

# The role of SEPE in the Greek

**T**he Federation of Hellenic Information Technology & Communications Enterprises (SEPE) is a non-profit organisation, established in 1995. Over 450 companies are currently members of SEPE and collectively they 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 Telecommunication in Greece and to enlarge the IT and Telecommunication (ICT) Industry's market. SEPE also represents the interests of the Greek ICT Enterprises vis-à-vis the Greek Government, the European Commission and other bodies of influence.

## SEPE's IMPERATIVES

SEPE is an advisor to many national and international bodies, as well as the 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 all.
- ▶ 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



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- ▶ 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.

## JOINT VENTURES, INTERNATIONAL ALLIANCES AND INVESTMENT IN THE ICT INDUSTRY

SEPE represents the interests of the Greek ICT Enterprises via its membership to the World IT and Services Alliance

(WITSA), the European IT Services Association (EICTA), the International Telecommunication Union (ITU) and other bodies of influence.

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 via fairs, business projects and export promotion programs.

The Greek economy and the enterprises of the ICT Industry will focus their efforts on two main challenges:



1 The first challenge is to capture the opportunity of leveraging funds and investments for the modernization of the Greek Enterprises, especially SME's. This effort will strengthen the ability of the Greek ICT industry to participate in joint ventures and international alliances from a much better position than now.

2 The second challenge, which comes as a second step, is to expand more aggressively the relative businesses and investments outside Greece mainly in the South East European area.

## SEPE'S INITIATIVES FOR ICT DEVELOPMENT IN SOUTHEASTERN EUROPE

Greece is well placed within the South East European region culturally and geographically. The participation of Greece in this region, as a full member of the European Union and the Euro zone, provides significant economic advantages as well. Therefore Greek ICT enterprises are working towards capitalising the above advantages accordingly.

The most important of those activities is the ISIS project. Under 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 organisations within South-eastern Europe as well as the European Union.

## SEPE'S COMMITTEES

### COMMITTEE FOR PUBLIC SECTOR ICT PROJECTS FOR THE INFORMATION SOCIETY

The main focus of the Committee is to advise Public Administration Organisations in the design of ICT projects and their procurement process. The Committee also undertakes research projects for issues relative to the successful implementation of the Operational Programme for the information Society and presents findings in cross-collaborative fora between State and ICT Enterprises.

### COMMITTEE FOR PRIVATE SECTOR PROJECTS

This Committee is tasked with advising Public Sector Organisations in the design and deployment of ICT projects that call for the engagement of the Greek Private Sector in order to boost their e-enablement, increase their productivity and competitiveness and grow the importance of e-commerce.

### COMMITTEE FOR INTERNET AND VALUE ADDED SERVICES

The main focus of this Committee is to advise Public Sector Organisations

in the design and deployment of ICT projects that have a strong G2C (Government to Citizen) element, in the creation of electronic content, in the growth of broadband services as well as the taxation and development incentives required for the increased usage of Internet services.

### COMMITTEE FOR TELECOMMUNICATIONS

This Committee is tasked with monitoring the Telecommunications projects

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undertaken under the Operational Programme for the Information Society and advising for their successful design and procurement process. It also advises on the legal framework for Telecommunications required in Greece and on the harmonisation of EU regulations with the respective Greek regulations in order to assist in the growth

of competitiveness of Telecommunications companies in the Greek market.

### COMMITTEE FOR THE DEVELOPMENT OF SEPE

This Committee is tasked with the development of SEPE, including future outlook and imperatives, objectives and programmes, as well as with growing both the number of SEPE's members and their engagement with SEPE's activities.

SEPE