



SUPPORTED BY
GENERAL DIRECTORATE FOR DEFENCE
INVESTMENTS & ARMAMENTS (GDDIA)

ENTERPRISE
GREECE



ORGANIZER

AMERICAN-HELLENIC
CHAMBER OF COMMERCE

09:00 – 09:30	REGISTRATION – WELCOME COFFEE
09.30 – 10.00	WELCOMING REMARKS John D. Saracakis President, American - Hellenic Chamber of Commerce Ioannis Bouras Director General, General Directorate for Defense Investments & Armaments, Ministry of National Defence Warren D. Soeldner President, Hellenic Chapter, AUSA
10:00 – 11:30	INTRODUCTION TO THE U.S. GOVERNMENT PROCUREMENT SYSTEM Eric Lien, President Emeritus, Association of the United States Army, European Region, Subject Matter Expert (SME), U.S. Federal Contracting • Prime Contractors • Registering your Company • Finding Opportunities • Preparing & Submitting Offers
11:30 – 11:45	COFFEE BREAK
11:45 – 12:15	QUIZ
12:15 – 13:15	MANAGING THE PROCESSES • Compliance Issues • Contract Issues • Invoicing • Legal Handling • Review & Wrap Up • Conclusion
13:15 – 14:15	BUFFET LUNCH
14:15 – 16:15	DOD/DOW APPROACHES FOR GREEK PRIMES • Practical Approaches for Greek Companies to Acquire Prime Contracts with DOD/DOW • Practical Approaches for Greek Companies to Acquire Business with DOD/DOW but not as Prime Contractors • Additional Practical Approaches for Greek Companies to Acquire Business with DOD/DOW • Practical Approaches for Greek Companies to Acquire Business with DOD/DOW with new technology
16:15 – 16:30	CLOSING REMARKS CERTIFICATE DISTRIBUTION