

A philosophical  
shift  
in the way  
we work.

**UCC**  
GREECE 2018

Organized by

Communication Solutions  
The Networking Magazine

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# Welcome to

# UCC

GREECE 2018

5th Unified Communications &  
Collaboration Conference

**UCC**  
GREECE 2018



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# Agenda

09:30 - 10:00	<p><b>Welcome keynote speeches by:</b>  Chara Kontaxi, Cisco  Ismini Mavrogianni, Space Hellas  Andrea Scaietti, Alcatel Lucent Enterprise  John Koutrouvitsis, C2 Technologies  Thomas Kolovos, IEN S.A. - MITEL  Vagelis Gorilas, Vodafone Greece  Vassilis Galakos, ComSys  Antonis Balis, Imtel - UNIFY  Diakoumopoulos Fotis, AVAYA  Angelo Gentili, PartnerNet</p>
10:00 – 10:40	<p><b>Space Hellas - Cisco Presentation</b>  Chatziparaskevas Antonios, MSc, PMP, CBCI  National Bank of Greece Group, IT Department, Head of Telecoms Division  <b>Athanasios Krasseros</b>, Private-Banking-Telcos Sales Manager, Space Hellas S.A.  <i>"National Bank of Greece's Case Study: A Journey to Secure Collaboration"</i>  <b>Alkiviadis Zoupas</b>, Systems Engineer, Cisco Systems  <i>"New Era for Cisco Cloud Collaboration"</i></p>
10:40 – 11:20	<p><b>Alcatel Lucent Enterprise Presentation</b>  <b>Vincent Lomba</b>, WW business development Director, Alcatel Lucent Enterprise  <b>Nikos Xanthopoulos</b>, Senior Product Manager, Voice &amp; Data Services Business  Customers Division, Forthnet SA  <i>"Shaping the future of Business Communications"</i></p>

11:20 – 11:50	<p><b>MITEL - IEN S.A. Presentation</b>  Frederic Schilton, UCC Product Marketing Manager, EMEA, Mitel  <i>"Mitel CloudLink and IoT Scenarios"</i></p>
11:50 - 12:20	<p><b>VODAFONE Presentation</b>  Vagelis Gorilas, Enterprise Solutions Manager, Vodafone Greece  Ioannis Gaitanos, Solution Architect, Vodafone Greece  <i>"Offering convergence excellence with <b>Vodafone One Net</b>"</i></p>
12:20 - 12:50	<p><b>UNIFY - IMTEL Presentation</b>  Antonis Balis, Sales &amp; Business Development Director, IMTEL  <i>"OpenScape Contact Center. Breaking down barriers for true customer engagement"</i>  Vassilis Giatilis, Technical Manager, UNIFY  <i>"Enhancing business through flexible integration solutions"</i></p> <ul style="list-style-type: none"> <li>•Deployment/Maintenance</li> <li>•Integration with other applications and solutions</li> <li>•Cloud and Virtualized solutions</li> <li>•Security</li> </ul>
12:50 - 13:20	<p><b>Coffee Break</b></p>



13:20 - 13:45	<p><b>AVAYA - BARPHONE Presentation</b>  Vassilis Koutsopagos, AVAYA Presales Engineer, Barphone  <i>"UC &amp; CC Cloud Solutions Powered by AVAYA"</i></p>
13:45 - 14:10	<p><b>PartnerNet Presentation</b>  Angelo Gentili, Business Development Director PartnerNet  <i>"The world is your workspace. Connect people everywhere, on any device "</i></p>
14:10 - 14:40	<p><b>Panel Discussion, Q&amp;A</b></p> <p>Panelists:  Triantafyllos Prokopidis - Space Hellas  Alkiviadis Zoupas - Cisco  Vincent Lomba - Alcatel Lucent Enterprise  Frederic Schilton - Mitel  Vagelis Gorilas - Vodafone Greece  Vassilis Giatilis - Unify  Angelo Gentili – PartnetNet</p>
	<p><b>Lunch - End of UCC Greece 2018 Conference</b></p>

