



Business Opportunities in Lebanon – BOIL 2017 WORKSHOP: SELLING TO THE PUBLIC SECTOR

Date & time: October 12, 2017 at 4 pm

Venue: Movenpick Hotel, Beirut

Audience: SME owners, sales organizations in medium and large companies

Program	
16:00 – 16:15	<p>Opening note by moderator, Ms. Lamia Moubayed Bissat, Director of the Institut des Finances Basil Fuleihan</p> <p>Public procurement : A business opportunity for SMEs in Lebanon The moderator will ask the Director of the Tender Board to comment on the topic: How the Tender Board is acting to improve the participation of SMEs to public procurement, and whether the new law will allow more opportunities for SMEs.</p> <p>Speaker: Dr. Jean Ellieh, Director General, Tender Board</p>
16:15 – 16:35	<p>SMEs selling to the public sector share their experience The moderator will ask SMEs managers to share lessons learnt and shed light on opportunities and challenges</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Mr. Abdallah Bsaibes, Chairman, GeoSpatialMinds SAL • Ms. Hanan Saab, CEO & Managing Director of Pharmamed, Founding member and former President of the Lebanese League for Women in Business
16:35 – 17:05	<p>How could SMEs do business with the State? Infographic video presented by Ms. Basma Abdul Khalek, Institut des Finances Basil Fuleihan</p> <p>Experts will comment on the video, share insights and respond to the audience's questions.</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Dr. Jean Ellieh, Director General, Tender Board • Mr. Charbel Haddad, Member of the Municipal Council and Head of the Procurement Committee, Municipality of Fanar • Ms. Rana Rizkallah, Procurement officer and Trainer, Institut des Finances Basil Fuleihan
17:05 – 17:10	<p>Wrap-up & closing</p>