3rd AmCham Digital Conference

# From Vision to Action:
# CREATING SYSTEMS THAT DELIVER OUTCOMES

**10 December 2025**

| 08:30 - 09:00 | **Registration of Participants** |
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| 09:00 - 09:10 | **Opening Remarks** |
| | ✚ **MR. SLAVKO PROJKOSKI,** Member of the AmCham Board of Directors |
| 09:10 - 09:20 | **Recap: Conclusions from the 2nd AmCham Digitalization Conference** |
| | ✚ **MS. MERI KUCHERA - ILIEVSKA,** Chairperson of Amcham Digital Transformation Committee |

**09:20 - 09:45**

*Keynote Address*
Supported by the U.S. Department of State
**Building Resilience and Trust: Governing Digital Transformation in the Age of AI and Cyber Risk**

The keynote will explore how national digital transformation agendas can be strengthened through robust cybersecurity frameworks, agile governance models, and strategic coordination across institutions. Drawing on MITRE's global experience supporting governments and critical infrastructure operators, the address will emphasize the importance of building institutional capacity to manage cyber risks, enable secure data ecosystems, and support the responsible adoption of AI.

Referencing international developments such as the U.S. Executive Order on AI and the EU AI Act, the keynote will offer practical reflections for North Macedonia on how to build a secure, inclusive, and innovation-driven digital environment—aligned with Euro-Atlantic standards and rooted in resilience and trust.

In the context of navigating regulatory divergence between U.S. and EU frameworks, the address will explore how a country like North Macedonia can play a bridging role—by adopting adaptable, transparent, and interoperable digital governance models that reinforce both market integration and strategic partnerships.

**Keynote speaker:**

✚ **MR. STEVEN A. NEWTON,** Principal Cyber Capacity Engineer at MITRE corporation

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| **09:45 - 10:45** | *Panel Discussion 1* <br><br> **Digital Transformation in Public Revenue Systems: E-Invoicing and Real-Time Fiscalization** <br><br> This session will offer an overview of the benefits that e-invoicing and real-time fiscalization bring to the state budget, good governance, citizens, and other stakeholders. It will also showcase good practices from the countries it has been introduced to. The panel will highlight the current efforts of the responsible institutions in this area and their plans for implementing these mechanisms in the future. <br><br> ✛ **MS. ELENA PETROVA,** Director of the Public Revenue Office <br> ✛ **MR. NORBERT TÓTH,** Director at PwC Hungary <br><br> **Moderator:** <br> ✛ **MS. MERI KUCHERA-ILIEVSKA,** Chairperson of the AmCham Digital Transformation Committee |
| **10:45 - 11:15** | **Coffee Break** |
| **11:15 - 12:15** | *Panel Discussion 2* <br><br> **From Interoperability to Institutional Resilience: Unlocking the Power of Connected Data** <br><br> This panel will explore how North Macedonia's digital transformation strategy is advancing the delivery of more efficient, accessible, and user-centered public services. A key focus of the panel will be the Interoperability Platform as a foundational element of the digital infrastructure that enables secure data exchange between institutions. The discussion will also address the Electronic Citizen Register, which is already in place but remains underutilized by many institutions and private sector actors. Panelists will discuss how institutional coordination, data liberalization, and cybersecurity standards can transform digital infrastructure into a driver of resilience and inclusive governance. The session will also highlight the role of the current and forthcoming legislation in building a comprehensive legal foundation for a secure, interoperable, and innovation-friendly digital ecosystem aligned with EU standards. The session will also explore the key next steps needed to achieve this vision, as well as relevant good practices and lessons learned from countries in the region. <br><br> **Panelists:** <br> ✛ **MR. STEFAN ANDONOVSKI,** Minister of Digital Transformation <br> ✛ **MR. METODIJA MIRCHEV,** CEO, A1 Macedonia <br> ✛ **MR. DAMJAN MANCHEVSKI,** Director of Strategic Accounts & General Manager for Balkans, MAK-SYSTEM International Group <br><br> **Moderator:** <br> ✛ **MR. DIMITAR JANEVSKI,** Vice-Chairperson of the AmCham Digital Transformation Committee |

**12:15 - 13:30**

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TECH-SKOPJE

*Panel Discussion 3*

## Navigating Digitalization and Cyber Security in the Energy Sector

The energy sector is at the intersection of green and digital transitions. This session will present the ongoing digital transformation initiatives in the energy sector, with a focus on cybersecurity. The panelists will share insights into current projects, emerging trends, and key challenges, including those related to the development of the new Energy Law. The discussion will also explore how this evolving legal framework can support digitalization efforts and address identified gaps

### Panelists:

✤ **MR. BURIM LATIFI,** Director-General and President of the Board of Directors, MEPSO

✤ **MR. APOSTOLCO RAMOV,** Head of IT at the Energy Regulatory Commission

✤ **MR. ANDREJ PETRESKI,** Cisco Country Lead for North Macedonia and Kosovo

✤ **MR. GEORGI HADJI-MANEV,** Head of Information & Telecommunication Technologies at Elektrodistribucija, EVN Group

✤ **MR. AJRI SHEJ,** Founder & Chairman of Tessa Group | Tessa Tech - Skopje

### Moderator:

✤ **MR. KIRIL PAPAZOSKI,** Member of the AmCham Public Policy-Making Task Force

**13:30 - 14:30**

## Lunch Break

**14:30 - 15:30**

*Panel Discussion 4*

## Accelerating Digital Innovation in the Financial Sector

The financial sector is undergoing rapid digital change, driven by customer expectations, new technologies, and EU alignment processes. This panel will explore the sector's readiness for SEPA membership and the tangible benefits already being observed, as well as ongoing efforts to enable open banking and support fintech development in a competitive yet secure environment. The discussion will also cover the development of instant payment systems as a key enabler of real-time, user-friendly financial services that align with broader digitalization goals.

### Panelists:

✤ **MS. BILJANA DONOVSKA-GECHEVA,** Director of the Payment Systems Directorate, National Bank of the Republic of North Macedonia

✤ **MR. BERKAN IMERI,** Executive Director, HalkBank

✤ **MS. SANDRA TOMANOVIĆ,** Director of the Directorate for Payment Systems and Related Services, KIBS

✤ **MR. MARIN PIPERKOSKI,** Executive Director, PaySpot MK

**Moderator:**

✢ **MR. BOBAN BRAGORSKI,** Policy Manager at AmCham

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**15:30 - 16:30**

*Panel Discussion 5*
## Funding Opportunities for Digitalization Efforts

This session will introduce participants to current and upcoming open calls designed to support institutions, businesses, and other organizations in their digital transformation efforts. It will also provide practical information on the eligibility of applicants and activities; time frames and other key details related to the calls.

✢ **MS. MARIE-MADELEINE KANELLOPOULOU,**Head of sector for institution building, economic reporting, PAR/PFM and cross-border cooperation, EU Delegation to North Macedonia

✢ **MS. SONJA INGILIZOVA,** EBRD's Business Advisory Programme

✢ **MS. VERICA HADJIVASILEVA MARKOVSKA,** EBRD's Go Digital Programme

✢ **MR. GORAN KOVACHEV,** Director of Energy Efficiency Fund, Development Bank of North Macedonia

✢ **MR. PETRE LAMESKI,** Digitmak

**Moderator:**

✢ **MR. DASHMIR ISTREFI,** Member of the AmCham Digital Transformation Committee

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**16:30 - 16:45**

## Conference Wrap-up