#### 13th Newsletter



of innovative cost cutting technologies

#### **CROSS-INNO-CUT**

Cross border implementation of innovative cost cutting technologies

## **Project Partners**

Federation of Industries of Northern Greece

Aristotle University of Thessaloniki URENIO Research Unit

South-West University "Neofit Rilski"

Industries Association of Eastern Macedonia

Federation of Industries of Rhodopi

Industrial Association of Petritch

Union of Industry and Manufacture of Xanthi

Industrial Association Karjali







#### CROSS.INNO.CUT Inter-regional conference held in Thessaloniki

The final inter-regional conference focused on the rationale, the approach and the results of the CROSS.INNO.CUT project was held successfully in Thessaloniki on 13 & 14 of May 2013.

The two-day conference entitled: "Inter-regional conference for the impact of cost reduction innovation: Implementation of Innovative Cost Cutting Technologies in Small & Medium Enterprises" attracted a large number of attendants. During the first session, the project partners were honored by the participation of executives from the ETCP GR-BG 2007-2013 Managing Authority and the Joint Technical Secretariat.

The event is presented in detail in this newsletter.

The content of the presentations are available online via the project's web site:

#### www.cost-cutting.eu



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The "Cross.Inno.Cut" international conference comprised 4 sessions in 2 days. The 1<sup>st</sup> session, held on Monday the 13th of May, outlined the project objectives, activities and accomplishments.

The session was chaired by Mr Kiriakos Fotiadis, Coordinator of "Joint Technical Secretariat", of the European Territorial Cooperation Program "Greece - Bulgaria" 2007 - 2013. In this first sesion, Mr Georgios Emmanouil, Head of the Greek Managing Autority for European Territorial Cooperation Programmes referred to the results of Cross.Inno.Cut as highly positive and commented that the project is hereby regarded as "Good practice" for the Programme "Greece - Bulgaria".



Panel of the 1st session

In this frame, Mr Emmanouil anounced that the project will be included in the forthcoming "Good practices" conference, scheduled for the 1st semester of 2014, where its innovative methodoly and results will be presented.



Mr Georgios Emmanouil, Head of the Greek Managing Autority for European Territorial Cooperation Programmes

cutting methodology aiming at supporting many as possible enterprises in Northern Greece and Southern Bulgaria.

Athanassios Savvakis, General Secretary of the Federation of Industries of Northern Greece (FING), underlined the reusability and importance of the project pointing out that the project's innovative cost-cutting methodology can be a tool of significant importance for the SMEs to improve their competitiveness.

Furthermore, the perspective of including CROSS-INNO-CUT in the portfolio of the «Strategic **Projects**» of next programming period Territorial Cooperation Programmes was discussed. respect, this the project implementation team, leaded by the Federation of Industries of Northern immediately Greece (FING) is commencing the process of evolving the

innovative tools and the overall SMEs cost-



A view of the audience

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Mr Vasil Valtsev, General Consul of the Republic of Bulgaria

Mr Vasil Valtsev, General Consul of the Republic of Bulgaria, addressed the Cross.Inno.Cut project as one that contributed to the improvement of the cooperation relationship between the business communities of Greece and Bulgaria. Furthermore, he underlined the need to broaden this cooperation, by applying the project methodology to more enterprises. Mr Fanis Pappas, Vice-Governor Regional Environment, suggested that the Regional

Authority of Central Macedonia would try to embed the project's results in the framework of planning the SMEs' competitiveness support measures for the next programming period.

The 2<sup>nd</sup> and 3<sup>rd</sup> sessions of the conference went from the strategic level to tactical and operational respectively, with presentations by key project team members followed by specific examples of project methodology applications to SMEs in various technology

themes and areas.

