English Edition 2003



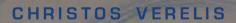
DORA BAKOGIANNI

The New Face of Athens will be Technology-Enabled



GEORGE A. PAPANDREOU

e-Democracy for the EU: vote for the EU YOU want!

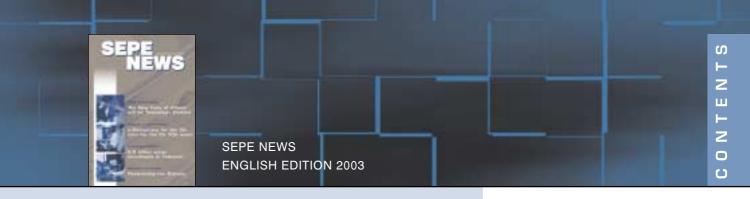


6.8 billion euros investment in Telecoms



ANDREAS LOVERDOS

Restructing the Balkans



Editorial Yiannis Sirros, General Manager SEPE	2
Profile SEPE ID	4
Reports	
Greece in Brief	6
Small steps towards the recovery of the European ICT market	8
Viewpoints	
ICT growth must be accelerated Nikos Christodoulakis, Minister of Economy & Finance, Greece	12
Citizen Centres: the foundation for Electronic Administration Stavros Benos, Deputy Minister of Interior and PublicAdministration, Greece	14
Immediate Implementation of eGovernment Panagiotis Georgiadis, General Secretary for eGovernment, Ministry of Interior and Public Administration, Greece	16
The new face of Athens will be technology-enabled Dora Bakogianni, Mayoress of Athens, Greece	17
Restructing the Balkans Andreas Loverdos, Deputy Minister of Foreign Affairs, Greece	18
IT projects worth 277m euros for the Olympic Games Dimitris Beis, General Manager of IT Department Athens 2004, Greece_	20
6.8 billion euros investments in telecoms Christos Verelis, Minister of Transport and Communications, Greece	22
The european year of people with disabilities Anna Diamantopoulou, EU Commissioner, Greece Yiannis Vardakastanis, President of the EDF, Greece	23
e-Inclusion An information society for all	24
e-Democracy	
Vote for the EU YOY Want! George A. Papandreou, Minister of Foreign Affairs, Greece	26
The congress WCIT 2004. The future is now!	28
ISIS The ISIS project	31
Acropolis Technology Park	32
SEPE Members	33



English edition 2003 of the Federation of Hellenic Information Technology & Communications Enterprises

EDITOR

Ioannis Tsiadis, Special Secretary of the B.O.D. of SEPE

EDITOR IN CHIEF

Yiannis Sirros, General Manager, SEPE

DESIGNED BY

Win Communications SA

ADVERTISING SERVICES

Sofia Kanavou, Christina Troumpetari

PUBLISHER

SEPE

23 Lagoumitzi st., GR - 176 71

Athens, Greece

Tel.: +30 210 9249 540-1

Fax: +30 210 9249 542 e-mail: info@sepe.gr

http://www.sepe.gr

All rights reserved. No part of the contents of this issue may be reproduced or transmitted in any form or by any means without the written permission of the publisher.

SEPE NEWS English Edition has made every effort to ensure the accuracy of the information contained in this issue. The writers' opinions stated in their viewpoint do not necessarily reflect the publisher opinions.







Exciting opportunities to come in the near future



he Greek ICT market has experienced many years of double-digit growth, a slowdown in the last 18 months and once again now is back on course for growth in the years to come. The economic background of the country contributes to that: the 3rd Community Support Framework funding and the Information Society Programme, the Athens Olympic Games, the deregulation of the Telecoms sector, the established cooperation engagements with the Balkans and South – Eastern Europe, all play an important role in re-igniting sustained growth in the ICT sector.

Today, the Federation of Hellenic Information Technology & Communications Enterprises (SEPE) has a membership of over 450 ICT companies of all sizes, specialisations and expertise. Many of these companies have an international presence either by themselves or though successful partnerships with ICT companies abroad. And this is one of SEPE's main objectives: to encourage such partnerships, to create the suitable environment for Greek companies to establish international cooperation and to promote such successful engagements as best practices that will encourage other companies to follow suit.

In this annual international edition of SEPE News you will get an all-round presentation of the Greek ICT sector in the words of leading figures of the country. You will read viewpoints for the current situation and the exciting opportunities to come in the near future. You will understand what the main areas of ICT investment will be in the future and how Greece is preparing itself for the successful transition to an Information Society for all.

ICT is one of the more vibrant sectors of the Greek economy contributing significantly to the country's GDP and employing over 50,000 people. The Greek ICT companies are eager to extend their reach outside the country and engage in successful partnerships and technology know-how transfer from and to Greece. And SEPE is committed in assisting them in finding the right partners and create the right business opportunities that will further boost the anticipated growth.

Yiannis Sirros General Manager, SEPE

he Federation of Hellenic Information Technology and Communications Enterprises (SEPE) is a non-profit organisation, established in March 1995. The members of SEPE are Software Developers, Hardware Manufacturers, Hardware and Software Distributors, Telecommunication Companies, System Integrators, Local Subsidiaries of IT and Communication multinational companies and/ or Consultants.

Over 450 companies are currently members of SEPE and collectively hold more than 95% of the country's turnover in the Information Technology and Telecommunication Industry.

The main objectives of SEPE are to promote Information Technology and Telecommunications in Greece and to enlarge the IT and Telecommunication Industry's market. SEPE also represents the interests of the Greek IT Enterprises vis-à-vis the Greek Government, the European Commission, the World IT and Services Alliance (WITSA), the European Information, Communication and Consumer Electronics Technology **Industry Association** (EICTA), the International Telecommunication Union (ITU) and other bodies of influence.



SEPE's IMPERATIVES

SEPE is an advisor to many national and international bodies, including Government, the Academic and

Research Communities, Business Bodies and Fora. Utilising this role, SEPE is currently lobbying for:

The rise of the public awareness on the importance of ICT and the transition of our

society to an information society for

- The modernisation of Public Administration with the use of Information Technology
- The development of a high - speed telecommunication network to address and assist the current Communication Infrastructure
- The design and implementation of programs aimed at

addressing the needs of Small and Medium Enterprises (SMEs) and improving their competitiveness in the market

- >> The engagement of Information Technology into all levels of the Educational System and the evolution of computing literacy and technology expertise
- >> The cooperation between the ICT market and the educational system in order to coordinate the design of the study curricula according to the market needs.

Furthermore, SEPE considers joint ventures of Greek companies with international ones to be a key contributor in promoting its members' interests and enlarging the industry's market. To this end, SEPE is encouraging and supporting collaboration of Greek enterprises with others in the Balkans and Mediterranean region (e.g. Bulgaria, Cyprus, FYROM, Romania and Turkey) via fairs, business projects and export promotion programs.

COMMITTEES

SEPE has nine committees, which compose the Federations positions



Over 450
companies are
currently members
of SEPE and
collectively hold
more than 95%
of the country's
turnover in the Information Technology
and Telecommunication Industry

4 SEPE NEWS



and operate as consulting instruments to the Board of Directors. These Committees are the following:

Information Society

Processes matters concerning the Operational Program for the Information Society within the framework of the 3rd Community Support Framework, as well the important Information Technology projects.

Telecommunications

Is responsible for matters of the Telecommunications market (statutory frame, market development, deregulation etc).

Human Resources

Is responsible for proposing guidelines for professions in the ICT sector, including training, education and employment practices.

eBusiness

Is responsible for matters concerning the development of Electronic Commerce, especially in the Business-to-Business (B2B) and Business-to-Consumer (B2C) sectors.

Digital Content

Is responsible for proposing guidelines for digital content and focuses on matters such as multimedia development, digital communication, etc.



SEPE

is the official

host of

the World Congres

Research and Development

Processes issues on research and technological development in an International and national level, while at the same time supervising the programs – projects in which SEPE participates.

Security

Is responsible for proposing guidelines for IT systems security and infrastructure security issues, aiming at building maximum level of securities into deployed IT systems.

International Relations

Handles the Federations international relations issues –bipartite, local, participation in various initiatives and forums. Furthermore, it operates auxiliary to the exporting activities of the IT sector.

SEPE 's Development

Is responsible for the Federations economical, geographical (within Greece) development, as well as the expansion of its relations with other non-governmental institutions.



ENGLISH EDITION 2003 5

Greece in Brief Information Society and Telecommunications

he information society policy aims at the equal participation of all in the digital era, the access of all regions to the "global village", the abolishment of discriminations between those who have digital access and those who have not.

TECHNOLOGY AND INFORMATION

With the aim of promoting the information society in a coherent and integrated manner, a separate Operational Programme for the Information Society (OPIS) is proposed in the framework of the present Community Support Framework (2000-2006). This is an innovative horizontal programme, cutting across gov-

ernment departments, which aims at implementing the White Paper of the Greek government entitled "Greece in the Information Society" (February 1999), while also following through the implementation of the Lisbon strategy and Electronic Europe (E-Europe 2002 and 2005).

TELECOMMUNICATIONS

In the new international stage, where telecommunications play a vital role, the Greek Ministry of Transport and Communications with the support of the Ministry of National Economy has undertaken an ambitious and multifar-

ious programme, financed to a great extent by the European Union.

The programme is aiming at the upgrading of the infrastructure and the improvement of the offerred services. It places emphasis on the remote areas/communities, as well as at the development of new technologies and services. The telecommunications sector in Greece is being gradually liberalised. The main aim of the new policy is the creation of

the conditions to support new activities in the telecommunications market and the promotion of healthy competition in the areas of fixed and wireless telephony.

This process clears the way for the entry of private Greece and the top ten telecommunications organisations in Europe. It has numerous subsidiaries (COS-MOTE, OTEnet) with impressive performance and it participates in the international (global and regional) satellite telecommunications organisations and operational systems such as Intelsat, Inmarsat, Eutelsat and New Skies. OTE extends its activities beyond the Greek frontiers into South-Eastern European markets and the Middle East. Its foreign investment portfolio includes capital investments in other Telecommunication networks (Albania, Armenia, Jordan, Romania, Serbia, Ukraine, Yemen, Bulgaria, Georgia, Lithuania). Finally, mobile telephony is undoubtedly very popular in Greece. In a country with a population of roughly 11 million people, there are about

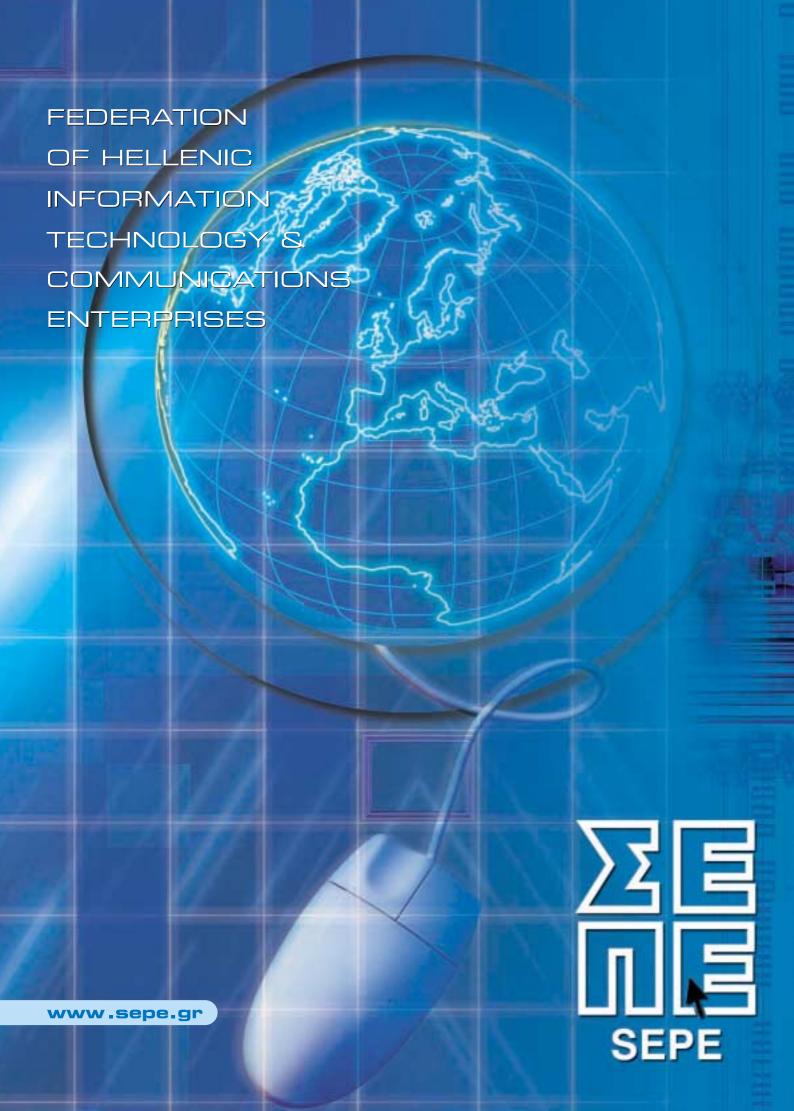
The Hellenic
Telecommunications
Organisation (OTE)
ranks amongst the
top groups
of companies
in Greece and
the top ten
telecommunications
organisations
in Europe

providers into telecommunication services, while allowing other state-owned enterprises to offer similar services. As a result of the new policy, as of January 1st 2001, the Hellenic Telecommunications Organisation (OTE) was deprived of its general natural monopoly for all telecommunication services.

