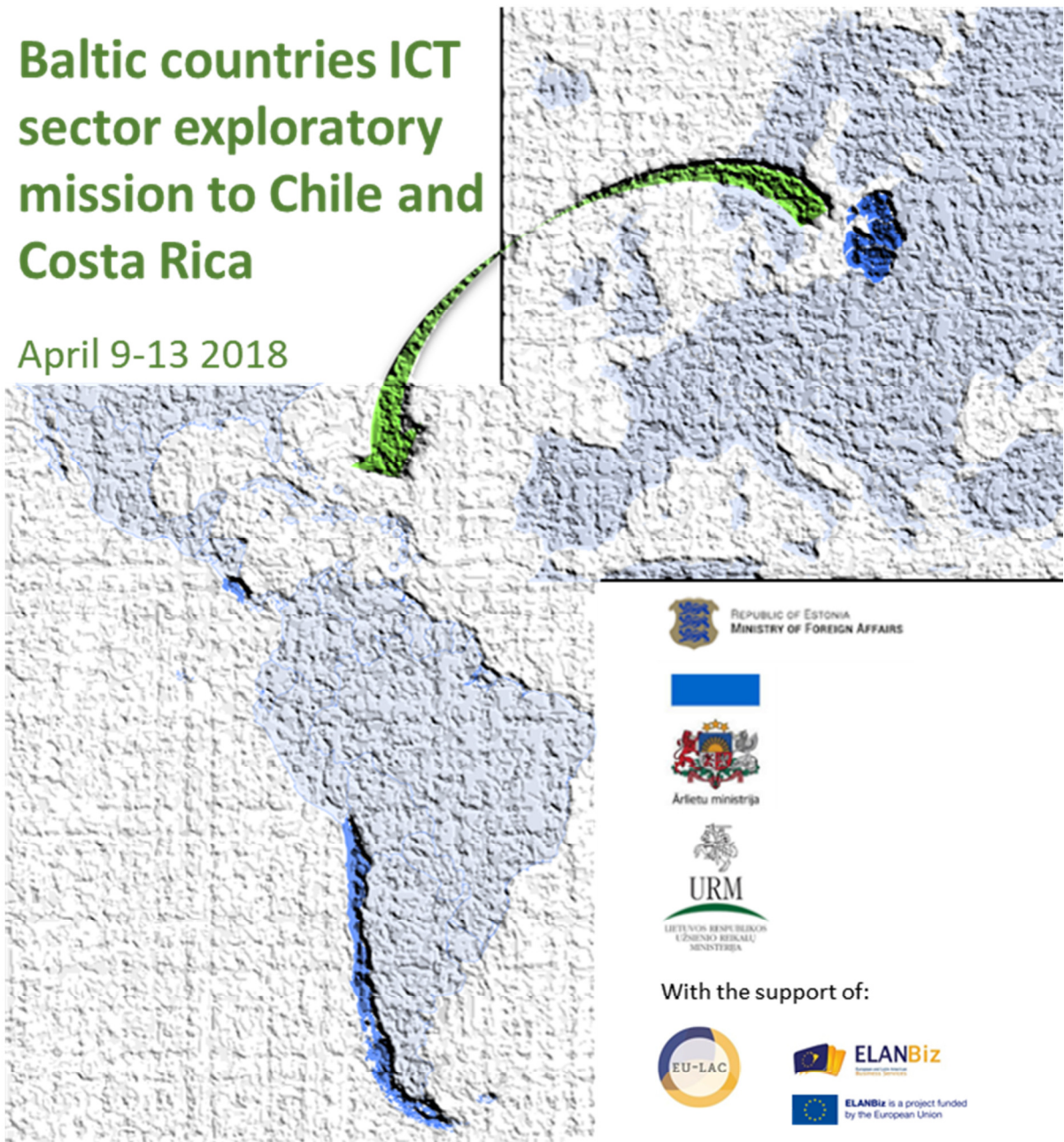


Preliminary Programme

Baltic countries ICT sector exploratory mission to Chile and Costa Rica

April 9-13 2018



Santiago de Chile¹. April 8th-10th 2018

Sunday, April 8th 2018

7.00-7.30 pm	Coordination meeting Place: Hotel NH Collection Plaza
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Monday, April 09th, 2018

