

Business Innovation Forum

4 October 2018

About the Forum

This year, the **PostEurop Business Innovation Forum** brings you our very own **Postal Startup Summit**. We have an exciting programme lined up and will showcase some of the most successful start-ups working with postal operators in Europe, in the areas of the Internet of Things, Digital Advertising, E-Commerce, Automation, Robotics and Artificial Intelligence.

When & Where

Thursday, 4 October 2018

The Grand Royal Ballroom, Biltmore Hotel, Tbilisi, Georgia

Dresscode: Business attire

Who should attend?

CEOs and senior postal professionals responsible for Strategic Development, Commercial and Marketing areas, and Innovation.

Participation Benefits

Members participating in the forum will have the opportunity to

- ✓ **learn** first-hand about the start-ups and the value add they bring to the postal business
- ✓ keep a pulse on emerging **innovative trends**
- ✓ **network** amongst postal peers with the opportunity for personal meetings
- ✓ be part of the **European Postal Network**

For information on Business Innovation Forum, please contact:



João Manuel Melo (CTT Portugal Post)
Moderator/Chairman of Innovation Forum
T: +351 967 789 493
E: joao.m.melo@ctt.pt



Dahlia Preziosa (Österreichische Post AG)
Moderator/ Vice-Chairwoman of Innovation Forum
T: +43 (0) 577 67 24354
E: dahlia.preziosa@post.at



Cynthia Wee, PostEurop Communications Manager
M: +32 492 631333
E: cynthia.wee@posteurop.org

- 09:30–09:35 **Introduction of the PostEurop Business Forum**
By Dr. Botond Szebeny, Secretary General
- 09:35–09:45 **Introduction to the Business Forum Agenda**
By João Melo
- 09:45–10:15 **Keynote: Enhancing the Innovation ecosystem in Georgia**
Mr. Avtandil Kasradze, Acting Chairman of Georgia's Innovation and Technology Agency
- In light of building the knowledge for an innovation economy of Georgia in 2014, the Government of Georgia, under the Ministry of Economy and Sustainable Development, established Georgia's Innovation & Technology Agency (GITA). Its objective is to support the creation of new businesses, start-ups, supporting R&D commercialization and aid the existing SMEs to develop their products by innovative approaches.
- 10:15–10:45 **Keynote: Working together with the startup ecosystem to catalyze new growth business models and digitalization opportunities**
Mr. Peer Bentzen, EVP Business Development, Post eCommerce-Parcel, Deutsche Post DHL
- The startup ecosystem and digitalization approaches are leading the way in making flows of data and information the creating power behind new growth business models. These flows of data and information are now generating massive economic value, which serves as the basis for our boom in ecommerce. This in turn can lead to breaking down the physical and virtual challenges, by setting new digital standards that benefits everyone. Some examples of how to fail fast, to succeed, and create growth.
- 10:45–10:55 **Discussion Q & A**
Moderated by Dahlia Preziosa
- 10:55–11:10 **Coffee Break & visiting stands**

11:10–11:50	<p>Start-ups on Internet-of-Things</p> <ul style="list-style-type: none"> • Trusted Monitoring solutions from Modum: Providing security, data integrity and compliancy to postal Providers <i>Simon Dössegger, CEO Modum (Switzerland)</i> • Enhancing Primary Health Care: An Innovative Remote Patient Monitoring Platform <i>Dimitris Papanagiotakis, Co-Founder Project-Health.net, Founder Dreamlab Cybertechnologies P.C. (Greece)</i> <p><i>Moderated by João Melo</i></p>
11:50–12:30	<p>Start-ups on Digital Advertising or Digital Marketing</p> <ul style="list-style-type: none"> • Adverserve – the experts for Ad Technologies and Digital Advertising <i>Michael Jiresch, Head of Sales Mail Solutions, MD Adverserve (Austria)</i> • TOMI POST – Making the Post cool. New revenue opportunities <i>José Agostinho, CEO / Pedro Marques, Global Marketing & International Expansion Director TOMI World (Portugal)</i> <p><i>Moderated by Dahlia Preziosa</i></p>
12:30–13:30	<p>Lunch for all participants + CEO Executive lunch (by invitation only)</p>
13:30–14:50	<p>Start-ups on E-Commerce</p> <ul style="list-style-type: none"> • Using crowd-logistics to boost customer convenience – <i>Julien Crutzen, Regulatory Expert bpost for Parcify (Belgium)</i> • Innovative packaging solutions for e-commerce <i>Mr Szymon Pruszyński Head of Partnership for Zapakuj.to (Poland)</i> • In case of emergency... <i>Ünal Tonka, Head of R&D and Gökçe Yıldırım R&D IT Manager, PTT Drone (Turkey)</i> • Stockon, an app for consumers for ordering groceries and getting these delivered at home <i>Linda van Zomeren, PostNL Director of Growth, Stockon.nl, (The Netherlands)</i> <p><i>Moderated by João Melo</i></p>