The Hellenic Telecommunications Organisation (OTE) ranks amongst the top groups of companies in 5.6 million cellular telephone customers being served by the three largest cell phone providers in Greece: Vodafone, Telestet and Cosmote.

Reprinted from http://www.eu2003.gr – the web site for the Greek EU Presidency

6 SEPE NEWS



Small Steps Towards the Recovery

ales of the European companies in the Information Communication Technology (ICT) sector are expected to be slightly higher in 2003 according to the recent estimates of the European Information Technology Observatory (EITO).

More specifically, and according to EITO figures released in early March, it is expected that the total GDP for the Western European countries will not exceed 1.9% in 2003 and 2.7% in 2004. Taking these figures into account, investments in the ICT sector will be rather conservative. The Hardware market is expected to be more directly influenced by this negative climate, while companies that operate in the Software and Services market are expected to experience a moderate growth, especially in the sectors of middleware, outsourcing, and application management.

The total value of the ICT sector in Western Europe was € 592 billion in 2002 which is equivalent to 6.7% of the respective GDP. The IT market, which consists of office equipment, data processing systems, software and services, was estimated at € 294 billion, while the Telecommunications market was approximately € 298 billion.

Growth in the Telecommunications market was counterbalanced by a decline in the IT market expenditure. 2002 was one of the worst years for the European IT market and the shrinkage of the market was mainly due to the significant decline of the hardware (particularly) server market

ICT market in Western Europe in 2002 (bn euros)	2002 value	%ICT
Computer Hardware	82	13,8
End user telecommunications equipment	25	4,3
Office equipment	10	1,6
Network equipment	42	7
Total ICT equipment	158	26,7
Software	63	10,7
Services	122	20,7
Telecommunications Services	248	41,9
Total ICT	592	100

Global market ICT (bn euros)	2002 value	2001 %	2002 %	2003 %
Europe	632	29,5	29,4	28,9
USA	701	33,8	32,5	31,5
Japan	268	12,2	12,4	12,5
4 Tigers ¹	70	3,2	3,2	3,3
RoW ²	483	21,3	22,4	23,8
Total ICT	2.154	100	100	100

¹4 Tigers=Hong Kong, N. Korea, Singapore, Taiwan ²Row=Rest of the world

Source: EITO 2003

OUTLOOK

The outlook for the new year in the Western European ICT market is expected to be positive with an estimated growth of 2.5%. Software

spending is expected to be at lower levels than in the recent years, while intense competition will put pressure to the hardware market as well.

Contrary to those trends, and in a time when the international market is experiencing a period of decline, Europe (including eastern-european countries) managed to maintain its share in the international ICT market at 29.4%.

UPS AND DOWNS IN EUROPE

Companies
that operate
in the Software
and Services
market are
expected
to experience
a moderate
growth

The ICT market in Western Europe was, as a whole, stable. The IT sector declined by 1.5% and the Telecommunications sector grew by just 2%.

In this general climate of decline, Portugal was the country that suf-

of the European ICT Market

fered the greatest fall while Finland was the only country Europe that enjoyed positive growth rates in its ICT market.

The Portuguese IT market shrunk by 4.8% in 2002, and with the exception of

portable PCs, all other sectors of the hardware market experienced a fall in sales.

The IT sector declined by 1.5% and the **Telecommunications** sector grew by just 2%

THE GREEK ICT SECTOR

The situation in the Greek ICT market is beginning to improve in 2003 after a quite difficult 2002. According to EITO, sales in portable PCs are expected to rise by 12.1% (to reach 1.2 million units) while sales in printers are expected to rise by 2.1% (to reach 3.2 million units). Sales are expected to rise even higher in 2004 at 15.2% growth for portable PCs and 4.9% for printers respectively. Sales of personal computers are expected to reach 4.2 million units this year presenting a decline of 4.1% compared to 2002 and are expected to rise by 1.9% (at 4.29 million units) in 2004.

The Services sector in Greece is expected to reach € 594 million this year, compared to € 572 million last year, presenting a growth of 3.9%; this sector is expected to reach € 628 million in 2004 with a 5.7% growth.

The Software sector is expected to reach € 335 million in sales compared to € 324 million last year, presenting a growth of 3.3%; this sector is expect-

The situation in the Greek ICT market is beginning to improve in 2003 after a quite ed to reach € 351 million and by another difficult 2002

lion in 2004.

Regarding Telecom-

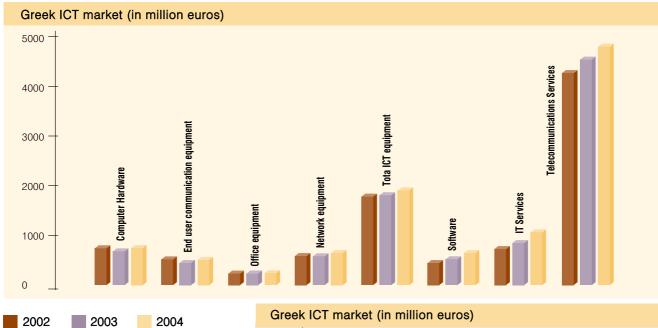
munications, the total value of the sector reached € 4.6 billion in 2002 compared to € 4.3 billion in 2001. It is expected that this sector will grow by 4.8% this year to reach € 4.8 bil4.2% in 2004 to exceed € 5 billion.

The total ICT market in Greece will grow by 3.5% this year to reach € 7 billion and growth another 4.6% in 2004 to reach € 7.9 billion.

ENGLISH EDITION 2003 9

Small Steps Towards the Recovery of the European ICT Market

Greek IT market	2000	2001	2002	2003	2004	2001/00%	2002/01 %	2003/02 %	2004/03 %
Austria	6.486	6.495	6.305	6.368	6.539	0,1	-2,9	1,0	2,7
Belgium/Lux	8.121	8.288	7.973	7.994	8.326	2,1	-3,8	0,3	4,2
Denmark	6.826	6.579	6.405	6.472	6.749	-3,6	-2,7	1,1	4,3
Finland	4.842	4.806	4.834	4.93	5.115	-0,8	0,6	2,0	3,8
France	48.449	50.119	50.039	51.308	53.454	3,4	-0,2	2,5	4,2
Germany	68.088	68.618	66.11	64.855	66.068	0,8	-3,7	-1,9	1,9
Greece	1.891	1.903	1.837	1.852	1.935	0,6	-3,4	0,8	4,4
Ireland	2.533	2.432	2.352	2.361	2.496	-4,0	-3,3	0,3	5,7
Italia	23.775	24.792	24.651	25.296	26.574	4,3	-0,6	2,6	5,1
Netherlands	16.769	16.613	16.529	16.778	17.476	-0,9	-0,5	1,5	4,2
Norway	6.014	6.001	5.833	6.007	6.274	-0,2	-2,8	3,0	4,5
Portugal	2.474	2.624	2.498	2.557	2.675	6,1	-4,8	2,3	4,6
Spain	11.157	11.529	11.483	11.808	12.447	3,3	-0,4	2,8	5,4
Sweden	11.491	11.632	11.539	11.571	11.985	1,2	-0,8	0,3	3,6
Switzerland	11.715	11.684	11.322	11.511	11.986	-0,3	-3,1	1,7	4,1
UK	63.877	64.242	64.063	65.78	68.324	0,6	-0,3	2,7	3,9
USA	294.507	298.357	293.773	297.448	308.423	1,3	-1,5	1,3	3,7



Source: EITO 2003



NIKOS CHRISTODOULAKIS

ICT Growth must be Ac

he ICT market is experiencing a time of opposing forces. On the one hand, there is the decline of "new economy" ventures following very promising expectations for economic development especially in the USA but generally in the rest of the world. The impact of this decline is beyond the ICT sector and have a negative effect not only in the capital markets but also in the usage of new technologies from businesses in all sectors. On the other hand, we see that Europe has focused its political efforts in supporting sectors that will boost economic development and will bridge the gap with the USA, especially in new technologies and IT, coming out of the lethargic state that Europe was in during the 1970s and 1980s.

In our country, we have now overcome a series of biases regarding new technologies and we have a better understanding of the extend to which these can contribute towards a more productive, prosperous, social and political infrastructure reaching from the ways we conduct public administration to the ways citizens interact with it. And while we have also been very successful in formulating one of the more wide-reaching, ambitious and sophisticated operational programs for Information Society, we are falling short in its equivalent implementation.

Citizens' expectations are very high and involve many parties – they are not a matter of political decision or a cabinet meeting that will solve all problems in one go. Our policy regarding Information Technology is becoming a national effort aiming to change the ability and speed to access quality information in all aspects of business and social activities.

Greece has started bridging the gap with the rest of the EU and the USA. More time will of course be needed feeling of a lost opportunity. All ICT companies, together with SEPE, are actively contributing to making the most out of this opportunity. We have all started a dialogue towards this end and we are working towards bridging the gap and joining the European



Our policy
regarding
Information
Technology
is becoming
a national
effort aiming
to change the
ability and speed
to access quality
information in all
aspects of
business and
social activities

and we will continue to invest in further bridging this gap. The impressive growth of our ICT sector so far must continue on an accelerated pace. This is the only way we can utilise our human resources, pursue innovative business ventures, and implement value-added, citizencentric services in the Public Administration.

Otherwise, we will be left with a

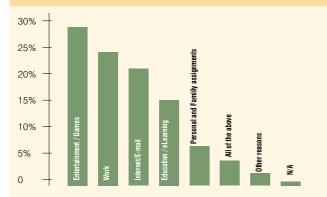
effort for maximum utilisation of information technology in all aspects of work and life. And, together, bridging further the gap with the USA.

Nikos Christodoulakis is the Minister of Economy & Finance, Greece

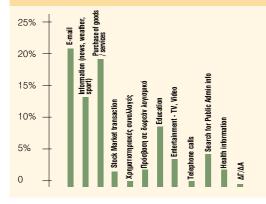
celerated



MAIN REASONS FOR USING THE INTERNET



MOST POPULAR INTERNET SERVICES



Bridging the Gap

According to the 2002 national survey for usage of Personal Computers, Internet and mobile telephony within the Greek population, it is evident that Greece dynamically converges towards the European averages. This survey was conducted for a second consecutive year and was funded by the Operational Programme for the Information Society.

