

Transforming the supply chain Investment opportunities and new jobs

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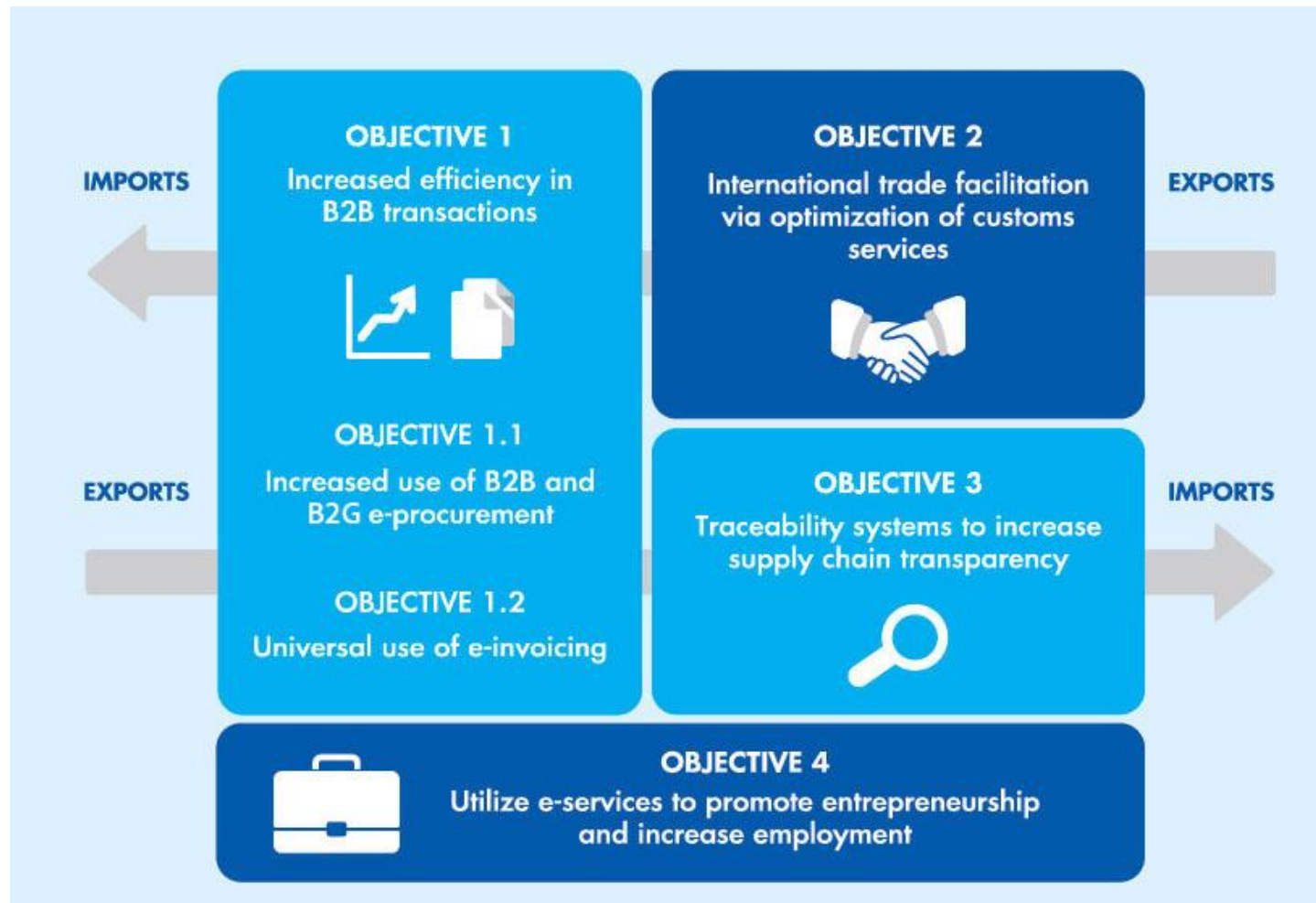
**Return to Growth
Private Investments – Sustainable New Jobs
23rd of April, 2015**



