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Ministerul Agriculturii,
Dezvoltării Regionale
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CZECH REPUBLIC
DEVELOPMENT COOPERATION



Agenția de
Dezvoltare Regională
Nord



Chamber of Commerce and
Industry of the RM



Edineț Municipality



BUSINESS FORUM

*“Investment Opportunities in the North Development Region of the
Republic of Moldova”*

19 – 20 September 2019



Mayors for
Economic Growth



Empowered lives.
Resilient nations.



NGO Community Integrated
Development



Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH



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Swiss Agency for Development and Cooperation SDC
Agenția Elvețiană pentru Dezvoltare și Cooperare
Швейцарское управление по развитию и сотрудничеству

Venue:

1st Day (19 September 2019): BASTILIA Restaurant, Address: Brest-Chisinau-Odessa route, km 654, Edinet 4634, Republic of Moldova

2nd day (20 September 2019): OSCAR Restaurant, Address: 1, Mihail Sadoveanu str, Bălți 3100, Republic of Moldova

Organized by:

Chamber of Commerce and Industry of the Republic of Moldova
Edineț Municipality
NGO People in Need Moldova
North Regional Development Agency (RDA)

Supported by:

European Union
Government of Czech Republic
Ministry of Agriculture, Regional Development and Environment

Partners:

Initiative Mayors for Economic Growth (M4EG)
PA" Regional Pro Co-operation"
NGO Community Integrated Development Centre
Economic Policy Advice to the Moldovan Government project, GIZ
United Nation Development Programme (UNDP)

DAY I: September 19th, 2019

EXPO-FAIR "MADE IN NORTH DEVELOPMENT REGION"	
9.30- 10.30	Launching of the expo-fair in Edineț. Visit of the entrepreneurs / craftsmen's stands
LAUNCHING OF THE BUSINESS FORUM	
10:30 – 11.00	Registration and welcome coffee
11.00 – 11.40	Opening Remarks of the Business Forum. Welcome speeches.
	<p>Moderator: Mr. Constantin Cojocaru, Mayor of Edineț municipality, President of the North Regional Development Council</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Mrs. Georgeta Mincu, Minister of Agriculture, Regional Development and Environment of the Republic of Moldova • Mr. Boris Filipov, Project Manager, Delegation of the European Union to the Republic of Moldova • H.E. Bartłomiej Zdaniuk, Ambassador of the Republic of Poland to the Republic of Moldova • H.E. Uldis Mikuts, Ambassador of Latvia to the Republic of Moldova • Mr. Sergiu Harea, President of the Chamber of Commerce and Industry of the Republic of Moldova • Mr. Constantin Bândiu, interim Director North RDA
11.40 – 13.00	PLENARY SESSION Entrepreneurial climate and business development prospects in the North Development Region of Moldova
	<p>Moderator: Mr. Sergiu Harea, President of the Chamber of Commerce and Industry of the Republic of Moldova (tbc)</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Mrs. Maria Prisacari, Head of Regional Policies Department, North Regional Development Agency • Mr. Constantin Cojocaru, Mayor of Edineț municipality, President of the North Regional Development Council (tbc) • Mrs. Iulia Costin, Organization for the Development of the Sector of Small and Medium Enterprises (ODIMM) • Mrs. Silvia Bicenco, Country Director, People in Need Moldova • Mr. Sergiu Ivanov, Vice-president of the National Confederation of Employers in Romania • Mr. Vasile Leahovici, President of the Chernivtsi Chamber of Commerce and Industry Ukraine • Mrs. Jevgenija Butnicka, Head of Regional Development Planning Division, Ministry of Environmental Protection and Regional Development Latvia

13.00 – 15.00	Fourchette Study Visit to the residents of the Edinet Industrial Park /networking	
15.00 – 17.00	PARALLEL THEMATIC PANELS Venue: Industrial Park Edinet (IP Edineț)	
PANEL 1 Investment Opportunities and Benefits in the North Development Region of Moldova Venue: Conference room, IP Edineț Target group: foreign and national investors, Local Public Administration	PANEL 2 IT and SMART Technologies for Sustainable Local Development - Opportunities for the North Development Region of Moldova Venue: Business HUB, IP Edineț Target group: young entrepreneurs, start-ups	PANEL 3 Local entrepreneur’s vision on Economic Development Priority Actions in Edinet municipality Venue: Catering space, IP Edineț Target group: local entrepreneurs, LC members, representatives of the RC
Moderator: • Mrs. Maria Prisacari, Head of Regional Policies Department, North Regional Development Agency	Moderator: • Mr. Igor Strechi, founder of Purple Media SRL	Moderator: • Mr. Constantin Cojocaru, mayor of Edineț municipality, president of the North Regional Development Council
Speakers: • Mrs. Olenic-Slivinski, Advisor, Investment Agency: Facilities for investors, risks, threats and recommendations for potential investors in the Northern area of the Republic of Moldova • Mr. Ion Răuleț, Ministry of Economy and Infrastructure of the Republic of Moldova: Good practices in the implementation of investment platforms in the Republic of Moldova • Mr. Artur Resetnicov, Administrator of IP Edineț: Investment opportunities in the Edineț municipality (IP"Edineț") • Mrs. Rodica Bivol, Head of dual education, Chamber of Commerce and Industry of the Republic of Moldova: Dual education and business development	Speakers: • Mr. Lucian Pralea, administrator of the company Eco Mobilitate, Alba Iulia: Win-Win: Involvement and collaboration with the public environment to reach the common objectives in the field of SMART urban development • Mr. Ion Cozma & Mr. Constantin Cioara, Orange Moldova: Success Stories: SMART Solutions for Orange Business (Orange Mob, Fix, Cyber Sec, Smart City Solutions) • Daac system integrator: IT solutions for business efficiency. • Mrs. Doina Iațîșin, administrator of Generator Hub and Mr. Alexandru Iscenco, President of Moldovan Environmental Governance Academy / MEGA: Development of innovation and entrepreneurship in Moldova and the need for education in IT, robotics and ecology in combination with the development of creativity and innovation skills.	Speakers: • Mr. Constantin Cojocaru, mayor of Edineț municipality, president of the North Regional Development Council Local economic diagnosis and opportunities to redress the situation • Mr. Ghenadie Ivascenco, UNDP Moldova project coordinator • Mr. Lilian Danilov, Country Coordinator, M4EG Initiative • A businessman, native from Edineț municipality(tbc): Motivational word • Local business people opinions about possible economic solutions to be implemented in Edinet municipality • Presentation of the UNDP / SDC project supporting

