATO, Italian Ministry of Defense, and other agencies. My expertise lies in program/project management, International negotiations, government liaison, multinational teams, contract acquisition, bidding, and compliance.

Education and Certifications

- Bachelor's and master's degrees in civil engineering
- Specialization degree in airport infrastructures
- MBA
- PMP® certification
- Six Sigma Green Belt certification

Background

- Retired Italian Air Force Major
- Former Mediterranean Chapter President of the Association of the United States Army (AUSA) for nearly 10 years
- Enthusiast of philosophy, history, computer science, and new technologies

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Scott Miller
CEO
KAIROI LLC

Scott Miller retired from the Army in 2018 after serving as the Army Attaché at the US Embassy, Athens Greece and established KAIROI LLC.

KAIROI provides business consulting services seeking to strengthen strategic relationships by identifying and promoting practical and economically prosperous two-way ties between the US and its Allies and Partners. Specifically, KAIROI works with and advises US companies seeking to do business in the regions of southern Europe, the Middle East and in North Africa, and with foreign companies from these regions seeking to do business in the US. KAIROI is primarily focused in the areas of Defense and Technology and works with both large and small companies.

Scott previously served as a career Army Officer working at both the national and international levels in policy, international relations, strategic planning and defense cooperation with extensive US interagency expertise. He has lived and worked overseas for more than 19 years and is experienced in management, business development, marketing, and strategic planning and has served and led multiple organizations spanning both government and private sectors.

Scott Miller received a Masters of International Public Policy from Johns Hopkins University School of Advanced International Studies (SAIS) in Washington DC, a Masters in Strategy from the National Defense University in Washington, DC and a B.S. in Biology from Norwich University in Northfield, VT where he also received his Officer commission.

A Ranger, an Army Helicopter and Airplane Pilot and a European Foreign Area Officer, with diverse experiences in Infantry, Aviation and Special Operations and service at the Pentagon, in Korea, Greece, Cyprus and Bosnia and a combat tour in Desert Storm. Scott is a lifetime member of the Association of the United States Army, National Eagle Scout Association and a former member of the Board of Directors for the Athens Chapter of AUSA. He and his family lives in Athens, attends Church locally and coaches youth rugby.

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**Anthony "Oyster"
Garner**
U.S. Navy Commander (ret)
Founder and CEO
GFG LLC

Founder and CEO of Garner Family Global (GFG) LLC, a consultancy focused on military, diplomatic, and national security industries. GFG provides partners with extensive expertise in leadership, foreign military sales, institutional capacity building, project management, risk mitigation, and strategic operational planning.

Prior to starting GFG he served in the U.S. Navy for over 21 years as a Naval Flight Officer and Foreign Area Officer, holding key positions such as Special Operations Branch Chief at U.S. European Command (EUCOM) in Stuttgart, Germany, and Deputy Chief at the Office of Defense Cooperation in Athens, Greece.

In these pivotal roles, he managed 140 Foreign Military Sales (FMS) cases valued at \$10 billion. Notable achievements include orchestrating Greece's recent acquisition of the MH-60R helicopter and modernizing Greece's National Surveillance System (NSS) into Europe's most advanced Maritime Domain Awareness (MDA) capability.

During his tenure at EUCOM, he advised multiple U.S. ambassadors and their executive teams on security threats, crisis action planning, and risk mitigation across U.S. government, nongovernmental, and foreign partner agencies.

He currently lives in Athens Greece and coaches youth rugby. A lifetime member of the Tailhook Association, Oyster has over 2000 hours in multiple aircraft, including the EA-6B, F/A-18F, and EA-18G, and over 400 carrier arrested landings. His awards include the Defense Meritorious Service Medal, Air Medal, Navy/Marine Corps Achievement Medal (2 awards), and various service awards and ribbons.

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Dimitrios Arkoumanis
Army FMS Specialist
ODC-Greece

Col (Ret) Dimitrios Arkoumanis since summer 2010, is the Army Foreign military Sales Specialist for the Office of Defense Cooperation at U.S. Embassy Athens, Greece. He oversees \$2.2 billion in Foreign Military Sales activities and promotes armaments cooperation, in the last 13 years he worked the grant transfer to Greece of 1200ea M1117 Armored Security Vehicles ~\$1Billion value, 70ea OH-58D Kiowa Warrior Helicopters and Support over \$500M value and ~500 M113 APCs ~\$150M value, in addition to bilateral, multilateral, and NATO operational and training priorities.

Prior to his retirement from the Hellenic Army and join the ODC, Col Arkoumanis was serving at GDDIA (2004-2010) monitoring \$1.6 billion DCS and FMS Army Aviation defense contracts (including the procurement of 12 AH-64D Apache and 20 NH-90 Helicopters DCS, and 9ea CH-47D Chinook FMS)

Dimitrios Arkoumanis served for 27 years in the Hellenic Army, he graduated the Hellenic Army Evelpidon' Military Academy in 1987 and received his commission, as 2nd Lieutenant in the Infantry, in 1992 as a 1st Lieutenant he was selected to join the Army Aviation.

From 1992 to 2004 he served as a Helicopter and Fixed-wing pilot in Army Aviation Units and as a Staff Officer in the Supreme Military Command of Interior & Islands (ASDEN) and in the Hellenic Forces in Cyprus.

Major Awards and Decorations

Brigadier of the Order of the Phoenix (2012) / Golden Cross of the Order the Phoenix (2002) / Golden Cross of the Order of Honor (2007)

Military Merit Medal, Third Class and Second Class (2001,2003) / Commendation of Service to Staff, Second Class (2005) / Commendation of Service to Cyprus (2004)

Other Achievements

US Embassy Athens, Local Employee of the Year (2013, 2022) / USAF SOCOM CG Letter of Appreciation (2013) / US Embassy Athens, Mission Honor Award (2015, 2020, 2021, 2023) / US Embassy Athens, Eagle Award (2017, 2019) / US Embassy Athens, Certificate of Appreciation (2016)

Education

1983-1987 Evelpidon' Military Academy / 1988 Hellenic Army Infantry School Lieutenant Carrier Course / 1993 Helicopter Initial Pilot Training Course / 1994 Fixed Wing Pilot Training Course / 1995 United Nations' Military Observers course / 1997 Air Tactics Center/Fighter Weapons School / 1999 Hellenic Army Infantry School Captain Carrier Course / 2006 Staff and Command College / 2009 DISAM Intl Customer Security Cooperation Management course / 2013 DISAM Security Cooperation Management Local Employed Staff Orientation Course / 2016 DISAM Security Cooperation Management FMS Case Management Course / 2017 DISCS Security Cooperation Management International Finance & Logistics Course / 2019 DISCS Security Cooperation Management Advanced Local Employed Staff Course