The problem

- Supply Chain represents a significant part of the Greek economy
 - It includes all operations (from customs to the end consumer)
 - It contributes to the GDP by 10,8% and is a major catalyst for developing Greece as an International trade hub
 - Effectiveness and efficiency of supply chain operations are important precondition for attracting new investments in the country
- Greece is far behind in EU concerning the adoption and use of digital services
 - It is ranked 26th among 28 EU countries in the Digital Economy and Society Index (DESI) 2015
 - 4th from bottom position in EU according to World Bank's "Doing Business"
- The competitiveness is limited due to : Inefficiency of supply chain operations – Bureaucracy and administrative burden – Illegal trade ("black market")
- Digital Economy can provide solutions that reduce operational costs and illegal trade, increase business collaboration and profit, create new investment and employment opportunities

Key Objectives and Related Projects



E-procurement in the private sector: increased efficiency – reduced transaction and procurement costs



Up to **38%**
productivity
increase per order



Up to **€4b annually**
in key sectors of the economy
resulting from universal use
of e-auctions



Up to **€1,4b annually**
assuming that Greece approximates
the average EU use of e-procurement



Up to **15%** operating
cost reduction in managing
orders



Up to **18%**
average savings
per high value order
by using e-auctions

Public Sector e-procurement: savings and administrative costs reduction



B2B e-invoicing: operational costs reduction and limitation of fake B2B transactions



B2C invoicing & payment: major increase in VAT revenues

- **Expand and enhance e-payment acceptance through POS in all B2C transactions**
- **Use of payment cards (credit, debit) in transactions to fight VAT evasion**
 - VAT is directly transferred to tax authorities through the banking system
 - Provide incentives for citizens and businesses to adopt use of cards
- **Could lead to a €7,5 b increase in VAT revenues by 2020.**

Traceability technologies: operational effectiveness in warehouse management and smuggling reduction



E-clearance: fast and effective custom operations and international trade facilitation



Increase employment opportunities: new jobs and containment of “brain drain”



Indicative Action Plan for the Projects

Action	Short term (6-12 months)	Medium term (12-24 months)	Long term (> 24 months)
Support adoption and use of e-procurement services by public and private sector			
<ul style="list-style-type: none"> ∇ Public e-Procurement System in productive use ∇ Obligatory use of e-procurement for all public organizations ∇ Provide incentives for use of e-procurement in the private sector 	○	○	
Support universal adoption of e-invoicing			
<ul style="list-style-type: none"> ∇ Apply current e-invoicing legislation - exploit existing private platforms ∇ Obligatory use for B2G transactions ∇ Provide incentives for all B2C and B2B transactions 	○	○	
Facilitate transnational commerce providing information services and effective e-custom services			
<ul style="list-style-type: none"> ∇ Provide information services to stakeholders ∇ Apply e-payment in all operations ∇ Accelerate the development and use of the national single window service ∇ Extend and integrate e-custom services to all ports and airports 	○	○	○
Increase transparency in supply chain operations and support monitoring and traceability of goods			
<ul style="list-style-type: none"> ∇ Prepare technological infrastructure ∇ Apply monitoring and traceability technologies to reduce smuggling (fuels, cigarettes, spirits) 	○	○	

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Digitization of the Greek Judicial System

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An efficient judicial system is a catalyst for a growth-friendly environment

Efficiency, quality and independence are key principles of a good judicial system. **Critical for a growth-friendly business environment**



– “*High quality, independent and efficient justice is essential to a growth-friendly business environment*”, Olli Rehn, EU Commissioner for Economic and Monetary Affairs and the Euro.



– “*The attractiveness of a country as a place to invest and do business is undoubtedly boosted by having an independent and efficient judicial system*”, Viviane Reding, EU Justice Commissioner.

The problem

Institutional/Legislative

- Ineffective out-of-court settlement procedures
- Overregulation
- “Closed” judicial systems with limited feedback to and from individuals or businesses
- “Dikomania”

Clearance rate for most types of cases is below EU average

Technological/Managerial

- Inadequate management of judicial resources due to lack of automated case management systems
- Lack of performance measurement data and of strategic indicators
- Lack of technological infrastructure and digital services

On June 30, 2014 **995.399** cases were pending in the courts

Proposed Objectives and Related Projects



Indicative benefits through digital services selected cases

Characteristic Examples

Proceedings before the Supreme Court and the Council of State, resolution of tax-related disputes, court payment orders and insolvency proceedings, representing 62,300 cases of a total of over 762,000 administrative and civil cases annually.