# Summmarize UCC 2017

# UCC 2017 Facts and Trends

**UCC** The UC&C solutions market is driving towards consolidation.

**UCC** Most Enterprises will use one primary vendor for their UC&C needs.

**UCC** Interoperability is coming into focus.

**UCC** Video is a (key) element in the Digital Transformation journey.

**UCC** UC&C as a Service and hybrid is gaining momentum.

**UCC** Integrated UC&C solutions in Line of Business applications and Mobile Devices is transforming the way we use communication tools.

@UCC2017 we concluded that

**UC&C is becoming more  
and more a mainstream  
tool in our daily worklife.**

# UC&C Infographic 2018

by Telefonica Business Solutions (from various sources)



In 2018, the emphasis will shift to UC becoming **unified collaboration**, rather than unified communication.



**73%** of the **app generation**

expect to use the very latest technologies at work

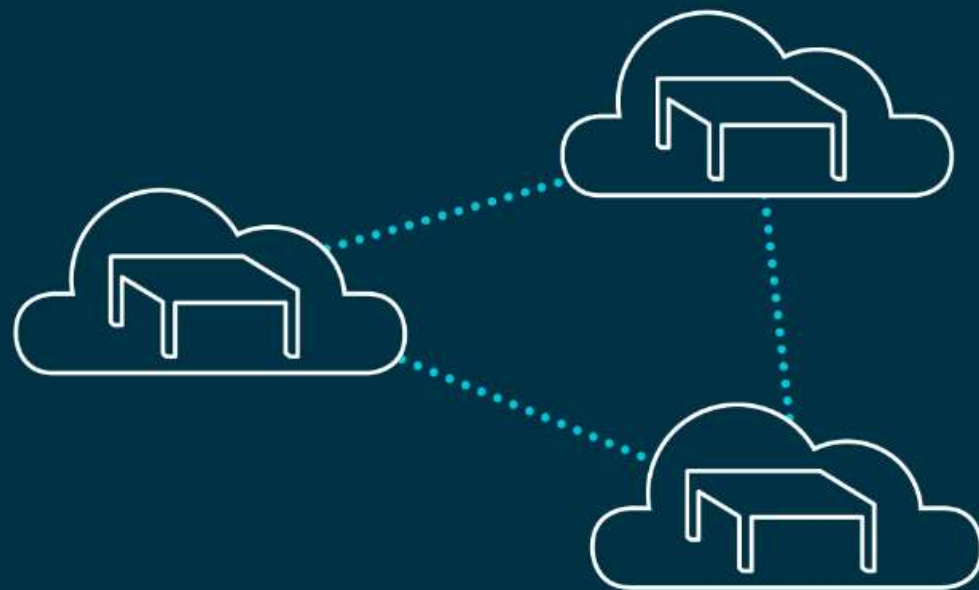
1. [www.fuze.com](http://www.fuze.com)





# Lower costs

for hardware and IP connectivity,  
combined with the availability of cloud  
based Virtual Meeting Rooms (VMRs)



means **video** is becoming a  
prevalent communications medium  
for small businesses

UCaaS market in EMEA  
is expected to be worth

**\$1.15 bn**  
by 2020



2. [www.everyinvestor.co.uk](http://www.everyinvestor.co.uk)



Voice and video communications  
will increasingly be  
**one-to-many,**  
rather than one-to-one.



**Conference calls**  
now represent up to  
**40%** of all voice traffic  
in the enterprise



**Call Recording  
Compliance**  
will take centre stage  
through 2018

3. [www.unified-communications.tmcnet.com](http://www.unified-communications.tmcnet.com)

# 20%

predicted growth in UCaaS shipments in 2018 for midsize and large enterprises



First generation

## of business voice assistants

will be put through their paces in 2018 by early adopter enterprises

4. [www.itproportal.com](http://www.itproportal.com)

Let us begin