

FLAT WORLD FORUM



CeBIT | 2.3. – 5.3. 2010 | Hall 6 | Stand C08

TUESDAY, 02.03.2010

13:00 IRRESISTIBLE INDIA

Support for Indian companies in Germany
 › Wolfgang Hoeltgen, German-Indian Business Center

Best Practice: How to manage business with German and European companies
 › Preet Chandhoke, 01 Synergy

Software Law in Germany: Law and Practice
 › Oliver Sascha Hartmann, Attorney, Law- InDe®

15:00 - 16:30

Company Presentations
 Partnerships and Relationships -
 The next wave in Offshoring:
 › Harshvir Singh, Drish Infotech
 The truth is in the source code
 › Dr. Andreas Kotulla, Acellere

Leveraging Unique Global Services from India:
 › Mukund Krishna, Suyati Technologies

WEDNESDAY, 03.03.2010

10:30 OFFSHORING AND NEARSHORING

10:30 - 11:00
 Get ahead of competition with IT outsourcing
 › Laszlo Klucs, CBI external expert for IT outsourcing

11:00 - 11:30
 Nearshore – Smarter Software Development Outsourcing
 › Steen Westh Nielsen, CEO, CN Group, Czech Republic

11:30 - 12:00
 In 5 steps and 5 weeks to your own Nearshore team – practical examples from the Danish Nearshore Market leader
 › Andreas Ganswindt, Ciklum

13:00 EGYPT

Egypt on its way to world markets: Panel and Presentations by Egyptian and International companies

THURSDAY, 04.03.2010

10:30 NEW MARKETS FOR SME

10:30 - 11:30
 Panel: Support for SME on international markets
 › Andreas Luttmann, Deutsche Messe
 › Boyko Doytchinov, SIPPO
 › Maggie Choo, Alibaba.com
 › Cora Ziegenbalg, Future Match CeBIT

11:30 - 12:00
 Beat the competition with IT outsourcing
 › Laszlo Klucs, CBI external expert for IT outsourcing

12:00 EUROPE AT ITS BEST

12:00 - 14:00
 Nearshoring to Czech Republic: Czech ICT Sector
 › Jan Fried, Investment Development Manager, CzechInvest - Investment and Business Development Agency

I Finding a partner in the Czech Republic
 II Financial support program ICT and BSS
 › Eliska Pazdziorova, Sourcing department, CzechInvest - Investment and Business Development Agency

Czech Outsourcing: CN´s 13 succesful years
 › Steen Westh Nielsen, CEO, CN Group

Cooperation possibilities with the Czech ICT industry
 › Michal Zalesak, Director, Technology Platform for IT Services

Solution to Permanent Storage Archiving
 › Heda Polívková, CEO, Northern Star spol. s r.o.

4 case studies: Major Czech exhibitors at CeBIT & their unique products and services

14:00 - 15:00
 Outsourcing to Mazedonia: MASIT ICT Chamber of Commerce

Speed Presentations of 8 Macedonian companies
 › AXELTRA, ARTHAUS, BRANSYS, EIN-SOF, INFINITE SOLUTIONS, NEOCOM, PEXIM, SEAVUS

15:00 - 15:30
 Ukraine: How to benefit from the hidden Nearshore - Champion
 › Andreas Ganswindt, Ciklum

15:30 - 16:00
 Catalonia: Your partner for IC Technologies
 › Claudia Jehle, Area Director Invest in Catalonia

FRIDAY, 05.03.2010

10:00 NEXT STOP BRAZIL!
 Greeting by Dr. Andreas Gruchow, member of the board of Deutsche Messe
 › BITS - Business IT South America

Presentations of Brazilian companies:
 › APEX (tbc)
 › Softex/Softsul (tbc)

UNACORP: Your „right shore“ IT provider
 › MSc Eduardo Radziuk, Executive Director, UNACORP

Stefanini Company Presentation
 › Leonardo Bruno Melo, Stefanini

In a flat world, you need a round strategy. Why Curitiba, Brazil, is a sound choice
 › Curitiba Offshore

Procempa: A Brazilian E-gov Company
 › Eberli Cabistani Riella, Procempa

13:00 OFFSHORING WITHOUT BOUNDARIES

13:00 - 13:30
 Competing successfully with IT outsourcing in a flat world
 › Laszlo Klucs, CBI external expert for IT outsourcing

13:30 - 14:30
 Outsourcing to Vietnam:
 VINASA Vietnam Software Association
 Speed Presentations of 5 Vietnamese companies
 › The North Ltd., VDC Vietnam Data Communication Company, TVO Tinhvan Outsourcing, PROTOCOL Software, MINH PHUC

14:30 NEXT STOP TURKEY
 Greeting by Deutsche Messe with presentation of CeBIT Bilişim
 Presentation of Turkish companies