Main survey findings:

- Internet usage on the total population grew by almost 10 percentage points compared to 2001 (19.3% compared to 10.15%).
- One in 3 households owns a Personal Computer while 2 in 15 households have an Internet connection.
- Estimated growth rates for the above indexes for the forthcoming 6-month period are particularly encouraging regarding the convergence with the respective European Union indexes (with respect to both the total population and the households).
- PC and internet usage grew positively in all different geographic regions of the county and in all different population clusters.
- PC and internet usage grows at home, at work, in schools and other places - the number of different applications that users adopt is rising too.
- Usage of new technology and telecommunications applications, besides mobile telephony, are still in an introductory level in Greece.
- The areas of education and Small and Medium businesses are becoming more active in the usage of new technologies and continue to be very significant areas for further development in order to boost the country's competitiveness.

13 **ENGLISH EDITION 2003**

-

STAVROS BENOS

Citizen Centres: the Foundation for

he Citizen Centres are the answer to modern requirements for quality service provision to citizens. They operate like bank branches: just like any customer will visit their nearest bank branch to complete the required transactions, similarly, any citizen will be able to visit their nearest Citizen Centre to complete all their required transactions with the Public Administration. In short, the Citizen Centres are branches of the central public administration, instituted solely for the improvement of service provided to citizens and businesses.

They therefore have two strategic goals:

>> To offer improved service provision to citizens and businesses around the country, implementing the model of "one-stop shops".

➤ To utilise the potential of information technology and communications, particularly that of the Internet, in order to implement electronic transactions.

This way, the Citizen Centres are changing the traditional ways that the citizens transact with the public administration: instead of them visiting one office after another to complete the required transactions, citizens now only need to visit one place to complete the required transactions: their closest Citizen Shop.

Two important changes will further enhance citizen service provision:

The aim is to have 1000 Citizen Centres in operation by the end of 2003

zen Centres will be set up around the country so that

every citizen will be within easy reach of such a centre. Furthermore, these shops will operate with extended working hours in

order to provide even better access to citizen services.

>> Second, each Citizen Centre will represent the entire Public Administration:

the citizen will

direct a request for any transaction to any Citizen Centre and they, in turn, will do all the background work with all the institutions of public administration to complete each request, thus minimizing queue time and transaction time for each citizen request.

There all already 350 Citizen Centres in operation, offering over 420 "products" and services of the public

administration. The aim is to have 1000 Citizen Centres in operation by the end of 2003.

We are also transforming each service offered by the centres with the utilization of enabling

technology aiming to have on-line transactions instead of paperbased ones. As a first step, we proceeded to certify each Centre with



Very shortly,

the centres will

provide real time

electronic

transactions and

services

14 SEPE NEWS

Electronic Administration

(1)

digital certificates, that comply with our legislation. Very shortly, the centres will provide real time electronic transactions and services. This will give to the public administration the much needed push to create simpler, integrated processes that can be transformed electronically and be offered to the citizen in a seamless and easy way. All these efforts will change our public administration to the electronic government that is the ultimate aim of the eEurope initiatives that we have subscribed and are committed to.

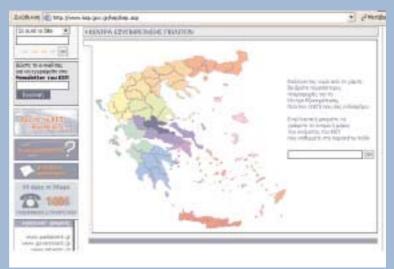
According to the eEurope standards, electronic government services have three phases:

- ▶ Phase 1: all information concerning each transaction are available on line.
- ▶ Phase 2: all necessary forms are available on line (and can be printed out for completion).
- Phase 3: forms can be filled in electronically and submitted on-line to the relevant government organisation.
- → Phase 4: all transactions are completed on-line.

The Citizen Centres are already offering services that comply with the first two phases. The next two phases are our primary aim for the next years, aiming to have the first Phase 4 services offered to citizens very shortly.

Stavros Benos, is the Deputy Minister of Interior and Public Administration, Greece







ENGLISH EDITION 2003



Immediate Implementation of e-Government

ur goals are to offer outward-looking provision of value-added services, friendliness, transparency, equal rights to information and access to the public administration, respecting the geographic dispersion and economic and cultural differences.

These goals result from a vision for Public Administration that has the Citizen as its focal point, free from bureaucratic processes and "proprietary" attitudes that is now burdened with and shape its practices.

Obviously, these goals cannot be achieved overnight. However, we need to

continue to set up the infrastructure that will take into account the technology as an enabler, the investment into human resources, and the critical success factors that will make our vision a reality.

The legal framework must be simplified and restructured in order for technology to be utilised to the maximum it can offer. Together with SEPE we are studying drafts of decree laws regarding the evaluation processes for public competitions for IT proj-

ects as well as the simplification of the required paperwork that must be submitted in each bid. We must expand this effort in other areas like outsourcing and the application formal of requirements for Service Level Agreements (SLAs) as well as the establishment of a fruitful cooperation with the

private sector as currently achieved in other countries of the European Union

Setting up the technological infrastructure is not an end in itself and IT projects in Public Administration cannot be implemented in isolation. Our focus on Interoperability is further evidence for the need to bring together systems that currently operate in a vacuum and integrate them in order to deliver sophisticated, end-to-end government services. For these reasons, we are shaping up a more cohesive framework within which existing (like the Citizen Centres) and new projects (like SIZEFKSIS and the Information Systems for prefectures and regions) will work seamlessly and more effectively.

We have also made it a priority to set up the e-government forum, a mechanism for sharing of ideas, know - how and best practices in areas of great interest like interoperability, e-learning, e-democracy and citizens' panels, security and privacy of citizens' transactions with the Public Administration.

The Operational Programme for the Information Society (OPIS) has been set up to take all these factors and priorities into account and aligning them with the targets of e-Europe. We are now fast into the implementation phase of OPIS, with new projects issued and awarded to IT companies, and we must heighten our efforts towards the smooth implementation and operation of projects that collectively will transform the Public Administration into an IT-enabled service provider for Citizens.

Panagiotis Georgiadis, is the General Secretary for e-Government, Ministry of Interior and Public Administration, Greece

WCIT 2004: A UNIQUE OPPORTUNITY

The World Congress on Information Technology (WCIT) that will be hosted in Athens in May 2004 is a unique opportunity not only for the promotion but for the consolidation of our efforts (in both the private and the public sectors) in order to have a substantial presence at the Congress. The Minister of Interior and Public Administration, Mr Kostas Skandalidis, has accepted the proposal of the organisers and the Ministry will be the Pinnacle Sponsor of the Congress. He will also propose to his European counterparts during the cabinet meeting in Rhodes (June 2003) that the WCIT is also sponsored by the European Union and has already started correspondence with the President of the EU, Mr Romano Prodi, and Commissioner for the Information Society, Mr Liikanen, inviting them as Keynote speakers to the Congress.

A vision for Public

Administration

that has the Citizen

as its focal point,

free from bureau-

cratic processes

and "proprietary"

attitudes

that is now

burdened with

16 SEPE NEWS



The New Face of Athens will be Technology-Enabled

VIEWPOIR

echnology will be one of the most powerful assets in the pursuit of improvement of every day life for the citizens of Athens as well as its visitors allowing them better access to information, references and advice for a wide range of services available on-line.

The citizen portal of Athens

(www.cityofathens.gr) will provide access to the full guide of the city. It will have interactive facilities for citizens that want to submit a question, a request, and/or a complaint. Their submissions will be dealt with promptly and efficiently in a fraction of the time it would take if they were submitted in person. Citizens will also have access to the electronic library of the city and other electronic places related to learning and education. It is

also considered whether this citizen portal will become a pilot implementation of "electronic democracy", in other words, allowing citizens to take part in ballots regarding matters of city life. It will also include a multi-lingual guide for visitors that want information about the city's history, the Olympic Games, places of interest, and other cultural news.

The electronic kiosks (or infokiosks) will be installed in places with high visitor traffic, for example in metro stations or archaeological sites. Through these infokiosks, citizens and visitors will have the opportuni-

ty to stay informed about many services as well as attractions and places to visit, as well as be able to make on-line transactions with their credit card (i.e. to buy tickets to the theatre or metro tickets).

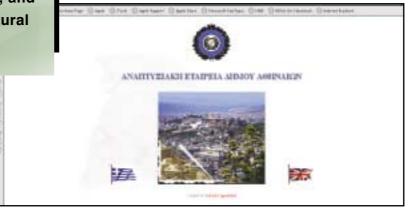
Although Athens is the commercial centre of Greece, its infrastructure was not set up to allow for the

increase of business activities that it is hosting today. We want to make Athens attractive to modern businesses by implementing the high-capacity telecommunications infrastructure (for example, optic-fibre networks) that will be available to telecoms services providers for the bet-

nomic development of the city. One of the things that this organisation will be responsible for is the promotion of the city internationally in the light of the Olympic Games that Athens is hosting in 2004.

We are also looking into connecting the medical centres of the city online so that they will be able to provide better services to the citizens. In parallel, we will develop a data bank to store records regarding visiting traffic through the medical centres as well as the medical history of patients; an electronic medical card will also be issued for each new visitor of the medical centres to ensure their better service provision. Finally, municipal electronic libraries will be established. In cooperation with each school of the city, we are aiming to equip them with sufficient number of PCs so that students and

The citizen portal will also include a multi-lingual guide for visitors that want information about the city's history, the Olympic Games, places of interest, and other cultural news.



ter service delivery to their customers.

We are also committed to establish the Organisation of Economic Development of Athens. This Organisation will aim to enable strong cooperation among the commercial bodies of the city and will develop and implement a plan for the ecoteachers alike will have access to the electronic libraries, educational material as well as information on historical and cultural events.

Dora Bakogianni is the Mayoress of Athens, Greece

ENGLISH EDITION 2003 17



Restructuring the Balkans

he economic growth and stability in Greece gives us the opportunity to play a significant role in the area of offering development assistance to our neighbouring countries. However, how familiar are we with the term "development assistance"? We have only recently started using this term in our country. Other countries of the European Union (EU) though have long been aware of the term and the need it implies: member states must assume an active role in assisting in the development of less prosper-

ous countries order to narrow the gap between rich and poor countries. They must allocate funds in order to address poverty. ensure political stability and safeguard peace among all countries. Within this framework, the EU is called to take a leading role in aligning countries along a similar economic. political and cultural environment.

Greece appreciates the necessity for such a task to be successful with respect to cooperating and aiding countries of the South-Eastern Europe that experience uncertain and unsettling conditions – we see the role of Greece as one of ensuring stability, safeguarding the democratic institutions and social welfare in the sensitive area of the Balkans. To fulfil this role, we have developed the Plan for Economic Restructuring

of the Balkans (PERB).

This Plan consists of coordinated (bilateral and multilateral) actions that aim to reinforce the European orientation of the Balkan states. More specifically, the four pillars of the Plan are focusing on:

- >> The support of the democratic foundations and the effective operation of a lawful state.
- The modernisation of the economy to successfully counter poverty.
- The modernisation and the effective operation
 - of all levels of public administration.
 - The training and education of the human capital.

It also consists of specific education and training programmes for all the employees and scientific staff.

The implementation of the PERB is through the establishment of bilateral contracts (Bilateral Economic Cooperation Programmes) with each country that joins the Plan. These programmes include actions that boost regional cooperation and are founded on three principles: respect for the rule of each party, transparency, and consultation and cooperation.

