

ТЕХНОМА / TEHNOMA

19 - 23.10.2010

36. Меѓународен саем на металургија, електроника, неметали и градежништво, енергетика, обезбедување и заштита

36. International Trade Fair of Metallurgy, Electronics, Non-Metals and Build and Construction, Security and Protection

МАКИНОВА / MAKINOVA

30. Меѓународна изложба на иновации

11. Меѓународен саем на занаетство и мало стопанство

30. International Exhibition of Inventions

11. International Fair of Handcrafts and Small-Scale Industry



Скопски саем 60 years
Skopje Fair



ERA
GROUP

Италија Енерџи Партнер



Недела на италијанските мали и
средни претпријатија во Македонија



Амико, Македонија, Италија
Општина Партнерство



Ministero dello
Sviluppo Economico

PROGRAMME



Tribunes are part of the activities in the framework of
"Macedonia Energy Week 2010"

19.10.2010, Tuesday

11:00

OFFICIAL OPENING (Skopje Fair, Metropolis Arena)

12:30 – 15:00

TRIBUNE: IMPROVEMENT OF POLICY FRAMEWORK AND BUSINESS CLIMATE
FOR ATTRACTING ENERGY INVESTMENTS
(Skopje Fair, Congress Center, Business Hall)

Partner: Energetika.NET



Energetika.NET

časnik o energetiki

Moderators:

Mrs. Alenka Zumbar Klopčič, Energetika.NET, Republic of Slovenia

Prof. D-r Konstantin Dimitrov, MACEF, Republic of Macedonia

Prof. D-r Marjan Bojadziev, University American College Skopje

12:30 – 13:15

PART 1: INTRO session

Representative, Ministry of Economy of the Republic of Macedonia

Representative, Ministry for Environment and Physical Planning of the Republic of Macedonia

Mr. Dimitar Petrov, President of Energy Regulatory Commission, Republic of Macedonia

MSc. Ognen Dimitrov, Energy Department, City of Skopje, Republic of Macedonia



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13:15 – 14:30

PART 2: MONEY CAN FIND THE WAY BUT, WHAT DO INVESTORS NEED?

Mr. Leonid Ristev, Karanić-Nikolić Law Office, Republic of Slovenia

Mr. Simon Smolnikar, Inea, Republic of Slovenia

Mr. Viktor Mizo, Agency for Direct Foreign Investments of Republic of Macedonia

Mr. Edward La Farge, Western Balkans Sustainable Energy Credit Line Facility

Mr. Goran Hristov, Hidroeko (Investor in RES)

Mr. Georgi Hadzi Manev, EVN Macedonia

Mr. Matija Push, manager of RES in HIDRIA d.d., Ljubljana, Republic of Slovenia

14:30 – 14:45

Discussion

14:45 – 15:00

Coffee break & Networking

20.10.2010, Wednesday

ITALIAN SMEs DAY (Skopje Fair, Hall 5)

Италија Земја Партнер



The week of Italian Small and Medium Enterprises in Macedonia



*Ministero dello
Sviluppo Economico*



10:00 – 12:30

Italian Pavilion, Space AMICO: International Workshop 1
Topic: Environment

13:00 – 15:30

Italian Pavilion, Space AMICO: International Workshop 2
Topic: Sustainable Constructions

16:00 – 18:30

Italian Pavilion, Space AMICO: International Workshop 3
Topic: Renewable Energies

10:30 – 15:00

TRIBUNE: GOOD PRACTICES AND EMERGING BUSINESSES & PROFESSIONS IN THE FIELD OF ENERGY EFFICIENCY (EE) AND RENEWABLE ENERGY SOURCES (RES)
(Skopje Fair, Congress Center, Diplomatic Hall)



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Moderators:

Ass. Prof Makedonka Dimitrova, MACEF/ University American College Skopje

Prof. D-r Arsen Arsenov, Faculty for Electro-Technical and Information Technologies, Skopje

10:00 – 10:30

Registration

10:30 – 11:30

PART 1.