14:50–15:05	Coffee Break & visiting stands
15:05–16:05	<p>Start-ups on Operations, Logistics, Automation and Robotics</p> <ul style="list-style-type: none"> • Multirobot Intralogistics Platform <i>José Barata, Founder & Partner, Flowake (Portugal)</i> • Let's temprify your cold chain <i>Nikolas Loidolt, COO & Co-Founder, Temprify (Austria)</i> • Robotic parcel lockers and smart sorting machines <i>Timur Myaldzin, Project Manager, Russian Post (Russia)</i> <p><i>Moderated by Dahlia Preziosa</i></p>
16:05–17:05	<p>Start-ups on AI, Blockchain and Dematerialisation</p> <ul style="list-style-type: none"> • Bank of copyrights—the innovative method of copyright's safety <i>Dimitris Papanagiotakis, representing Omikron-R.Roussi (Greece)</i> • E-Invoice: How to generate good old business in digital era <i>Sander Aasna, Head of Information Logistics Business Area, Omniva (Estonia)</i> • Boosting your print content and gaining market share <i>Homéric de Sarthe, Sales Manager, BEAR (France)</i> <p><i>Moderated by João Melo</i></p>
17:05–17:15	Closing of the Business Forum & Any Other Business

Speakers and Start-ups

Avtandil Kasradze, Acting Chairman of the Georgia's Innovation and Technology Agency (GITA)

Avtandil Kasradze was recently appointed the Acting Chairman of Georgia's Innovation and Technology Agency. With more than 8 years' experience in legal field, Avtandil was instrumental in formalising the legal framework of the Agency. Before joining GITA, he was Senior Adviser of the Legal Department at the Chancellery of the Government of Georgia in 2014 and for 2 years Avtandil was Senior Adviser of the Department of Legal Drafting at Ministry of Justice of Georgia. In addition to the experience in state entities, Avtandil has working experience in international organizations as well as in NGOs. He was a Senior Legal Analyst Assistant at OSCE/ODIHR Election Observation Mission. Avtandil Kasradze has a Master's Degree in International Human Rights Law at Lund University, Sweden and a Bachelor's Degree of Law at Tbilisi State University, Georgia. gina.gov.ge



GEORGIA'S INNOVATION & TECHNOLOGY AGENCY

Peer Bentzen, EVP Business Development, Post e-Commerce-Parcel, Deutsche Post DHL

Peer Bentzen is a dynamic executive management professional with decades of experience and knowledge in digitalization of business and services. He has a career in the Technology industry (TDC, AOL, Microsoft) building digital services, products and businesses. In his current role at Deutsche Post DHL Group he is focused on building new global digital businesses opportunities & digital business models.



Deutsche Post DHL Group

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Bank of copyrights is here to protect all kind of copyrights in 3 clicks. Deposit and lock encrypted, then get your time-name-name of the file, before code stamp decryption by using your unique code and your “other half” company’s code. Bank of copyrights have been granted a patent for this innovative method of copyrights keeping. Bank of copyrights (« Τεχνών προστασία») is here to modernize the “old fashion” way Posts used to do it and protect all kind of copyrights etc.



Project-health works on an eHealth Development platform that includes 15 sensors to monitor up to 20 biometric parameters such as pulse, breath rate, oxygen in blood, electrocardiogram signals, blood pressure, muscle electromyography signals, glucose levels, galvanic skin response, lung capacity, snore waves, patient position, airflow and body scale parameters. The platform’s hardware communicates with a cloud-based web application that collects measurements from the device and gives accesses to physicians. The aim is to have a system with an accuracy similar to an Emergency Observation Unit. It is portable in a small suitcase and able to be distributed anywhere (e.g. to remote places such as small villages located in rural areas or even in places with difficult access such as mountains or rainforests). www.dreamlab.gr



Flowake is a startup founded in 2017 to design, develop, and implement active perception systems, and autonomous robots for different areas, ranging from environmental monitoring to intralogistics. Flowake develops autonomous fixed wing and multirotor UAVs with different payloads to be used as monitoring and transporter platforms. Among the various projects Flowake is carrying out one must be underlined: to develop a specific autonomous UAV solution with extended autonomy to be applied in the delivering of parcels (up to 5kg). The UAV platform is modular and easily reconfigured to different missions. www.flowake.com