<p>•Mr. Frantz Antin Plitt, resident of PI Edinet, <i>The benefits of being a resident of the Industrial Park from the point of view of an investor.</i></p> <p>Questions and answers</p>	<p>•Mrs. Rodelia Vasilcov, Deputy Mayor of Edineț municipality (tbc): <i>Edinet Vision in the field of SMART development and IT sector development</i></p> <p>•Mr. Vadim Iatchevici, Head of Innovation Projects Directorate, National Agency for Development and Research: <i>Opportunities to finance innovations in the Republic of Moldova.</i></p> <p>• Conclusions and follow up activities identification</p>	<p><i>opportunities in initiating and implementing concrete actions for local economic development</i></p> <p>• <i>Rayon Council opinion on the solutions for the economic development of Edinet municipality (tbc)</i></p> <p>• Conclusions regarding the solutions and concrete actions for economic activities and projects to be implemented by local business community with LPA in the next 6 months.</p> <p>Questions and answers</p>
17.00 – 17.30	Coffee break (Edineț IP)	

DAY II: September 20th, 2019

Venue: OSCAR Restaurant, Address: 1, Mihail Sadoveanu str, Bălți 3100, Republic of Moldova

9.30 – 10.00	Registration Welcome coffee
MATCHMAKING EVENT	
10.00 – 10.30	Welcome speeches
	<p style="text-align: right;">Moderator: Andrei Crigan, Partner, Gateway & Partners</p> <p>Speakers:</p> <ul style="list-style-type: none"> • H.E. Petrișor Ionel Dumitrescu, General Consul of Romania in Balti • Mr. Constantin Bandiu, North RDA interim director • Mr. Constantin Cojocaru, mayor of the Edineț municipality, president of the North Regional Development Council
10.30 – 11.00	<p>Integration of local SMEs in international value chains</p> <p style="text-align: right;">Moderator: Andrei Crigan, Partner, Gateway & Partners</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Development opportunities of SMEs offered by ODIMM. Mrs. Eugenia SÎLI, Economic problems advisor, ODIMM • National Program for the Development of Local Providers Mr. Marin Ciobanu, President of APIP

	<ul style="list-style-type: none"> Support tools for SMEs Mr. Aureliu Casian , Director of the Implementation Unit, World Bank	
11.00 – 12.30	11.00 – 12:30	
Development of the BPO sector in the Region. Opportunities for investors and the local community.	Matchmaking Sessions. Pre-arranged bilateral meetings.	
Moderator: Mr.Dan Zaharia , Founder of FabLab Iasi Speakers: <ul style="list-style-type: none"> Overview of the BPO sector in Moldova Mrs. Alina Monacu, Advisor in Economic Policies, GIZ Mrs. Mila Malairau, Executive Director AMCHAM Regional perspectives of development of the IT & O sector. Case study: The success of the city of Iasi. Mr. Dan Zaharia, Senior Consultant, Extind Iasi, Romania USARB offer for the development of skilled labor Mrs. Svetlana Stanțieru, Head of the Didactic Activity Center, USARB Mr. George Țurcanașu, Department of Geography, University of Iași Success stories in the BPO sector in Balti - Pedersen and Partners - ICS CreativSeven SRL Q & A 		
12.30 – 13:30	Networking Lunch	
13.30 – 14:30 The fair of local start-ups Moderator: Mrs. Viorica Cerbușca, Yep I Can	13.30 – 15:00 Career Fair	
15.00 – 17.00	Study visit to entrepreneurs	
Option 1 (according prior registration)	Option 2 (according prior registration)	
Balți Alecu Russo State Universtity (tbc)	Plastic Technology, Rîșcani	
Option 3 (according prior registration)	Zabriceni	