8.00 am	Bus pick-up at Hotel NH Collection Plaza and transfer to the EU Delegation in Chile
8:30 – 9:30 am	Introductory presentations Place: EU Delegation in Chile <ul style="list-style-type: none"> • Stella Zervoudaki, Ambassador-Head of the Delegation of the European Union in Chile • Representative of the Ministry of Foreign Affairs of Chile • Representative Eurochamber of Chile • Representative EULAC Foundation • Representative ELANBiz Programme
9.30 am	Bus pick-up at EU Delegation and transfer to the Hotel NH Collection Plaza
9.45 am -1.15 pm	Meetings with Chilean officials and representatives from public enterprises relevant to the ICT sector Place: Hotel NH Collection Plaza <ul style="list-style-type: none"> • <u>09.45-10.15 am:</u> Chile country presentation, by INVESTChile https://investchile.gob.cl/ • <u>10.15-10.45 am:</u> Chile Digital Agenda, by SEGPRES http://www.minsegpres.gob.cl/ • <u>10.45-11.15 am:</u> ICT Issues in Chile Trade Agreements (APEC Digital Agenda), by DIRECON https://www.direcon.gob.cl/ • <u>11.15-11.45:</u> Coffee break

¹ Activities in Chile are organized with the support of Eurocamaras Chile (European Chamber of Commerce in Chile)



	<ul style="list-style-type: none"> • 11.45-12.45: Presentation of the Baltic ICT sector & participants <ul style="list-style-type: none"> – Representative from Estonia (20 min) – Representative from Latvia (20 min) – Representative from Lithuania (20 min) • 12.45-1.00 pm: Q&A session • 13.00-1.30 pm: Discussion of the afternoon meetings organized by INVESTChile based on the profiles and the interests of the Baltic firms
<p>1:30 – 3:00pm</p>	<p>Lunch break</p> <p>Place: Hotel NH Collection Plaza</p>
<p>3:00 – 6.30 pm</p>	<p>Networking events and round tables organized by INVESTChile</p> <p>Place: Hotel NH Collection Plaza</p> <ul style="list-style-type: none"> • 3.00-4.00 pm: Chile Compra http://www.chilecompra.cl/ • 4.00-5.00 pm: CORFO https://www.corfo.cl/sites/cpp/home • 5.00-6.30 pm: Networking activity with Chilean ICT companies
<p>6:30 – 7:30pm</p>	<p>Cocktail networking event</p> <p>Place: Hotel NH Collection Plaza</p>

Tuesday, April 10th, 2018

8.30 am	Bus pick-up at Hotel NH Collection Plaza and transfer to the Santiago Chamber of Commerce
9:00 am - 12:30pm	<p>Baltic-Chilean Business Forum</p> <p>Organized by Santiago Chamber of Commerce (http://www.ccs.cl/) and Eurocamaras Chile (European Chamber of Commerce in Chile)</p> <p>Place: Santiago Chamber of Commerce</p> <ul style="list-style-type: none"> • <u>9.00-9.20 am: Welcome greetings</u> • <u>9.20-10.20: Presentation of the Baltic ICT sector & participants</u> <ul style="list-style-type: none"> – Representative from Estonia (20 min) – Representative from Latvia (20 min) – Representative from Lithuania (20 min) • <u>10.20-10.50: Digital Economy in Chile</u>, by Santiago Chamber of Commerce • <u>10.50-11.20: ACTI ICT Cluster</u> (http://www.acti.cl/) • <u>11.20-11.50: CHILETEC ICT Cluster</u> (https://chiletec.org/) • <u>11.50-12.30: Q&A session</u>
12.30 pm	Bus pick-up at Santiago Chamber of Commerce and transfer to the Hotel NH Collection Plaza
1.00 - 2:30pm	Lunch (independently)
2:30pm - 5:30pm	<p>Networking visits / contacts with selected companies (private or public) organized by INVESTCHILE and Eurochamber of Chile</p> <p>Place: NH Hotel or local companies' facilities</p>
5:30 – 6:30pm	<p>Closing session and debriefing</p> <p>Place: Hotel NH Collection Plaza</p>