In order to make this Plan efficient, it is imperative that both public and private sector institutions will play an active role. Due to its strategic location regarding to the PERB, Thessalonica has already hosted a number of workshops and visits within the

The role of Greece
as one of ensuring
stability,
safeguarding
the democratic
institutions
and social welfare
in the sensitive
area of
the Balkans

The PERB is a systematic and targeted effort to provide development assistance to six Balkan states. Its budget is 550 million euros and has a timeframe of 5 years (2002-2006). It covers specific actions for investment in strategic infrastructure projects (transportation, energy, environment) as well as the restructuring of key parts of the public administration.

framework of the Plan. The benefits we can all accumulate are many – its up to us to realise the potential of this visionary Plan and make the most of the opportunities presented to all of us.

Andreas Loverdos, is the Deputy Minister of Foreign Affairs, Greece

18 SEPE NEWS



DIMITRIS BEIS

IT Projects worth 277m euros for the Olympic Games

echnology is once again called to play the starring role in the most important venture ever undertaken in our country: the 2004 Olympic Games. The total budget for IT projects implemented within the framework of the Olympic Games is 277 million euros and covers three fundamental areas: Information Technology, Telecommunications and Energy. The contribution that technology can make in the Olympic Games is particularly important. Technology will connect people all over the world

with the Games as it will be the mechanism to capture, display and transmit the results of the Games as well as the comparisons with past Games' results. Technology will also cater for the development of the necessary infrastructure for lighting, wiring, and coverage of all Games facilities. The success the Games is directly

related to the three areas mentioned above and there is no room for failure. The total budget is split into 77 m euros for telecoms, 22 m euros for energy, and the rest for information technology. The projects that fall under these areas will boost the local market and they are already being proclaimed at a fast rate. A priority now is the procurement of the wiring system and the test systems for the games, with a total budget of over 1.5 million euros and are critical for the successful imple-

mentation of the Games.

Both Greek and multinational companies are eligible to submit a bid for the projects to be proclaimed soon. While participation from Greek companies is especially welcome, the requirements will be of very high standards so the participants will have to submit not only competitive proposals but also be able to demonstrate accountability for the achievement of both the functional requirements of each project as well as work within the time and budget constrains.

auditor of all the service level agreements between technology contractors and the organising committee of the Olympic Games.

The General Directorate of Technology is also responsible for the content of the official web site of the Games. In the web address www.Athens2004.gr, a visitor can find a wealth of information about the Games, updated regularly by the Communications Department of the Games. Two IT companies, specialising in internet security have undertaken the project to make the site

The requirements
will be of very
high standards so
the participants
will have to submit
not only competitive proposals but
also be able to
demonstrate
accountability



The General Directorate of Technology for the Olympic Games is committed to absolute transparency in the selection of companies to implement the projects; however, they are also calling at the same time for not only competitive proposals but the ability to demonstrate the business maturity required to implement such highly important projects. Sema Schlumberger has the responsibility for the procurement of all technology products and services as it is the prime integrator; it is also the

secure from hackers' attacks. All technology systems are designed to ensure unhindered operations at all times. The Integration Lab and the Technology Operations Centre, set up recently and staffed by over 200 people, are responsible to oversee the non-stop operation of each and every technology system of the Games.

Dimitris Beis is the General Manager of IT Department, Athens 2004 Organising Committee for the Olympic Games



CHRISTOS VERELIS

6.8 billion euros investment in Telecoms

he Telecommunications sector is an area of focus for any government worldwide, particularly in the last two decades. One of the reasons for this focus was the radical advances of technology, which affected all other sectors of a country's economy and society.

Fundamental changes are taking place in all areas of work, based on the enabling effects that technology brings in the way we all commuto the evolution of the business landscape. The adoption and assimilation of the developments in the telecommunications sector still continue to be a prime aim for OTE today.

Important changes in the regulation of the telecommunication area were depicted in various laws and decrees, with the end result being

the establishment of a certain legal framework for the telecoms that is fully aligned istry legislates and the NCTP audits, monitors, and facilitates the resulting actions that affect business affairs.

The benefits of this change can be clearly seen today. For example, licenses for telecommunication services are issued more simply and quickly: more than 240 companies

are registered today to operate in the telecommunications sector and 53 have special licenses that allow them to use scarce resources like radio frequencies or calling numbers.

Issuing such licenses under the old model could take up from a few months to years. Today, a company can start its operations only 15 days after the submission of the relevant application.

In the next two years, there will be 6.8 billion euros invested in telecoms, a large percentage of which will be relevant to licenses for third-generation telecoms services. Over 20.000 new jobs are expected to be created as a result.

Our ambition is for the Greek consumer of these services to be able to check pricelists, compare the level of service provision by each company and finally choose the one that they find more suitable to their needs. And we have made significant inroads towards this direction in the last 18 months.

to be created
in the next
two years

Issuing sum model commonths to ny can sta

Over 20,000 new

jobs are expected

nicate, have access to information and utilise it in our everyday work. It is a fact that these effects were originally met up with suspicion in Greece. Successive Greek governments had to support a smooth transition from protectionism and state monopoly to a deregulated telecommunications market within the special socio-political conditions that exist in our country. A significant burden in this transition process was the change required in the organisational culture of our then state-owned telecommunications organisation (OTE) in order to be able to respond

with respective European frameworks. Law 2867 that passed through the Greek parliament in December 2000, was the final act in the deregulation of telecoms in Greece, as it even deregulated the last monopoly-based telecom service: the one of voice telephony. This law also assigned substantial responsibilities in the national regulatory body for telecoms, the National Committee for Telecommunications and Postal Services (NCTP). With this assignment, the role of the Ministry of Transport and Communications is now only political; the Min-

Christos Verelis is the Minister of Transport and Communications, Greece



The European Year of People with Disabilities

VIEWPOINT



2003 is the European Year of People with Disabilities. The year's objective is to drive progress towards achieving equal rights for people with disabilities.



ANNA DIAMANTOPOULOU

"G

et on board" is an invitation to all. People with disabilities should be

at the centre of the European Year, which is about raising awareness of the rights of disabled people to full equality and participation in all areas. It is about tackling barriers that people with disabilities face, wherever they occur. The European Year is also

about raising awareness that disability is an issue of concern to all of us. I am confident that the Year will provide a strong impetus to set up these long term goals and the development of new initiatives through Europe. I want to encourage everyone to "get on board" this campaign.

This website is an important part of our campaign. Throughout 2003, it will provide information on all aspects of how to get involved in the European Year, in an accessible and user-friendly way. It is a valuable tool to help organise and promote actions for the year. I sincerely hope that many people will visit and make use of this site.

Anna Diamantopoulou is EU Commissioner



YIANNIS Vardakastanis

he European Year of People with Disabilities is an historic opportunity to improve the situation of disabled

people throughout Europe.

The European Disability Forum will continue working intensively to take advantage of this opportunity and to advance the disability agenda in the European

Union. EDF has also very high expectations to see concrete outcomes out of 2003: new legislation, new initiatives and new alliances.

Disabled people are citizens with equal rights. They are active as politicians, workers, consumers, tax payers. New measures and active involvement from all sectors should lead to a positive change in the way our societies include disabled people.

2003 shall be the start of a new era, a new way in which society will look at people with disabilities

Yiannis Vardakastanis, is the President of the EDF



www.eypd2003.org/eypd/about/partners en.jsp

ENGLISH EDITION 2003 23

Towards an Information Society: Principles, Strategy and Priorities for Action

he Member States of the United Nations Econo mic Commission for Europe met in Bucharest at the Pan-European Conference on the Information Society (7-9 November 2002) and agreed on the following set of principles and priorities:

Vision of an Information Society beneficial to all (E-inclusion)

The European regional conference proposes the vision of an Information Society, where all persons, without distinction of any kind, exercise their right to freedom of opinion and expression, including the freedom to hold opinions without interference, and to seek, receive and impart information and

ideas through any media and regardless of frontiers.

The Information Society offers great potential in promoting sustainable development, democracy, transparency, accountability and good governance. Full exploitation of the new opportunities provided by information and communication technologies (ICTs) and of their combination with traditional media, as well as an adequate response to the challenge of the digital divide, should be important parts in any strategy, national and international, aimed at achieving the development

All persons,
without distinction
of any kind,
exercise their
right to freedom
of opinion and
expression,
including the
freedom to hold
opinions without
interference

goals set by the Millennium Declaration. There is also a need for a people - centered approach, one that emphasises social, cultural, economic and governance goals. This approach must ensure the that knowledge and

experience of citizens is integrated into this process as the driving force behind the new information society. The following fundamental principles aim at defining the main directions for e-strategies for developing an information society. A number of priority themes of e-strategies can already be identified.

Principle 1. Securing access to information and knowledge

Individuals and organisations should benefit from access to information, knowledge and ideas.

Notably, information in the public domain should be easily accessible. Information is the basis of a well-functioning and transparent decision-making process and a prerequisite for any democracy. Knowledge is the key agent for transforming both our global society and local communities. Public policy should broaden opportunities in providing information for all, including disabled, inter alia by creating content, and thereby redressing inequalities.



An adequately developed infrastructure is the precondition for secure, reliable and affordable access to information by all stakeholders, and for the upgrading of relevant services. The improvement of connectivity is of special importance in this respect, and it is undertaken by the public and the private sectors, acting in partnership. Community-led development is a critical element in

SEPE NEWS





the strategy for achieving universal access to information and knowledge. Community access centers and public services (such as post offices, libraries, schools) can provide effective means for promoting universal access in particular in remote areas, as an important factor of their development.

Principle 3. Promoting linguistic diversity and cultural identity

The Information Society is founded on respect for, and enjoyment of, cultural expression. New ICTs should stimulate cultural diversity and plurilinguism and enhance the capacity of governments to develop active policies to that end. Access and contribution to knowledge and information broaden the contents of the public domain and foster mutual understanding and respect for diversity.

Principle 4. Developing human capacity through education and training

It is important for Governments to develop comprehensive and forward-looking education strategies. People should be enabled to acquire the necessary skills in order to actively participate in and understand the Information Society and fully benefit from the possibilities it offers. Individuals should be engaged in defining their own needs and in the development of programs to meet those needs.

Principle 5. Setting up an enabling environment, including legal, regulatory and policy frameworks

To maximise the economic and social benefits of the Information

Society. governments need to create a trustworthy, transparent. non-discriminatory legal, regulatory and policy environment, capable of promottechnological innovation and competition, thus favouring the necessary investments, mainly from the private sector, in the deployment of infrastructures and development of new services.

The Information Society is, by nature, a global phenomenon and issues such as privacy protection, consumer trust, management of domain

names, facilitation of e-commerce, protection of intellectual property rights, open source solutions etc. should be addressed with the active participation of all stakeholders.

Principle 6. Building confidence and security in the use of ICTs

To realise fully the benefits of ICTs, networks and information systems should be sufficiently robust to prevent, detect and to respond appropriately to security incidents. However, effective security of information systems is not merely a matter of government and law enforcement practices, nor of technology. A global culture of cyber-security needs to

be developed - security must be addressed through prevention and

In order to built

confidence

and security in

the use of ICT's.

Governments

should promote

awareness in their

societies of cyber

security risks and

seek to strengthen

international

co-operation,

including with

the private sector

supported throughout society, and be consistent with the need to preserve free flow of information. In order to build confidence and security in the use of ICTs, Governments should promote awareness in their societies of cyber security risks seek strengthen international co-operation, including with the private sector.

Principle 7. Addressing global issues

International policy dialogue on Information Society at

global, regional and sub-regional levels should promote the exchange of experience, the identification and application of compatible norms and standards, the transfer of knowhow and the provision of technical assistance with a view to bridging capacity gaps and setting up international cooperation programmes, in particular in the field of creation of content.

Sharing success stories and best practice experiences will also pave the way for new forms of international co-operation.