The Innovative Approach of the Cross-Inno-Cut Project for Reducing Operating Costs in a Small Enterprise was presented and discussed thoroughly. The 2<sup>nd</sup> session was chaired by Dr. Evangelos Kopsachilis, Head of Management Team of the CROSS - INNO - CUT project, who on behalf of the Federation of Industries of Northern

Greece (F.I.N.G) delivered the Greek

experience presentation of 70 cases reducing operating costs in small & medium enterprises in the cross-border area. Mr Isidoros Passas, from the Urban and Regional Innovation Research Unit «URENIO» of the Aristotle University of Thessaloniki, presented the diagnostic tool and information system, the indicators and diagnostic study. Chief

Assistant Prof. Dr. Teodora Kiryakova-Dineva, from the Faculty of Economics of the South West University «Neofit Rilski», presented the 30 cases of the Bulgarian experience.



Chief Assistant Prof. Dr. Teodora Kiryakova-Dineva, Faculty of Economics, the South West University Neofit Rilski



Panel of the 2nd session

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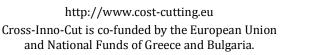
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Panel of the 3rd session

supply chain.

The final and conclusive 4<sup>th</sup> session was focused on the experience from the enterprises' point of view and comprised the plenary discussion and conclusions of the conference.

The final session was chaired by Christos Ev. Georgiou, Ph.D., Director, Research & Documentation Department, Project Manager of the CROSS – INNO – CUT project and comprised particularly interesting addresses by the representatives of 3

participant enterprises, Mr Christos Ginis, Charmain and CEO of EUROCO S.A., Mr Konstantinos Konstantinidis, CEO of PELOPAC S.A. and Mr Charis Dounas, Charmain and CEO of STATHIS S.A.



Christos Ev. Georgiou, Ph.D., Director, Research & Documentation Department, Project Manager of the CROSS – INNO – CUT project



resources and energy management, and

Panel of the 4th session

A view of the audience

In the following pages the full program of the conference is presented.

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17:00 - 18:00	Addresses – Welcome coffee		
	<ul> <li>Apostolos Tzitzikostas, Regional Governor of Central Macedonia, to be advised</li> <li>Athanasios Savvakis, General Secretary, Federation of Industries of Northern Greece (F.I.N.G)</li> <li>Vasil Valtsev, Consul General of the Republic of Bulgaria</li> </ul>		
18:00 - 20:00	Cross-Border Cooperation & Fostering Competitiveness of Small Enterprises		
Chairman	Kiriakos Fotiadis, Coordinator of "Joint Technical Secretariat", of the European Territorial Cooperation Program "Greece – Bulgaria" 2007 - 2013		
Addresses	<ul> <li>Georgios Emmanouil, Head of the Managing Authority of European Territorial Cooperation Program</li> </ul>		
	«The contribution of cross-border cooperation programs to growth up today; results and new directions for the next programming period»		
	> Prof. Nikos Komninos, Aristotle University of Thessaloniki, Urban and Regional Innovation Research Unit «URENIO», Scientific Manager of the CROSS – INNO – CUT project		
	«Open innovation and smart business networks; saving resources and new products through outgoing cooperations»		
	Christos Ev. Georgiou, Ph.D., Director, Research & Documentation Department of Federation of Industries of Northern Greece (F.I.N.G), Project Manager of the CROSS – INNO – CUT project		
	«Presentation of the CROSS – INNO – CUT project; fostering the competitiveness of small enterprises for reducing operating costs»		
	> Associate Prof. Dr. Preslav Dimitrov, Vice - Dean of the Faculty of Economics, South West University, «Neofit Rilski»		
	«Reducing operating costs in small enterprises in the cross-border area: the Bulgarian experience»		
20.00. 24.00	Open Discussion - Summary of 1 <sup>st</sup> day		

