

IFA Global Markets Expert Talks – Opportunities in Sourcing

PROGRAM 2017

View our full list of EXPERTS 2017 below the program

3 Sep, Sunday	4 Sep, Monday	5 Sep, Tuesday	6 Sep, Wednesday
<p>10:00 - 10:30 VDE <i>Energy efficiency - Legislation and requirements for household appliances in the EU</i></p> <p>Mathias Slabsche Senior Sales Expert household appliances and commercial use VDE Testing and Certification Institute</p>	<p>10:00 - 10:30 VDE <i>The Chemical Product Safety of Electronic Products</i></p> <p>Dr. Michael Rieß Head of Chemical Product Safety and Sustainability VDE Testing and Certification Institute</p>	<p>10:00 - 11:00 IFA Business Days - Enterprise Europe Network</p> <p><i>How to Enter New Markets: China</i></p> <p>Sabine Yang-Schmidt Senior Consultant for International Affairs IHK Potsdam</p>	<p>10:00 - 11:30 Panel Discussion <i>New Routes to Europe's Markets</i></p> <p>Bob Snyder, Editor Channel Media Europe</p> <p>Nick Graves CEO Aquilla Europe</p> <p>Samy Moustafa Global Sales Manager iDeal Of Sweden</p>
<p>10:30-11:00 More than Reality – VR on Every Street</p> <p>Cyril Tuschi, Content Development & Product Vision Pascal Morgan Innovation, Strategy & Business Development You-VR & Vonderland</p>	<p>10:30 - 12:00 IFA Business Days - Enterprise Europe Network</p> <p><i>How to Enter New Markets: Indonesia, Philippines, Korea</i></p> <p>Kumala Chandra EU-Indonesia Business Network</p>	<p>11:00 - 12:30 IFA Business Days - Enterprise Europe Network</p> <p><i>Protecting Your IP Rights (Special Insight into China)</i></p> <p>Dr. Bertram Huber China IPR SME Helpdesk</p>	<p>12:00-13:00 Amazon Business <i>Reach new business customers on Amazon</i></p> <p>Learn how to expand your B2B sales with Amazon Business.</p>
<p>11:00-12:00 <i>Why eSports is The next Big Thing</i></p> <p>Bob Snyder Editor Channel Media Europe</p>	<p>Antonio Alcazar EU-Philippines Business Network Sumin Moeller KOTRA Hamburg (Korea Trade-Investment Promotion Agency)</p>		

12:00-13:30

Panel Discussion
*Challenges in Sourcing
& Distribution*

Bob Snyder, Editor
**Channel Media
Europe**

Morten Frederiksen
Head of OEM/ODM
EET Group

Adam Zwierzynski,
CEO
Alstor

Etienne Finet
VP EMEA Business
Development
Ten Pao International

12:00-12:30

Product Design
*Trends for Global
Markets*

Anouk Groen
Research Manager /
Designer
GK Design Europe

12:30-13:30

Panel Discussion
*Three Futures:
Displays, VR, & LED
Lighting*

Bob Snyder, Editor
**Channel Media
Europe**

Dr. Bill Liu
Founder and CEO
Royole Corporation

Gary S. Weissberg
Director of Product
Management
Light Engine LTD

12:30-13:30

Panel Discussion
*Where is the New
Opportunity in Mobile
Communications?*

Bob Snyder, Editor
**Channel Media
Europe**

Magnus Michael
Prokurist & COO
Michael Telecom AG

Mick Grom, CEO,
C-NEO

14:00 -15:00

Amazon Business
*Reach new business
customers on Amazon*

Learn how to expand
your B2B sales with
Amazon Business.

14:00 -15:00

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Amazon Business –
*Reach new business
customers on Amazon*

Learn how to expand
your B2B sales with
Amazon Business.