 **Up to 19m €**
economic savings

 **Up to 65,700**
fewer person-days



Increased efficiency and productivity



Up to **70%**
Time and Cost
Savings



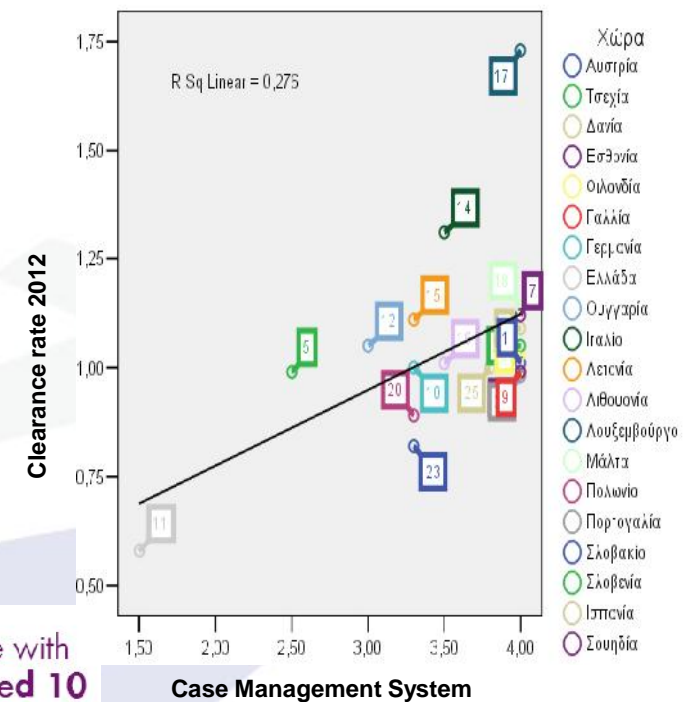
Up to **100%**
Resolution of
Incoming Cases



Up to **235m €**
in savings



Up to **800,000** fewer person-days
(i.e. 3,565 person-years, approximately the
annual production output of an entire town!)



Up to **100% resolution of incoming cases** (under the assumption of convergence with the EU average), **without accumulation and time delays that today can exceed 10 years**

Return to Growth
Private Investments – New Sustainable Jobs

New jobs and employment opportunities

1,000 new positions for employees with ICT skills, in the administration of systems and services and technical support (court judges, non-judiciary court employees, attorneys and bar associations)

350-400 new jobs for ICT specialists for the implementation of e-justice projects



Benefits of ICT use in the judicial system

Contribution to the National Economy

- Savings of valuable financial and human resources that can be channeled to the recovery of the national economy and to growth
- Significant cost reduction of doing business
- Large influx of revenue to the public coffers, mainly from resolving tax disputes

Institutional & Qualitative Changes

- Reinforcement of accountability and transparency of the judicial system
- Consolidation of trust between the state, citizens, businesses and investors
- Enhancement of the prestige of the Greek judicial system
- Improvement of services provided to citizens and increase in productivity
- Facilitation of trans-European cooperation

Proposed Project Road Map

Action	Short term (6-12 months)	Medium term (12-24 months)	Long term (> 24 months)
Accelerate the development and productive use of the Case Flow Management System (OSDDY)			
∇ Case Management System in productive use	○	○	○
Interoperability between systems and services			
∇ Operational Integration with other systems (Bar Associations, public organizations etc.)	○	○	
∇ Provide «One-stop-shop» services to stakeholders	○	○	
∇ Optimization of resource sharing through cloud infrastructures			
Goal and Performance Monitoring System			
∇ Strategic Decision making support through intelligent data analysis and prediction techniques (e.g. identify factors affecting clearance rate)	○	○	
∇ Utilize heterogeneous sources of information to produce executive and analytical information (costs per case category, delays and deviations from goals etc.)			
Legislative and Regulatory Interventions to facilitate use of e-justice services			
∇ Remove legislative and regulatory barriers to facilitate digital services (e.g. digital signatures)			
∇ Establish mandatory use of digital services from the judicial system	○	○	○
∇ Provide incentives for the use of digital services by citizens, businesses, lawyers			

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