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09:00 - 09:30	Tuesday, 14 May 2013  Registration – Coffee		
09:30 - 11:30	The Innovative Approach of the Cross-Inno-Cut Project for Reducing Operating		
Chairman	<b>Dr. Evangelos Kopsachilis</b> , Researcher, Research & Documentation Department of Federation of Industries of Northern Greece (F.I.N.G), Head of Management Team of the CROSS – INNO – CUT project		
Addresses	Isidoros Passas, Urban and Regional Innovation Research Unit «URENIO», Aristotle University of Thessaloniki		
	«Presentation of the CROSS — INNO — CUT innovative approach: diagnostic tool, information system, indicators and diagnostic study»		
	> Dr. Evangelos Kopsachilis, Researcher, Research & Documentation Department of Federation of Industries of Northern Greece (F.I.N.G), Head of Management Team of the CROSS – INNO – CUT project		
	«70 cases of reducing operating costs in small & medium enterprises in the cross-borde, area Greece – Bulgaria: the Greek experience»		
	Chief Assistant Prof. Dr. Teodora Kiryakova-Dineva, Faculty of Economics, South West University, «Neofit Rilski»		
	«30 cases of reducing operating costs in small & medium enterprises in the cross-border area Greece – Bulgaria: the Bulgarian experience»		
	> Theodoros Seremetakis, MBA, Consultant of the CROSS – INNO – CUT project		
	«From the diagnosis of problems' to the successful implementation: an indicative example of the CROSS — INNO — CUT approach»		
	Plenary Discussion		
11:30 - 12:00	Coffee Break		

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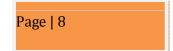




12:00 - 14:00	The Results of the Project by Thematic Area for Reducing Operating Costs: Case Presentations	13 <sup>th</sup> Newsletter
Chairman	Associate Prof. Dr. Preslav Dimitrov, Vice – Dean of the Faculty of Economics, South West University, «Neofit Rilski»	
Addresses	> Dr. Sotiris Zigiaris, Urban and Regional Innovation Research Unit «URENIO», Aristotle	Federation of Industries of Northern Greece
Addresses	University of Thessaloniki	of Northern Greece
	«Presentation of the CROSS – INNO – CUT innovative approach for reducing operating costs in the marketing and product promotion in a small & medium enterprise. Methodology, performance indicators diagnosis of areas with high cost»	Aristotle University of
	> Antonis Arletos, Consultant of the project CROSS – INNO – CUT	Thessaloniki
	«Reducing production operating costs through sensors: implementation of the project's CROSS – INNO – CUT project methodology in a small & medium enterprise from the distillery sector in Greece»	URENIO Research Unit
	> Costas Tramantzas, Consultant of the CROSS – INNO – CUT project	
	«Reducing operating costs through renewable energy resources and energy management: implementation of the CROSS – INNO – CUT project methodology in a small & medium enterprise from the flexible material packing sector»	South-West University "Neofit Rilski"
	> Spyros Chioteris, Consultant of the CROSS – INNO – CUT project	
	«Reducing operating costs in the supply chain: implementation of the CROSS — INNO — CUT project methodology in a pipe manufacturer»	
	Associate Prof. Dr. Nikolay Marin, Vice – Dean of the Faculty of Law and History, South West University, «Neofit Rilski»	Industries Association of Eastern Macedonia
	«Reducing operating costs in high cost area "People and Processes" (the example of the Bulgarian enterprises)»	
	Questions – Discussion	Federation of Industries of Rhodopi
14:00 - 15:30	Light Lunch Break	
15:30 - 16:30	Round Table: Business Experience	Industrial Association of
Chairman	Christos Ev. Georgiou, Ph.D., Director, Research & Documentation Department, Project Manager of the CROSS – INNO – CUT project	Petritch
Addresses	> Christos Ginis, Charmain and CEO, EUROCO S.A	
Addresses	Christos Ginis, Charmain and CEO, EUROCO S.A     Konstantinos Konstantinidis, CEO, PELOPAC S.A.	Union of Industry and
Addresses	The state of the s	Union of Industry and Manufacture of Xanthi
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Addresses	Konstantinos Konstantinidis, CEO, PELOPAC S.A.     Charis Dounas, Charmain and CEO, STATHIS S.A.	•







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