<p>15:30-17:00 Panel Discussion <i>Challenges & Trends in Retail & Distribution</i></p> <p>Bob Snyder, Editor Channel Media Europe</p> <p>Tobias Redlin Managing Director iGo3D</p> <p>Manjit Gidwani Business Development MBX International Ltd.</p> <p>Daniel Charbit Managing Director XtremeMac</p>	<p>15:30-17:00 Panel Discussion <i>Challenges & Trends in Distribution</i></p> <p>Bob Snyder, Editor Channel Media Europe</p> <p>Mike Lange Managing Director Z-Wave Europe GmbH</p> <p>Joerg Reimann Director 3D/Storage UFP Deutschland GmbH</p> <p>Rebecca Fuchs Head of Retail Sales Nimans</p>	<p>15:30-17:00 Panel Discussion <i>Challenges & Trends in Sourcing & Distribution</i></p> <p>Bob Snyder, Editor Channel Media Europe</p> <p>Magnus Michael Prokurist & COO Michael Telecom AG</p> <p>Fergal Dempsey Head of Business Development Exertis Supply Chain Services</p> <p>Nicolai von Tsurikov Managing Director Corwell</p> <p>Arthur Baanders Business Development Smart Homes Digital Home Lifestyle (DHL)</p>
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Experts 2017

- **Tobias Redlin**
Managing Director of **iGo3D**, Europe's largest distributor of desktop 3D printers and accessories.
- **Rebecca Fuchs**
Head of Retail Sales at **Nimans**, an £130+ million distributor in telecom, office and smart home in the UK.
- **Mike Lange**
Managing Director of **Z-Wave Europe GmbH**, a leading distributor for wireless home automation controls.
- **Mick Grom**
CEO of **CNEO GmbH**, a unique go-to-market company that works with companies to develop their Amazon presence in Germany and other markets.
- **Adam Zwierzynski**
CEO of **Alstor**, a distributor in Poland of consumer IT whose retail strategy includes iCorner, a store area dedicated to Apple-related accessories.
- **Magnus Michael**
Prokurist & COO
Michael Telecom AG, a family-owned wholesale company working now with approximately 10,000 dealers at home and abroad in the telecom, smart home and consumer IT sectors.
- **Manjit Gidwani**
Business Development
MBX International Ltd, one of UK's largest digital radio vendors--a designer and manufacturer of DAB radio/audio products built in partner factories in southern China.

- **Nicolai von Tsurikov**
Managing Director
Corwell, a distributor/ wholesaler of 16,000 different products in office, IT and CE accessories and data storage products in the Czech Republic.
- **Morten Frederiksen**
Head of OEM/ODM
EET Group A/S which encompasses EET Security, Podspeakers, Clint Digital, EET Logistics, and the distributor EET Euoparts (which serves 43,000 customers in Europe.)
- **Joerg Reimann**
Director 3D/Storage
UFP Deutschland GmbH, one of the main European distributors with sales of 800 million euros of printer supplies and storage.
- **Arthur Baanders**
Business Development Smart Homes
Digital Home Lifestlye (DHL), a consultancy focused on the European IoT-at-home market.
- **Nick Graves**
CEO
Aquila Europe, a pan-European technology consultancy focused on the Apple ecosystem.
- **Samy Moustafa**
Global Sales Manager
iDeal Of Sweden, a Swedish fashion and lifestyle brand.
- **Fergal Dempsey**
Head of Business Development
Exertis Supply Chain Services (SCS), a leader in materials supply chain design and operation, a member of Exertis Group, one of Europe's largest and fastest growing technology distribution and specialist service providers with 400 global technology brands and over 45,000 resellers, e-commerce operators and retailers across Europe.
- **Dr. Bill Liu**
Founder and CEO
Royole Corporation, a leading innovator and manufacturer of next-gen human-machine interface technologies and products such as advanced flexible displays, flexible sensors, and smart devices. Its Moon 3D Virtual Mobile Theater won a Gold Award in the European Product Design Award competition.
- **Anouk Groen**
Research Manager/Designer
GK Design Europe, an Amsterdam-based design agency with consumer product & design trend research as well as concept development and actual scale modeling.
- **Gary S. Weissberg**
Director of Product Management
Light Engine LTD, a global leader in advanced LED technologies including smart control systems.
- **Cyril Tuschi**
Content Development & Product Vision
and
Pascal Morgan
Innovation, Strategy & Business Development
VONDERLAND, a pioneer in VR/AR/MR, building a bridge between film, multi-sensory and multi-person VR experiences including eye-tracking, hand-tracking, a scent-generator, real time-engine controlled wind, heat, moving walls and hydraulic floors.
- **Etienne Finet**
VP EMEA Business Development
Ten Pao International, a Hong Kong-based manufacturer of high-quality power adapters for large OEMs globally. Finet lives in Silicon Valley, California and has also been involved with several high-tech start-ups.