Reprinted from ITU News, No 10.

ENGLISH EDITION 2003 25



GEORGE A. PAPANDREOU

e-Democracy for the EU: vote

-Vote is an exciting new experiment of the Greek EU Presidency to use the Internet and new technology to get more people involved in the discussions and decision-making



process of the EU. It is a way to give people a vote and a voice - to find out what you think is important and to include your ideas and suggestions about what YOU want the EU to be.

This is a unique and

historic time for the EU and the people of Europe. The EU is changing dramatically as we expand from 15 to 25 members. With the Internet, now people have new ways to express their opinions and interact with others who share their ideas and concerns.

Although the digital divide is still a problem that must be bridged, these two factors offer us many new opportunities for expanding and enriching democracy in the EU.

So now it's YOUR turn. Vote for the EU YOU want (at

www.eu2003.gr/evote).

Invitation to e-Democracy

s the European Union is preparing the most far reaching enlargement in its history, we are reforming its institutions to ensure that they will be more transparent, accountable and inclusive.

In these times of new beginnings, the Greek Presidency aims to send a simple message within and beyond our EU borders - that this is a Europe that belongs equally to all its citizens, regardless of their ethnic, religious, or racial background. It is OUR EUROPE

people have new

ways to express

theiropinions and

interact with

others who share

their ideas and

concerns

 ours to nurture, ours to shape, ours to share with the rest of the world.

Now, more than ever before, we need to ask: How can the EU truly become a more democratic community, more responsive to the needs and desires of its citizens?

In our efforts to include European citizens in the decision-making process, it is vital that we continue to find new ways to expand and invigorate our shared democratic traditions. We intend to use the Greek Presidency to continue our long history of democracy by promoting edemocracy in the EU. Our first experiment in e-democracy is e-Vote, an online voting project that will be launched over the next few months. So I want to personally invite you to Vote for the EU YOU want.

George A. Papandreou Minister of Foreign Affairs. Greece

e-Vote Q&A

Q. What types of questions are on e-Vote?

A. There will be six EU Votes on specific issues including The EU Today, The EU's Role in the World, The Future of the EU, Enlargement, Immigration and Asylum, and Environment and Sustainable Development. Additionally, there will regularly be Special Votes on breaking news and topical issues related to the Greek Presidency agenda such as the Crisis in Iraq, Drug Policy in the EU, the Common Agricultural Policy and EU-US relations.

Q. Will e-Vote be a perfect reflection of public opinion on these topics?

A. No, e-Vote is not a scientific poll of public opinion, nor is it meant to be. e-Vote is about participation giving people a way to participate in the decision-making process. When people vote in a regular political election or referenda, it is not a scientific measure of public opinion, but a measure of those who chose to participate. It is the same with e-Vote. This is an experiment – the first bold experiment of its type in using the Internet as a tool to communicate the views of European citizens to European leaders, and including citizens' concerns and voices in the EU decision-making process.

Q. With the digital divide, isn't any Internet-based voting meaningless?

A. No. The digital divide is of course real and important. Many Europeans do not have access to the Internet. But the Internet is growing

for the EU YOU want!



faster than any other means of communication: more people used the Internet in its first 5 years than in the first 30 years of the telephone. In time, the Internet will become a vital part of the democratic process and e-Vote is an important first step. There will be many more steps along the way and we will learn from each as we go.

Q. Why is e-democracy important?

A. Because it harnesses the power of the Internet to provide citizens with more direct access to the leaders who are making decisions that impact their daily lives. The Internet and other new communications technologies are radically changing the world. In every aspect of our lives - from commerce to entertainment to education to government new technologies are opening up exciting new possibilities. We must all be constantly searching for new

ways to apply these technologies to old problems. Governments have too often been slow to see possibilities and opportunities of reinforcing and reinvigorating democratic practice. Too often, we have not been willing to take chances and aggressively search for new solutions to engage all citizens in the political process.

Q. Is this project really about online voting or e-democracy?

A. In a real sense, it is more about digital democracy than about the votes themselves. The radical possibilities afforded by the digital age are interaction and participation people can respond and participate in real time. Throughout the Greek Presidency, there will be many opportunities for greater participation and political interactivity through online forums and debates, chat sessions, and live web-casts.

Q. So, e-Vote is really an example of e-democracy.

A. Yes, e-Vote is what the new e-democracy is all about - giving everyone a way to participate. People will forward information on e-Vote to others and urge them to participate. Literally thousands of others - NGOs, community groups, students, and individual citizens - will participate by voting and encouraging their members, friends, and peers to express their views and to be part of the process.

Q. When will the results be announced?

A. All the results of the votes will be made public. The entire project is open and transparent. Users can see how their votes compared with others instantaneously after they have voted.

ENGLISH EDITION 2003 27

WCIT 2004 The Future is Now!

WCIT attendees

are leaders in

the ICT sector

(CEOs and

high-level

reparations are well on their way for the 14th World Congress on Information Technology (WCIT), which

will be held in Athens, between the 19th and 21st of May 2004. The organisation of the Congress was awarded to the Federation of Hellenic Information Technology & Communications Enterprises (SEPE) by the World Information Technol-& Services ogy Alliance (WITSA), two years ago.

WCIT is regarded as the most important biennial event in the industry and is described by many as the "Davos" of the ICT Community. It

draws vast crowds of ICT specialists and huge publicity (over 2,000 delegates and 400 media people are expected to attend the upcoming Congress). WCIT attendees are leaders in the ICT sector (CEOs and high-level executives), key decision-makers from government, academia and international research institutions, as well as venture capitalists and business consultants.

The 2004 Congress -being the "European" Congress of this decade, due to the rotating system adopted by WITSA a few years agowill focus on the most important, cutting-edge issues in Information

Technology, Telecommunications and e-government. WCIT 2004 will offer to its delegates a unique opportunity to network at a high lev-

el, explore up-todate information on all ICT trends and discuss or evaluate prevailing ICT issues. They will also be able to participate in the twoDistinguished ICT community members will deliver keynote speeches, while many more are expected to take part in panels and round table discussions. There will be panels and sessions dealing with the "hot" topic of "How IT leads the way to big changes in our lives", offering an indepth look into the synergies between the converging technologies of IT and Communications. A prime focus will be how governments



day Business Forum (on May, 17th and 18th), which will address the subjects of technology transfer and e-government.

around the world may best exploit the latest products and services (e-solutions), in order to offer better standards of living to their citizens, in a

WCIT 2004 The Future is **N**ow!

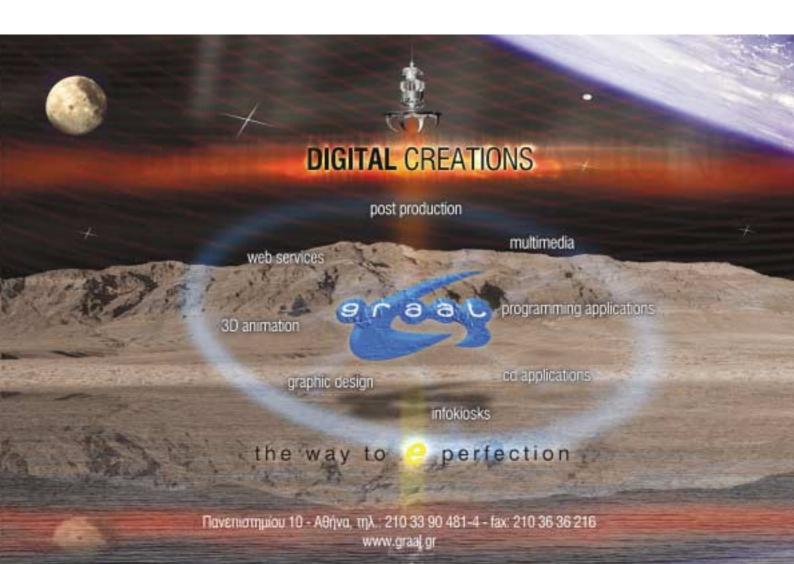
world that is constantly changing and getting networked very fast. The role of "IT as the locomotive of the world economy" will be another area of discussion with dedicated sessions and speeches, where consulting firms, market research companies and distinguished analysts will examine the latest hot-topics and trends, while members of academia and researchers will offer their perspective on ICT evolution and the way it influences other sciences.

Special attention has been given to publicising WCIT 2004, and promoting it as an international congress on a global scale. This is supported by our extensive marketing plan and PR activities as well as established key partnerships with the international Media. CNN has already signed a contract to be the Congress Official Broadcaster worldwide. Through such activities, the promotion of the WCIT 2004 Congress at an international level, as the most important event of the global ICT industry, will be continuous and considerable.

The main program of WCIT 2004 will be complemented by a bevy of stimulating and specially organised events that will allow them a quite privileged insight into some Greek marvels, old and new alike. Among them are included, a brilliant cultural performance at the Roman (2nd c. AD) Herodes Atticus Odeion situated just beneath the Parthenon, as well as a guided tour around the modern facilities, where the Athens Olympics will take place, only three months later.

For more details, please visit our website (translated into nine languages) at www.worldcongress2004.org





The ISIS project

The 3rd Greek-

Turkish Forum

will take place

between 6th

and 8th of June

2003 in Rhodes.

Greece

nder the Information Society Technologies (IST) Programme, the European

Union has started the implementation of the ISIS project with SEPE's participation. The main objective of ISIS is the promotion of Information and Telecommunication technologies within South-eastern Europe based on the principles of the e-Europe

initiative. Among ISIS's goals is the rise of awareness for the development of innovative applications and services for Information Society as well as the cooperation of partnering organi-

sations within South-eastern Europe as well as the European Union. ISIS aims to deliver:

- An analysis of the current environment for the Information Society in South-eastern Europe (in terms of e-government, e-business, e-health, e-learning, etc.).
- Organised workshops with the participation of experts from south-eastern Euro-

pean countries, as well as Greek -Turkish foras and conferences organised in South-easter Europe (Romania, Bulgaria).

The ISIS project has a timescale of 30

www.isisnet.org

months (March 2002 – July 2004) and the participating organisations are:

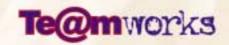
- **Greece:** SEPE (Federation of Hellenic Information Technology & Communications Enterprises)
- Greece: SEPVE (Association of Information Technology Companies of Northern Greece)
- Greece: Planet Ernst & Young SA
- **Turkey:**TBV (Turkish Informatics Foundation)
- Turkey: ISIK (Private University)
- Romania: ARIES (Romanian Association for Electronic and Software Industry)
- Bulgaria: BAIT (Bulgarian Association of Information Technologies)
- Austria: BIT (Bureau for International Research and Technology Cooperation).



The leading congress
in Greek information
and Telecommunications
Market

ATHENS NOVEMBER 2003

ORGANIZED BY



Acropolis Technology Park



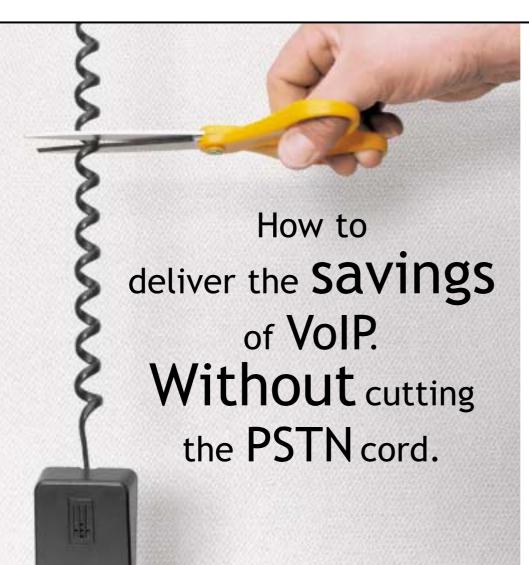
ur vision is to create the best technology park in Europe that will not only become the place of co-operation of Greek high technology firms but also, the focal point for synergies between them and their counterparts from the south-eastern Mediterranean region and the Balkans.



