



Maritime Procurement & AI Summit

21 Oct 2026 | Marriot Hotel, Syngrou Avenue, Athens

Strategic Overview and AI

09:00 - 09:30

Registration and Welcome Coffee

09:30 - 09:45

Opening Remarks and Welcome

Welcome from Chair, Steven Jones — stress the focus on better procurement, not simply more AI, which makes it relevant even for delegates who are still at the beginning of their digital transformation journey.

Recap on the psychology of procurement from previous IMPA Athens. Asking how AI changes that, if it does. The session will examine what the survey findings reveal about where procurement actually stands in 2026, compared with where the industry believes it stands. It will also cover where AI is creating genuine commercial value today, how organisations can adopt it safely and responsibly, and how commercial data can be protected while embracing innovation. Further themes include the skills procurement professionals must continue to develop, whether delegates feel their careers are at risk, and how AI can support better decisions, not simply faster ones. The session sets the scene for how AI is reshaping maritime procurement while preserving the judgement, relationships and expertise that define successful procurement professionals.



Steven Jones
Chair, IMPA Athens
2026



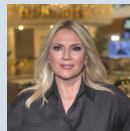
Namrata Nadkarni
CEO & Founder,
Intent Communications

09:45 - 10:15

Industry Session: State of Maritime Procurement 2026 - What the Industry Survey Is Really Telling Us

Setting the strategic scene and understanding.

- Beyond AI, which pressures should be top of mind — inflation, supply chain resilience, geopolitical uncertainty, sustainability, digitalisation, supplier relationships, or the challenge of attracting and retaining procurement talent?
- Which of these is the most under-estimated by procurement leadership today?



Chryssa Banti
Purchasing Manager,
J.H.I. Steamship Co

10:15 - 11:00

Reality Check Session: AI in Action - Real Results from Maritime Procurement

Honest accounts of implementation, lessons learned and measurable results, shared from direct experience rather than as sales presentations. The discussion will focus on real evidence and will openly address failure, including where projects have not gone to plan.

Each speaker addresses five questions:

- What problem were we trying to solve?
- Why did we choose AI?
- How was it implemented?
- What didn't work?
- What measurable value has it delivered?



Mikael Weis
CEO,
Source2Sea



Maria Tzigianni
Senior Manager, Buyer
Commercial, Marcura



Konstantinos
Mesolongitis
Marine Engineer &
Software Engineer,
Tech Founder



George Rovis
Co-founder & Chief
Operating Officer,
Seafair



Aris Manassakis
Co-Founder & Chief
Operating Officer,
Procureship

11:00 - 11:30

Coffee Break

11:30 - 12:00

Fireside Chat: The AI Hype Cycle: Choice, Coexistence, Intelligence, Survival

AI's hype cycle brings more tools than any company can use. This session asks when to build, buy, acquire or partner, and when having too many options stops paying off. It then treats AI as a new hire: who manages it, how its work is reviewed, how to challenge its judgement and when to let it go. Delegates will be invited to take part. If competitors use the same tools and data, where does the real advantage lie? Looking ahead to Marine Money's 30th anniversary, what should survive this hype cycle and what should it have killed off?



Konstantinos
Anagnostopoulos
Director & Co-Founder,
Athens Legal Tech



Emma Collier
Founder & Managing
Partner, Further & Further

12:00 - 12:45

Leadership Session: The Leadership Debate - The Risk of Knowing Less

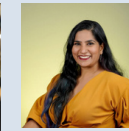
Procurement professionals have access to more data, automation and analytical tools than ever before. But are organisations developing stronger commercial judgement, or becoming increasingly dependent on technology? This lively debate explores succession planning, negotiation skills, supplier relationships, mentoring and the future capabilities procurement professionals will need in an AI-enabled world.



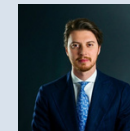
Panos Kyrtatos
CEO, Propulsion
Analytics



Chryssa Banti
Purchasing Manager,
J.H.I. Steamship Co



Namrata Nadkarni
CEO & Founder,
Intent Communications



Konstantinos
Anagnostopoulos
Director & Co-Founder,
Athens Legal Tech



Alex
Eleftheriadis, Ph.D.
Founding Partner,
Big Pi Ventures

12:45 - 14:00

Lunch Break

14:00 - 14:45

Security Session: Building Trusted AI - Governance, Cybersecurity and Protecting Commercial Intelligence

Successful AI adoption depends on trust. This practical session explores how organisations can integrate AI safely into procurement operations while protecting commercially sensitive information. Topics include:

- Secure integration with ERP and legacy systems
- Cybersecurity and digital resilience
- The AI Data Leakage Dilemma — protecting supplier pricing, contracts and confidential commercial information
- Governance frameworks and organisational AI policies
- Legal liability, auditability and intellectual property protection Building supplier confidence in AI-enabled procurement



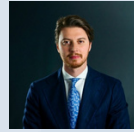
John Faracilas
All About Shipping



Dimitrios Orfanos
Director, RINA



Immo Brüggemann
Managing Director,
Creatum GmbH



Konstantinos
Anagnostopoulos
Director & Co-Founder,
Athens Legal Tech

14:45 - 15:30

Open Session: The Great AI Debate - Better Procurement or Bigger Problem

Interactive discussion driven by live audience polling. Delegates shape the debate in real time as shipowners, suppliers, legal experts and technology leaders tackle the industry's most difficult questions. Topics include:

- Can AI be trusted with commercially sensitive information?
- Who is accountable when AI makes the wrong recommendation?
- Should AI negotiate with suppliers?
- Can AI strengthen supplier relationships — or will it weaken trust? Where should human judgement always remain in control?



Manos Koukouvios
Chief Operating Officer,
Vsiltec



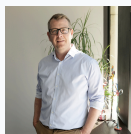
Oleksandr Pyenov
Founder & CEO, A-GOS



Mikael Weis
CEO,
Source2Sea



Namrata Nadkarni
CEO & Founder,
Intent Communications



Konstantinos Nikolau
Chief Operating Officer,
Benefit Software



John Faracilas
All About Shipping

15:30 - 16:00

Coffee Break

16:00 - 16:15

Closing Session: Athens Principles on AI

The conference concludes by developing a practical framework for responsible AI adoption. Drawing on the insights shared by delegates and speakers throughout the day, the Chairs will present The Athens Principles for AI in Procurement — a set of practical recommendations designed to help organisations introduce AI responsibly while protecting commercial judgement, supplier trust and operational resilience.



Steven Jones
Chair, IMPA Athens
2026



Namrata Nadkarni
CEO & Founder,
Intent Communications

16:15 - 16:30

Closing Speech: Augmented Decision-Making: Combining AI Speed with Human Context in Maritime Procurement.

AI gives us the speed to process data at scale, but Human Intelligence gives us the context to turn that data into better outcomes. When we combine the two, we don't just execute faster procurement, we build a smarter, safer, and more resilient maritime supply chain.



Aristotelis Moutafis
Commercial Manager,
Blu Maritime

17:00 - 19:00

Networking Drinks

Join us on the Rooftop Bar for drinks and further networking to close out IMPA Athens 2026



21 Oct. 2026 | Marriot Hotel
Join us: impaevents.com/event/athens