Mr. Ljupco Trajkovski, ESCO Fonko (Geothermal pumps)

Prof. D-r Radmil Polenakovic, Business Start up Center, Faculty of Mechanical Engineering Skopje

Mr. Zoran Trajkov, EKO SKOLAR, Skopje

Prof. d-r Ilija Najdovski, SOLAR PLASMA, Skopje

Mr. Ilija Sazdovski, Project Manager in UNDP Macedonia

Ms. Tanja Bogatinova, VIG OTSKI Association of Citizens, Skopje

12:00 – 12:30

Coffee break

12:30 – 14:30

PART 2.

Mr. Gino Verrocchi, Project WidetheSEE by SuccMode (EU Best Practices)

Ms. Iskra Tikvarovska, EVN Macedonia, the School Service Project

Mr. Marjan Bojevski, REHAU Skopje

Ms. Zoran Kostov, HABITAT for Humanity, Macedonia

Mr. Slavko Mitovski, Municipality of Kiselova Voda

Mr. Ljupco Dimov, Municipality of Karpos, Street Lighting EE Project

Mr. Todor Kusevski, GEOTERMA Kocani, Macedonia

14:30 – 15:00

Discussion

21.10.2010, Thursday

INNOVATION DAY (Skopje Fair, Congress Center, Diplomatic Hall)

10:00 – 10:30

Registration

10:30 – 11:15

Presentation:

COMMERCIALIZATION OF INNOVATION – US EXPERIENCE

Content:

- How to value an early stage innovative business that does not have any or not very much revenue
- Due diligence in an early stage innovative company

Presenter: Dr. Clyde Musgrave, USA*

11:15 – 11:30

Discussion

** Dr. Clyde Musgrave has big experience in commercialization of innovations and also in venture creation. He is innovator by himself too. He has patents of his own and he has gone through all the stages of commercialization.*

He has coached more than 70 technology companies. He was Chief Technological Officer in his company that was sold to Siemens for staggering 1.2Billion USD. He is presenting his experience in ways for attracting investor or strategic partner but also some critical aspects of the deal that innovator should know.

11:30 – 12:15

Presentation: FINANCIAL POSSIBILITIES FOR INOVATIONS

Content: - CIP (Competitiveness and Innovation Framework Programme)
- FP7 (Seventh Framework Programme)

Presenter: Representative of MCA 2000* (Management Consultant Association)

12:15 – 12:30

Discussion

** MCA 2000 is a nongovernmental and nonprofit organization which represents the consultants from registered companies in Macedonia that provide consulting services, consultants from international consulting companies that work on the territory of Macedonia and individuals and independent consultants who offer consultancy. MCA 2000 is holder of the prestigious CMC certification - Certified Management Consultant - an international brand and mark of qualification and represents evidence of the highest standards in management consulting and adherence to the code of ethics of the profession.*

22.10.2010, Friday

(Skopje Fair, Congress Center, Diplomatic Hall)

11:00 – 13:00

Slovenian – Macedonian Business Forum: B2B meetings

13:00 – 13:45

Presentation: MIK Celje, Republic of Slovenia

** MIK Celje is a leading producer of PVC, aluminum and wooden joinery, as well as a provider of complete solutions for glazing. For 20 years of existence, Mik Celje has grown into a company with over 200 employees and 17% market share of PVC systems in Slovenia. In addition, the company also deals with the construction and wholesale of garage doors and carpentry for fire protection, pictures frames and other galery inventories, investment activities and management of real estate.*

B2B meetings (20 – 22.10.2010)

Skopje Fair / ERA Group is organizing **B2B meetings** between the interested companies and related counterparts.

The aim of organizing such meetings is to have more business opportunities enhanced as well as possible partnerships among the Macedonian and other domestic and foreign companies being present at TEHNOMA 2010.

More information on the INFO DESK for B2B meetings at the entrance of Hall 1. or at the Congress Center...

www.eragrupa.mk
www.skopjefair.com.mk
www.humanopolis.mk

**Where?
... at Skopje Fair**



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