Through the establishment of Acropolis, our mission is to create the appropriate environment that will stimulate the Research and Development of high technology products and services, and encourage the collaboration not only among the participating firms but also with specialised agencies that promote the recognition and competitiveness of the Greek ICT sector worldwide.

Acropolis Technology Park will offer excellent infrastructure (a total of 120 thousand square metres of office space) that will also contain communal facilities (conferencing, events venues, meeting spaces, teleconferencing areas, lecture theatres, restaurants, etc.) as well as extensive utilities (medical centres, sports centres, recreational spaces, etc.). It is also intended to provide the facilities for the operation of certain University courses and Research Centres specialising in Information Technology and incubators that will support new business ventures and research spin-offs.

The Park will be designed and developed with the uppermost respect to its surrounding environment and utilising the most advanced environmental methods of construction.



Companies want the cost savings of VoIP with the reliability of the PSTN. With the Quintum Tenor you can deliver both.

The Tenor is the only VoIP solution that transparently switches calls between IP and the PSTN to achieve the balance of cost and quality you want.

Tenor provides a complete, low-cost VOIP solution, from the service provider's network to the enterprise premise—not to mention a superior platform for delivering Web-enabled applications. And with its MultiPath Architecture, the Tenor makes implementation fast and easy, without upgrades to legacy systems.

Cut costs—not confidence—with the Quintum Tenor.



1-732-460-9000

www.quintum.com



DISTRIBUTORS FOR GREECE & SURROUNDING COUNTRIES ATHENS: 89, G. Vlachou str, 11525 Greece, Telt-302106777007, Fax:+302106777008, E-maillexis@lexis.gr

THESSALONIKI: 137 K. Karamanli Ave, 54249 Greece, Tel:+302310329350-1, Fax:+302310329352, E-mail: thes@lexis.gr www.lexis.gr

			-		
COMPANY	TELEPHONE	WEB SITE	COMPANY	TELEPHONE	WEB SITE
01 PLIROFORIKI S.A.	210 25 94 600	www.01p.gr	BEST-E	210 62 19 300 - 62 97 490	
2A PLIROFORIKI	210 68 01 024	www.2agroup.gr	BIBLIOSYNERGATIKI S.A.	210 38 13 109	
3NET S.A.	210 32 16 116	www.3net.gr	B-LOGICA SOFT	210 34 22 290	www.blogica.gr
3p SA (MODEL SOFTWARE PRODUCTS)	210 80 62 597		BRIDGE HELLAS S.A.	210 36 92 800	www.moneylinetelerate.com
3PLUS	210 88 21 638 - 88 21 645 - 88 21 806	www.3plus.gr	BRIDGE IT S.A.	210 32 57 564 - 5	www.bridge-it.gr
4M S.A.	210 68 57 200	www.4m.gr	BROKER SYSTEMS S.A.	210 33 67 100	www.bsnet.gr
4M-VK	210 68 57 200	www.4m-vk.gr	BS LOGIC	210 57 75 751 - 741	www.bs-logic.gr
A & N COMPUTERS LTD	210 40 04 438		BSI S.A.	210 64 11 826	www.bsi.gr
A. C. & E. HELLAS S.A.	210 60 68 600	www.ace-hellas.gr	BULL ATS S.A.	210 94 20 700	www.bats.gr
AANKAL	210 99 67 007 - 9	www.aankal.gr	BULL AE	210 92 03 300	www.bull.gr
ABC S.A.	210 94 78 478	www.abc.gr	BUSINESS INNOVATIONS	210 97 65 816 - 7	www.bi.gr
ACCENTURE S.A.	210 67 81 400		BUSINESS LOGIC A.E.E.	210 25 95 090	
ACE ADVANCED CONCEPTS ENTERPISES S.A.	210 80 98 500	www.ace.gr	BUSINESS SOLUTIONS S.A.	281 0 234 800	
ACN	210 68 72 900	www.acn.gr	BYTE ABEE	210 90 02 000	www.byte.gr
ACTIS INFO S.A.	210 94 83 500	www.actis.gr	C.P.S. LTD	210 61 41 981	www.cps-boss.gr
ACTIVE COMPUTER SYSTEMS LTD	210 65 11 202	www.active.gr	CALINO S.A.	210 33 14 542	www.paninfo.gr
ACTIVE NET LTD	210 33 00 969 - 33 07 040	www.activenet.gr	CCS S.A.	210 80 51 730	www.ccs.gr
ADACOM S.A.	210 90 01 150	www.adacom.com	CD-MEDIA S.A.	210 62 33 900	www.cdmedia.gr
ADVANCED BUSINESS SOLUTIONS	210 95 31 283	www.abs.gr	CHRONOS TIME & ACCESS MANAGEMEN		www.chronos.com.gr
ADVANCED CONSULTING	210 34 14 134	azoigi	CIN S.A.	210 25 94 801	www.cin.gr
ADVICE S.A.	210 97 90 000	www.advice.gr	CISCO SYSTEMS HELLAS S.A.	210 61 79 680	www.cisco.com/hellas
AFT	210 72 98 700	www.aft-sa.com	CIVILTECH	210 60 03 034	www.civiltech.gr
AIOLOS NET SA	210 36 36 377	www.ait-sa.com	CLUSTER ATHINA SA	231 0 929 090	www.civiitocri.gi
AIPS CONSULTING	210 25 95 000		CMR LTD	210 88 26 251	www.cmr-net.com
AIS S.A.	210 74 74 100	wanny aio ar	CNG COMMUNICATIONS SA	210 74 73 352 - 6	
		www.ais.gr			www.cng.gr-genesis.gr
ALLAWER COLUTIONS CA	210 85 41 870	www.alfaware.gr	COMPACT S.A.	210 97 10 800	www.compact.gr
ALLWEB SOLUTIONS SA	2221 060 060	www.allweb.gr	COMPAQ COMPUTER LTD	210 61 41 371	www.compaq.gr
ALPHA INFORMATION TECHNOLOGY S.A.	2551 0 38 444	www.alphait.gr	COMPULINK NETWORK S.A.	210 92 82 700	www.compulink.gr
ALPHA LOGIKI	2661 0 40 096	www.alfa.gr	COMPUTER ASSOCIATES HELLAS	210 72 97 800	www.ca.com
ALPHA PLIROFORIKI L.A.F.A.	231 070 05 90 - 3	www.alpha.net.gr	COMPUTER LINE	210 93 10 800 - 4	
ALPHA SOFTWARE S.A.	210 82 57 550	www.alpha-pl.gr	COMPUTER MIND S.A.	210 32 18 778	www.computermind.gr
ALPHASOFT S.A.	210 66 91 551	www.alphasoft.gr	COMPUTER PROJECT SA	210 93 10 795	www.computerproject.gr
ALTcom SA	210 82 04 330	www.altcom.gr	COMPUTER SOLUTIONS	210 77 11 527	www.csl.gr
ALTEC S.A.	210 68 72 200	www.altec.gr	COMPUTER STUDIO SA	210 97 06 852	
AMY	210 61 33 000	www.amy.gr	COMSYS S.A.	210 92 41 486	www.comsys.gr
ANACO LTD	210 96 00 915	www.anaco.gr	COMVOS NET S.A.	210 80 66 633	www.comvos.net
ANALYSIS INTEGRATED SYSTEMS	210 93 01 300	www.analysis.gr	CONCEPTUM S.A.	210 88 38 858	www.conceptum.gr
ANASTASIADIS CH. LTD	210 57 73 241 - 57 69 798 - 57 73 795		COSMOLINE S.A.	210 81 26 000	www.cosmoline.gr
ANCO	210 92 09 200	www.anco.gr	COSMO-ONE HELLAS MARKETSITE S.A.	210 60 19 040	www.cosmo-one.gr
ANIXTER GREECE NETWORK SYSTEMS LTD	210 74 70 145	www.anixter.gr	COSMOS BUSINESS SYSTEMS SA	210 64 92 800	www.ecosmos.gr
APOLLO SA	210 74 89 200	www.apollo.gr	COSMOTE	210 61 77 777	www.cosmote.gr
APOPSI S.A.	210 46 29 300	www.apopsi.gr	COSMOTECH	2731 0 82 220	www.cosmotech.gr
APPLIED TECHNOLOGY	210 92 42 072	www.pouliadis.gr	CPI S.A.	210 48 05 800	www.cpi.gr
ARCHETYPON	210 95 36 410	www.archetypon.gr	CREATIVE MARKETING SA	210 66 46 764	www.creative.gr
ARCHIMEDES BARCODE SOLUTIONS SA	210 95 78 148	www.archimedes.gr	CRITICAL PUBLICS S.A.	210 81 45 410	www.criticalpublics.com
ARCHIMEDIA S.A.	210 98 50 226	www.archimedia.gr	CRYPTO	210 61 22 513	www.crypto.gr
ART LTD	210 82 28 568	www.art-cad.gr	CRYSTAL PLIROFORIKI	210 82 19 974	
ART TEC LTD	210 97 00 902	www.arttec.gr	CUBUS HELLAS LTD	210 67 25 144	www.cubushellas.gr
ARXIS LTD	210 82 53 601-2	www.arxis.gr	CYBERTECH INFORMATION SYSTEMS LTD	210 98 16 094	www.cybertechgr.com
ASR S.A.	210 99 49 093	www.asr.gr	D.D.SYNERGY HELLAS SA	210 68 35 043 - 4	www.ddsynergy.gr
AT & T GLOBAL SERVICES HELLAS LTD	210 68 56 222	www.att.com	DAKOS S.A.	210 99 35 512	www.dakos.gr
ATEX ELECTRONICS	210 90 22 003	www.atex.gr	DATA COMMUNICATION S.A.	210 61 32 230	www.datacomm.gr
ATHENS TECHNOLOGY CENTER	210 68 55 560	www.atc.gr	DATA CONCEPT - Engineering Applications		www.dataconcept.gr
ATKOSOFT S.A.	210 67 72 500	www.atkosoft.com	DATA CONCEPT - Engineering Applications DATA EXPERTS	2841 0 83 000	www.dataconcept.gr
AVIA ELECTRONICS	210 27 23 950 - 27 17 530		DATABLUE S.A.	210 94 80 670	www.dataexperis.gr
		www.avia.gr			
BASIS	210 77 76 833, 74 88 781 - 5		DATACRETA	281 0240 013	www.datacreta.gr