Parcify provides peace of mind for your shopping and shipping experience. We're transforming the way we ship, deliver and pay for items by enabling shoppers to get what they want, where and at a time they want it. We connect local retailers with crowdsourced on-demand logistics. Our magic combines advanced technology with a passionate community of Parcifiers, bringing local stores closer to their citizens in the most convenient way! parcify.com



Air transportation by means of unmanned aerial vehicles is intended for the transport and distribution of postal / cargo deliveries which require rapid delivery to areas that are difficult to reach by road or airway and which are costly as well. According to the agreement with the Ministry of Health, this is especially so for distribution of medicine. It is also aimed at providing a new generation of unmanned aerial transport system in postal/cargo transportation through localization and to contribute to value added production. Thanks to the advantages of carrying capacity and range, deliveries will be realized in a shorter time both with labour, time savings and ultimately contributes to profit/productivity gains.



Modum streamlines value chain processes by providing trusted and scalable monitoring solutions for goods in transit. Modums' solutions range from sensing and monitoring to analytics and predictions. Each solution is designed to help you develop valuable business intelligence from your supply chain and logistics data. modum.io



Omniva e-invoicing is a core enabler of a Real-Time Economy environment. With the help of Omniva e-invoicing, data is delivered digitally end-to-end and cross-border, enabling convenient and cost-effective business administration. By modernising postal business, we have grown into an e-invoicing market leader in the Baltics, with a solid customer base at 30% growth per year. In our innovation pipeline, we have AI-based CFO, real-time budget predictions and automated B2G reporting, e-receipt.



Stockon is a start-up of PostNL for the delivery of groceries at home. The groceries are bought directly from the producers and stored in a fulfilment location. In the location the orders will be picked and packed and send to the consumers. The consumer can order the groceries in an app, very easily to scroll and choose the products for the order list. The app will also give the consumers advice on which stock is needed. In the on-boarding period of the first week it is learned via artificial intelligence how often to order for example peanut butter or pasta. So, the app will give you advice to make sure you are never out of stock. The fresh products will be delivered in passively cooled reusable transport boxes which will be unpacked at the door of the consumer. For the delivery of the groceries several options are offered: during the day or in a certain timeframe of 2 hours in the evening. www.stockon.nl



Teleitems is a start-up that develops robotic parcel lockers and local mini-warehouses. The core solution is a parcel locker with address cells and internal conveyor. The solution is characterized by its low cost of ownership, reliability and scalability.



Temprify is a start-up that was founded in January 2018 in Vienna and deals with patentable solutions in the field of passive temperature logistics. Temprify's first product is the tempriBox: a passively cooled reusable high-performance transport box that enables frozen goods to be picked in a central warehouse and sent from there by parcel post. Thanks to the patented Temprify cooling system, the box only works with a single PCM cold pack – without expensive & dangerous dry ice. The tempriBox guarantees an interior temperature of –18°C for 24 h even at extreme outside temperatures of 50 °C. The tempriBox is a reusable product and can be used for several years. In addition, the tempriBox is designed for all common frozen product sizes and can withstand the high mechanical stresses of parcel logistics for several years.
www.temprify.com



TOMI WORLD is a technological company founded in 2011. Its main activity is TOMI, which is an urban information solution created to serve and interact with the population. It aims to provide timely, relevant and up-to-date information and services accessible to all people every day, in the right place at the right time, using a proximity criterion. TOMI's networks register millions of interactions per month. With more than 8 years of research and development, and about 6 years in operation on the street, TOMI is a unique technology in the world in continuous evolution in order to add more and more value to the cities. It aims to implement interactive urban information networks worldwide. Patented internationally and awarded worldwide. Currently has offices in Portugal, UK, Brazil and China (Macau) and Chile.
www.tomiworld.com



Packhelp makes designing and ordering custom branded packaging easy. We enable small and medium-size businesses to order personalised packaging completely online and we make entire purchasing process smooth and user-friendly utilising our proprietary web platform. We ship number of packaging materials across entire Europe, produce them even in smallest batches from 30 pieces up and deliver in 14 days. There are thousands of e-commerces, e-tailers, retailers, marketing agencies, startups, freelancers and entrepreneurs using our services. As a strong Partner for postal operators, logistic companies and digital marketplaces we serve startups, small & medium companies and enterprises alike.
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