San Jose de Costa Rica². April 11^h-13th 2018

Wednesday, April 11th, 2018

7.00-7.30 pm

Coordination meeting

Place: Hilton Garden Inn San Jose La Sabana

Thursday, April 12th, 2018

8:30 – 12.00 pm

Baltic-Costa Rica Business Forum

Place: Hilton Garden Inn San Jose La Sabana

- **8.30-9.15 am: Introductory presentations**
 - Pelayo Castro, **Ambassador-Head of the Delegation of the European Union in Costa Rica**
 - Alexander Mora, **Minister of International Trade (TBC)**
 - Dirk Niehaus, **President of the Eurochamber of Costa Rica**
 - Representative **EULAC Foundation**
 - Representative **ELANBiz Programme**
- **9.15-9.45 am: Costa Rica country presentation and investment opportunities**, by CINDE (www.cinde.org) / COMEX (<http://www.comex.go.cr/>)
- **9.45 am-10.15 am: Costa Rica ICT presentation**, Paul Fervoy (TBC) President CAMTIC ICT Cluster (<https://www.camtic.org/>)
- **10.15-10.45 am: Coffee Break**
- **10.45-12.15 pm: Presentation of the Baltic ICT sector & participants**
 - Representative from Estonia (30 min)
 - Representative from Latvia (30 min)
 - Representative from Lithuania (30 min)

12.15 – 1.30 pm

Lunch break

Place: Hilton Garden Inn San Jose La Sabana

1.30-5.00 pm

Networking event organized by PROCOMER

5.00 – 6:30pm

Cocktail networking event

² Activities in Costa Rica are organized with the support of Eurocamaras Costa Rica (European Chamber of Commerce in Costa Rica)

Place: Hilton Garden Inn San Jose La Sabana

Friday, April 13th, 2018

8.30 am	Bus pick-up at Hilton Garden Inn San Jose La Sabana and transfer to the America Free Zone
9:30 – 12:00 pm	<p>Guided tour of America Free Zone</p> <p>Testimonials of ICT foreign investors experience in Costa Rica:</p> <ul style="list-style-type: none"> • VMware - ICT company (Microsoft partner), Palo Alto, CA, USA www.vmware.com (TBC) • IBM – ICT company (BPO, cybersecurity), NY, USA www.ibm.com (TBC) • Q&A session
12:00 pm	Bus pick-up at the America Free Zone and transfer to the hotel Hilton Garden Inn San Jose La Sabana for lunch
12:45 - 1:45pm	Lunch (independently)
1:45pm	Pick up at hotel Hilton Garden Inn San Jose La Sabana and transfer to CENAT (National Center of Advanced Technologies)
2:00 – 3:00pm	<p>Meeting with CENAT (http://www.cenat.ac.cr/es/)</p> <p>Place: CENAT Headquarters</p> <ul style="list-style-type: none"> • 2.00-2.30 pm: CENAT – advanced computing center • 2.30-3.00 pm: CETICZN - ICT cluster from San Carlos (TBC) • 3:00-3.30 pm: Public Procurement in Costa Rica (TBC) • 3.30-4.00 pm: Coffee break • 4:00 – 4:45 pm: Guided tour of CENAT laboratories
4.45 – 5:15pm	<p>Closing session and debriefing</p> <p>Place: CENAT Headquarters</p>
5.15pm	Bus pick up at CENAT and transfer to the hotel Hilton Garden Inn San Jose La Sabana