ENGLISH EDITION 2003

COMPANY	TELEPHONE	WEB SITE	COMPANY	TELEPHONE	WEB SITE
DATALEX S.A.	210 66 11 220	www.datalex.gr	GENNADEIOS PUBLICATIONS	210 99 37 645 - 99 37 646	www.genadios.edu.gr
DATAMATION COMPUTER CONSULTING & APPLICATION	S210 61 22 184	www.datamation.gr	GLOBO TECHNOLOGIES SA	210 64 66 008	www.globo.gr
DATAMED HEALTHCARE INTEGRATOR S.A.	210 80 56 700	www.datamed.gr	GNOSIS COMPUTERS	2231 024 445 - 45 468	www.gnosis.gr
DATAMEDIA S.A.	210 94 96 100	www.datamedia.gr	GRAAL S.A.	210 33 90 481 - 4	www.graal.gr
DCCOMP	210 54 52 572	www.dccomp.gr	GREEK GEEKS LTD	210 65 95 600	www.fdsweb.com
DCW SOFTWARE HELLAS S.A.	210 28 56 564 - 6	www.dcw-software.com	HELLAS NET S.A.	210 95 59 500	www.hellasnet.gr
DEAL-FX SA	210 89 82 810	www.deal.com	HELLAS ON BUSINESS	210 92 15 101	www.hellasob.com
DECISION SYSTEMS INTEGRATION SA	210 92 99 500	www.decision.gr	HELLAS ON LINE	210 62 96 300	www.hol.gr
DELTA SINGULAR S.A.	210 64 79 600	www.deltasingular.gr	HELLENIC COMPANY FOR SPACE APLLICATIONS S.A	210 25 27 430	www.hcsa.gr
DESPEC HELLAS S.A.	210 48 99 000	www.despec.gr	HELLENIC TELECOMMUNICATIONS ORGANISATION S	A 210 34 65 199	
DESPEC MULTIMEDIA SYSTEMS SA	210 94 80 000	www.despecmulti.gr	HELP DESK SA	210 94 00 646	www.helpdesk.gr
DIADIKASSIA S.A.	210 67 29 040	www.diadikasia.gr	HIPAC	210 93 70 265	www.hipac.gr
DIENEKIS PLIROFORIKI S.A.	210 60 17 381 - 60 17 569 - 60 18 980	www.dienekis.gr	HIT S.A.	210 88 47 420	1
DIGIMARK S.A.	210 25 88 666 - 667	www.digimark.gr	HITECH CONSULTANTS S.A.	210 95 76 210	www.hicon.gr
DIGITAL MEDIA S.A.	210 28 42 727	www.digitalmedia.gr	HOME NET HELLAS SA	210 36 10 589	
DIKTYO	231 0422 005	******agicarriodic.gr	HP	210 80 91 100	www.hp.com
DREAMTECH LTD	210 77 71 832	www.dreamtech.gr	HYPERION SA	210 64 53 600	www.hyperion.com.cy
EDPS SA					
EGLEZAKIS IMAGING SA	210 89 93 660 210 95 77 030	www.edps.gr	HYPERSYSTEMS I LEARN SA	210 21 12 370 210 69 02 600	www.hypersystems.gr www.newhorizons.gr
		www.eglezakis.gr			•
ELEA LTD	210 38 02 335	www.elea.gr	IAPETOS	210 36 13 333	www.iapetos.gr
ELETCROTECNICA	210 41 34 533 - 41 27 512 - 41 33 766	www.electrotecnika.gr	IBM HELLAS S.A.	210 68 81 111	www.ibm.com/gr
ELLINIKI EPISTIMONIKI	210 92 03 500	www.e-e.gr	IDEAL ACROPOLIS	210 95 72 720	www.acropolis.net
ELLINIKI ETAIREIA PLIROFORIKIS S.A.			IDEAL AGNATIA	231 0522 542 - 502 999	www.ideal.gr
ELLINIKI ORGANOTIKI-D.GALERIDIS & Co.	210 52 30 355	www.hotech.gr	IDEAL ELECTRONICS S.A.	210 95 51 700	www.ideal.gr
ELMI SYSTEM S.A.	210 20 23 475 - 20 14 060	www.elmisystems.gr	IDEAL ENTROPIA	210 92 48 105	www.iboom.net
E-MICROLAND SA	210 64 78 500	www.eml.gr	IDEAL IPIROU	2651 0 67 100	www.ideal.gr
EMPHASIS SYSTEMS S.A.	210 99 49 690	www.emphasis-systems.gr	IDEAL OLYMPIA	261 0361 240	www.ideal.gr
EMPIROGNOMON S.A.	261 0340 474		IDEAL SOLUTIONS	210 95 51 700	www.ideal.gr
ENCODE S.A.	210 61 78 410	www.encode.gr	IDEAL SYSTEMS S.A.	210 51 90 500	www.idealsystems.gr
ENTERSOFT A.E.	210 95 25 001	www.entersoft.gr	IFS HELLAS S.A.	210 74 86 590	www.ifs.gr
e-ON INTEGRATION S.A.	210 60 18 700	www.e-on.gr	IMF LTD	210 69 82 471 - 69 82 472	www.imf.gr
EPAFOS LTD	210 69 90 401	www.epafos.gr	IMPROVE	210 99 67 111	www.improve.gr
EPOGRAF LTD	210 67 41 427	www.epograf.gr	INDELEC EUROPE S.A.	210 80 28 105	www.indelec.gr
EQUANT GREECE	210 68 82 800	www.equant.gr	INFOCAD SA	210 68 04 873 - 5	www.infocad.gr
EREVNITES SA	210 52 34 232		INFOCENTER SA	210 65 23 330	www.infocenter.gr
ERGOMEDIA	210 61 79 108, 010 61 79 111-112	www.ergomedia.gr	INFOGRAPH LTD	210 33 90 760	www.infograph.net
ERGON IRIS S.A.	231 0469 250	www.iris.gr	INFOGROUP BUSINESS CONSULTANTS S.A.	210 32 23 630	www.infogroup.gr
ESCAPE HOLDING S.A.	210 80 37 610	www.escapesolutions.gr	INFOKRAFT	210 51 56 100	www.infokraft.gr
ETHNODATA S.A.	210 48 06 812	www.ethnodata.gr	INFOLAB LTD	210 65 44 693 - 65 48 124	www.infolab.gr
ETHNOPLAN ERP SERVICES S.A.	210 48 06 823	www.ethnoplan.gr	INFOMAP SA	210 67 56 008 - 67 56 079	www.infomap.gr
EURISKO	210 75 69 840	www.eurisko.gr	INFO-QUEST S.A.	210 92 99 400	www.quest.gr
EUROCOM EXPERTISE SA	210 66 80 300	www.eurocom.gr	INFORMATICS COMPUTERS	210 23 70 300	www.informatics.gr
EUROELECTRONICS S.A.	210 67 96 600	•	INFORMATION DYNAMICS SA	210 99 31 331	www.iiiioiiiiaucs.gi
		www.euroelectronics.gr	INFORMATION POWER SA		
EUROPEAN DYNAMICS SA	210 80 94 500	www.eurodyn.com		231 0 554 099	
EUROPROM TELECOMMUNICATIONS SA		www.europrom.gr	INFORMER S.A.	210 92 42 635	www.informer.gr
E-VISION S.A.	210 94 78 578	www.e-vision.gr	INFOSERVE	210 25 95 300	www.infoserve.gr
EXCESS INFORMATION SYSTEMS SA			INFOSYSTEMS LTD	210 72 37 320	
EXELIXI	210 93 10 549	www.exelixi-data.com	INFRATEC S.A.	210 68 59 645 - 8	www.infratec.gr
EXODUS S.A.	210 74 50 300	www.exodus.gr	INNOVART SA	210 80 68 100 - 80 68 107 - 80 68 108	www.innovart.com
EXONET COMMUNICATIONS S.A.	210 64 90 000	www.exonet.gr	INT ELECTRONICS	210 92 44 505	www.int.gr
EXPERTNET SA	210 67 85 000	www.expnet.gr	INTE*LEARN	210 95 91 810	www.inteleam.gr
FIBER SYSTEMS & NETWORKS SA	210 21 37 500 - 5	www.fiber.gr	INTEL HELLAS SA	210 67 52 000	www.intel.com
FINATEC SA	210 95 71 206 - 7, 010 95 71 747	www.finatec.gr	INTELAXIS SA	210 95 31 080-1	
FIT S.A.	210 74 59 700	www.fit.gr	INTELLISOFT EΠE	210 68 96 616	www.intellisoft.gr
FORTHNET S.A.	210 95 59 000	www.forthnet.gr	INTER ENGINEERING	2410 67 00 30	www.inter.gr

COMPANY	TELEPHONE	WEB SITE	COMPANY	TELEPHONE	WEB SITE
INTERGRAPH HELLAS SA	210 67 29 091 - 3	www.intergraph.gr	MICROELLAS SA	210 52 30 742 - 52 22 444	www.micropolis.gr
INTERNET HELLAS S.A.	210 81 13 000	www.internet.gr	MICROLAND COMPUTERS	210 82 04 500	www.eml.gr
INTERSONIC S.A.	210 24 61 438	www.intersonic.gr	MICROSOFT HELLAS S.A.	210 61 51 200	www.microsoft.com/hellas
INTERSYS SA	210 95 54 000	www.intersys.gr	MLS LASERLOCK S.A.	231 0 929 090	www.mls.gr
INTERTECH SA	210 96 92 300	www.intertech.gr	MODULAR SOFTWARE SA	210 42 85 664 - 95 07 000	www.modular.gr
INTRACOM S.A.	210 66 71 000 - 66 79 000	www.intracom.gr	MODUS SA	210 94 14 900	www.modus.gr
INTRACONNECT S.A.	210 28 55 830	www.intraconnect.gr	MPAMPE MARIANNA	210 24 86 086 - 24 86 087	
INTRALOT S.A.	210 61 56 000	www.intralot.com	MULTICOM SA	210 61 41 106 - 115	www.multicom.gr
INTRAWAY LTD	210 33 00 396	www.intraway.gr	MULTILAND	210 61 25 880	www.multiland.gr
IPIROTIKI SOFTWARE & PUBLICATIONS S.A.	210 51 53 582	www.ipirotiki.gr	MULTIMEDIA SYSTEMS CENTER SA	2821 0 88 447	www.multimedia-sa.gr
IPS S.A.	210 66 94 500	www.lnformPS.gr	MULTISOFT S.A.	210 49 41 400	www.multisoft.com.gr
ISI HELLAS SA	210 96 47 756		MY MULTI SHOP	210 51 93 800	www.mymultishop.gr
ISONET SA	210 92 70 691 - 4, 210 92 70 360 - 3	www.isonet.gr	NASAINAS G. & Co.	2751 0 61 572	www.acumen.gr
IST	210 38 40 840	www.ist.com.gr	NCR HELLAS S.A.	210 94 75 700	www.ncr.com
ISTOS NET	210 64 59 172	www.istos.com	NET SALES	210 92 47 530	www.net-sales.gr
ITCC SA	210 98 10 860		NETSMART S.A.	210 33 02 608	www.netsmart.gr
ITEC ΚΕΚ ΠΛΗΡΟΦΟΡΙΚΗΣ SA	210 94 84 800	www.itec.edu	NETWAVE S.A.	210 99 37 377	www.netwave.gr
ITS Intelligent Technology Systems SA	210 62 45 100 - 62 45 102	www.aes.gr	NETWORK ADVISORS SA	210 69 84 675 - 8	
KANAKIDIS SA	2821 053 323		NEWSPHONE HELLAS SA	210 94 72 222	www.newsphone.gr
KESTREL INFORMATION SYSTEMS SA	210 67 47 000	www.kestrel-is.gr	NEXTSOFT	210 50 65 031	www.nextsoft.gr
KEY SYSTEMS SA	210 68 39 090	www.keysystems.gr	NIGICO	210 98 55 084	www.nigico.gr
KEYSTONE	210 86 61 142 - 86 61 159	www.keystone.gr	NIKAM	210 67 12 153	www.nikam.gr
KINTEC SA	210 89 58 634		N-TOPOS S.A.	210 67 72 600	www.aes.gr
KNOWLEDGE S.A.	210 25 95 200	www.knowledge.gr	OIKONOMOU COMPUTER SYSTEMS	2221 0 78 751	
KOPAR SA	210 82 04 000		OK SYSTEMS	210 94 07 440 - 1, 210 36 22 743	www.oksystems.com
LAVISOFT S.A.	210 66 91 551	www.lavisoft.gr	OKTABIT SA	210 60 11 901	
LEXIS PLIROFORIKI	210 67 77 007	www.lexis.gr	OMIROS MULTIMEDIA	210 36 38 562 - 38 31 455	www.omiros.gr
LH LOGISMIKI	210 38 37 260		OMNIS ON LINE HELLAS SA	210 95 61 616	www.globalsign.gr
LIBECOM SA	210 66 88 000	www.libecom.gr	ONEWORLD S.A.	210 81 13 200	www.oneworld.gr
LINOMEDIA S.A.	210 95 77 131	www.lino.gr	OPEN SYSTEM SOFTWARE	210 72 33 622	www.opensystem.gr
LOGIC DATA	210 99 58 503 - 504	www.logicdata.gr	OPENTEC	210 68 49 276	www.opentec.gr
LOGICDIS GLOBAL SERVICES SA	210 95 37 646	www.gloabalservices.gr	OPTICOM	210 81 25 600	www.opticom.gr
LOGICDIS S.A.	210 25 95 000	www.logicdis.gr	OPTIMEDIA INTERACTIVE SYSTEMS O.E	. 210 95 78 294	www.optimedia.gr
LOGICIN	210 25 95 200	www.logicin.gr	OPTIMUM SA	210 86 70 234	www.optimum.gr
LOGICOM S.A.	210 60 08 903	www.LOGICOM.gr	OPTIMUM SOFTWARE	210 93 74 470 - 2	www.optimumsoftware.gr
LOGIN LTD	210 65 60 360	www.login.gr	ORACLE HELLAS	210 67 89 200	www.oracle.gr
LOGIN SA	241 0 670 060	www.login.net.gr	OROSIMO INFORMATION SYSTEM S.A.	231 0 805 205-9	www.orosimo.com.gr
MACEDONIAN PERIPHERALS S.A.	231 0 330 030	www.makper.gr	ORTHOLOGY CONSULTING LTD	210 60 80 091	www.orthology.gr
MACS Ltd	210 99 41 048	www.macs.gr	OSYS I.T. S.A.	210 93 56 640	www.osysit.gr
MAGENTA LTD	801 11 711 711	www.magenta.gr	OTENET SA	210 61 51 600	www.otenet.gr
MANCOM SA	210 64 70 137	www.mancom.gr	OTS S.A.	231 0 555 045	www.ots.gr
MARINTER S.A.	210 46 11 157	www.marinter.gr	PAN DACOM HELLAS S.A.	210 68 48 860	www.pandacom.gr
MATECH SA	210 48 05 400	www.matech.gr	PANOU GROUP	210 69 94 030	www.panou.gr
M-DATA S.A.	210 99 62 680	www.mdata.gr	PANSYSTEMS SA	210 95 71 971	www.pansystems.gr
MDI S.A.	210 48 04 500	www.mdi.gr	PAPASAVVAS M. S.A.	210 94 00 758	www.papasavas.gr
MDM S.A.	210 67 76 891 - 3	www.mdm.gr	PAPASOTIRIOU S.A.	210 33 23 300	www.papasotiriou.gr
MEDITERRANEAN ADVANCED SYSTEMS SA	210 95 57 700	www.ideal.gr	PC NETT COMPUTERS	210 25 85 965-980	www.pc-net.gr
MEGABIT	210 51 28 300	www.megabit.com.gr	PC SERVICES	210 52 34 231 - 52 48 086	www.pcservices.gr
MEGASOFT AE	210 57 57 493	www.megasoftgr.gr	PC SYSTEMS SA	210 80 02 300 - 80 69 333	www.pcsystems.gr
MEKANOTEKNIKA	210 97 60 036	www.mekanoteknika.gr	PERFORMANCE TECHNOLOGIES SA	210 93 17 210	www.performance.gr
MELLON TECHNOLOGIES	210 33 12 500	www.mellon.com.gr	PERSONAL COMPUTER SYSTEMS	210 42 91 303 - 42 91 234 - 42 91 371	
MEMO COMPUTERS	2821 0 27 800 - 2	www.memo-computers.com	PETZETAKIS.COM	210 99 60 150	www.smartdom.com
MENTOR HELLAS LTD	210 60 31 121		PLAISIO COMPUTERS S.A.	210 28 92 275	www.plaisio.gr
METRAK SA	210 72 20 430		PLANET FOUR NETWORKING S.A.	210 80 50 260	www.cbnetworks.gr
METROSOFT PLIROFORIKI LTD	210 92 41 728	www.byte.gr	PLANNING S.A.	210 61 83 800	www.planning.gr
MICROCHIP LTD	210 99 63 100		PLIKTRO SOFTWARE S.A.	210 68 42 098	www.pliktro.gr

