

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

10.00 – 10.30	<b>REGISTRATION – WELCOME COFFEE</b>
10.30 – 10.45	<b>WELCOMING REMARKS</b> <b>Alexandros Costopoulos</b> Secretary General, American-Hellenic Chamber of Commerce <b>Colonel (HA) Ioannis Oikonomidis</b> Head of the 6th Department/Defense Programs and Principal Contracts (DPPC) Head of GDDIA Alternate Director Personal Office, General Directorate for Defense Investments and Armaments (GDDIA), Ministry of National Defense
10.45 – 12.00	<b>INTRODUCTION TO U.S. GOVERNMENT PROCUREMENT SYSTEM REGISTERING YOUR COMPANY - FINDING OPPORTUNITIES</b> <b>Roberto Tomaiuolo</b> Senior Program/Project Manager   Expert in Complex International Projects Project Management and Contracting Advisor and Teacher AUSA former President of the Mediterranean Chapter
12.00 – 12.15	<b>COFFEE BREAK</b>
12.15 – 13.15	<b>A PERSPECTIVE ON THE US GREECE BUSINESS RELATIONSHIP - TRANSFORMING STATUS QUO INTO OPPORTUNITIES WITH Q &amp; A</b> <b>Scott Miller</b> CEO, Kairoi LLC <b>Anthony Garner</b> CEO, Garner Family Global LLC
13.15 – 13.45	<b>INTRODUCTION TO USG SYSTEM FOR AWARD MANAGEMENT (SAM) AND BE ABLE TO DEAL WITH USC</b> <i>(ex. support to US Army Forces in Greece)</i> <b>Dimitrios Arkoumanis</b> Army FMS Specialis, Office of Defense Cooperation (ODC) U.S. Embassy Greece
13.45 – 14.45	<b>BUFFET LUNCH</b>
14.45 – 17.00	<b>PREPARING AND SUBMITTING OFFERS   COMPLIANCE ISSUES CONTRACT ISSUES</b> <b>Roberto Tomaiuolo</b> Senior Program/Project Manager   Expert in Complex International Projects Project Management and Contracting Advisor and Teacher AUSA former President of the Mediterranean Chapter
	<b>CONCLUSIONS - END OF SEMINAR</b>