ENGLISH EDITION 2003

COMPANY	TELEPHONE	WEB SITE	COMPANY	TELEPHONE	WEB SITE
POSITRON S.A.	210 61 43 972	www.positron.gr	SYMPAN	210 32 44 087 - 8, 210 32 14 507	www.synpan.gr
POSTSCRIPTUM	210 72 99 288 - 89	www.postscriptum.gr	SYNAPSIS S.A.	210 32 22 008	www.synapsis.gr
PRINTEC S.A.	210 92 09 000	www.printecgroup.com	SYNED	210 66 02 200	www.syned.gr
PROFESSIONAL COMPUTER SERVICES SA	210 28 56 200	www.pcs.gr	SYNERGY SYSTEMS S.A.	210 25 89 020 - 080	www.synergy.gr
PROFILE	210 93 01 200	www.profile.gr	SyNET S.A.	210 61 29 500	www.synet.com.gr
PROGRAMMA COMPUTING CENTER INC.	210 92 13 205		SYNTAX I.T. INC	210 65 43 100	www.syntax.gr
PROJECTA SA	210 92 23 147 - 68 72 000		SYSCO S.A.	210 92 45 801 - 5	www.sysco.gr
PSP	210 48 11 973		SYSCOM S.A.	210 45 24 548	www.syscom.gr
PYLONES HELLAS S.A.	210 74 83 700	www.pylones.gr	SYSTEM SOFT	210 90 20 002	www.systemsoft.gr
QIRDC S.A.	210 52 44 409		SYSTEMA INFORMATICS S.A.	210 67 43 243	www.systema.gr
QUALITY & RELIABILITY S.A.	210 65 20 011	www.qnr.com.gr	SYSTEMS DEVELOPMENT &		
RADIANT TECHNOLOGIES SA	210 94 00 936	www.radiant-tech.gr	SUPPORT HOUSE OF CAPITAL MARKET S.A.	210 33 14 320	www.asyk.ase.gr
RAINBOW COMMUNICATIONS LTD	210 90 12 892	www.rainbow.gr	TAKIS G. ZARIFOPOULOS S.A.	210 27 13 970	www.zarifopoulos.com
RAINBOW COMPUTER S.A.	210 90 12 892	www.rainbow.gr	TASIS	210 28 55 200	www.taseis.gr
RAINBOW SERVICES S.A.	210 90 29 216	www.rainbow.gr	TECHNOFOT S.A.	210 32 28 301	www.technofot.gr
RAINBOW TRAIN LTD	210 90 29 208	www.rainbow.gr	TECHNOKIDS - TECHNOPLUS	210 98 51 173	www.technoplus.gr
REAL CONSULTING S.A.	210 63 81 000	www.realconsulting.gr	TECHNOPOLIS	210 97 92 577 - 9	www.open.gr, www.techlink.gr
REAL TIME SOFTWARE LTD	210 38 07 563 - 64 50 372 - 64 50 375	www.realtime.gr	TEKA SYSTEMS	210 95 84 035	www.teka.gr
RSS S.A.	210 92 48 423	www.rss.gr	TELENAVIS HELLAS SA	210 81 24 111	www.telenavis.com
S.R.B.	210 21 43 700	www.srb.gr	TELSYS S.A.	210 92 83 731	www.telsys.gr
SAP	210 94 73 800	www.sap.com/greece	TESAE	210 74 88 705	www.tesae.com
SATSPEED LTD	261 0 224 252	www.satspeed.gr	THE HAPPY PEOPLE Co.	210 41 95 000	www.thehappypeople.com
SCAN GROUP SAIC	210 77 52 802		THOMSON-CSF SA	210 74 55 600	
SCHLUMBERGERSEMA HELLAS S.A.	210 68 89 000	www.slb.com	TRANCREDIT SA	210 68 56 110	www.transcredit.gr
SCICOM S.A.	210 28 43 000	www.scicom.gr	UNIBRAIN S.A.	210 66 40 580	www.unibrain.com
SENA S.A.	210 27 19 710	www.sena.gr	UNICONSULTING	210 36 76 000	www.uniconsulting.gr
SIEM	210 72 99 571	www.siem.gr	UNIDATA	210 52 02 600	www.unidata.gr
SIEMENS SA	210 68 64 200 - 1	www.siemens.gr	UNISYSTEMS S.A.	210 33 85 000	www.unisystems.gr
SILICON TECHNOLOGIES	210 61 52 600	www.silicon.gr	UNIXFOR S.A.	210 99 52 103	www.unixfor.gr
SILK ROUTE TELECOMMUNICATION S.A.	210 99 59 931	www.silkroute.gr	VALUENET SA	210 82 56 956 - 9	www.valuenet.gr
SIMPLESOFT	210 92 35 611	www.simplesoft.gr	VECTOR S.A.	210 94 83 170 - 190	www.vector.gr
SMARTEC S.A.	210 58 20 000	www.smartec.gr	VELLUM SA	210 94 16 622	www.vellum.gr
SOFRAGEM HELLAS	210 92 30 304	www.sofragem.gr	VELTI SA	210 68 36 206	www.velti.net
SOFTECON ABEE	210 82 53 803	www.softecon.gr	VIOTRAST	231 0 592 592	www.pouliadis.com
SOFTONE TECHNOLOGIES S.A.	210 94 84 790	www.softone.gr	VIVODI TELECOM S.A.	210 88 93 800	www.vivodi.gr
SOFTWARE HARDWARE SYSTEMS LTD	210 33 04 500 - 504		VLACHOPOULOS C. S.A.	210 28 96 600	www.vlachopoulos.gr
SPACE HELLAS S.A.	210 65 04 100 - 65 47 400	www.space.gr	VODAFONE	210 61 60 000	www.vodafone.gr
SPACENET	210 65 04 244	www.spacenet.gr	WEIRD APPLICATIONS & DEVICES	210 41 95 000	www.vservers.gr
STAMATIOU CONSULTANTS	210 98 13 425	www.stamatiou-cons.gr	WINCOR NIXDORF	210 61 72 100	www.wincor-nixdorf.gr
STET HELLAS	210 61 58 000	www.telestet.gr	WORLDSITES	210 95 95 312	www.worldsites.gr
STIRIXIS S.A.	210 33 01 936	www.stirixis.gr	XEROX HELLAS	210 93 11 000	www.xerox.gr
SUN MICROSYSTEMS	210 61 88 101	www.sun.gr	YELLOW NET ROAD S.A.	210 811 46 22	www.yellownetroad.com
SUNSOFT LTD	210 93 17 811	www.sunsoftgr.com	ZENON	210 60 41 582	www.zenon.gr
SYMMETRICS S.A.	210 67 42 090	www.symmetrics.gr	ZEUS CONSULTING S.A.	261 0622 655	www.zeusconsult.gr

NON VOTING MEMBERS

COMPUTER SCIENCE & EDUCATION (C.S.E.)2551 0 81 850 261 0 225 073 www.cti.gr EDITIONS KASTANIOTIS 210 33 01 208 www.kastaniotis.com 281 0 391 655 www.ite.gr FOUNDATION OF THE HELLENIC WORLD 210 34 22 292 www.ime.gr KALOFOLIAS GROUP S.A. 210 61 06 006 - 61 99 400 www.express.gr LIVANI PUBLISHING ORGANIZATION SA 210 36 61 200 www.livanis.gr METAHOLDING S.A. 210 99 84 900 www.metaholding.gr

SONY HELLAS 210 67 77 701 www.sony.gr

VIDEORYTHMOS 210 95 33 321 - 95 87 507 - 95 97 560

IEK AKMI SA 210 82 24 074 www.iek-akmi.gr