

# Curriculum Vitae



**Theofanis C. Giotis**

*MSc, MCT, PMP®, Ph.D. Cand.*



**Name:** **Theofanis C. Giotis**, BA, MSc, MCT, PMP®, Ph.D. Cand.

- Current Job:**
- Founder, CEO, **12PM Consulting** ([www.12pm.biz](http://www.12pm.biz)) (2008 until present)
  - Co-Founder, President & CEO, **ITEC Consulting S.A.** ([www.itec-consulting.edu](http://www.itec-consulting.edu)) (1988 until present)
  - Co-Founder, CEO & VP, **ITEC Training S.A.** ([www.itec.edu](http://www.itec.edu)) (1995 until June 2010)
  - Adjunct Professor at **University of Piraeus**, **Aristotle University of Thessaloniki** and **BCA College**
  - International corresponded of **PM Forum** in Greece and **PM Ambassador™**

- Project Management involvement:**
- Co-Founder & President, **PMI Athens, Greece Chapter**, (2004 until present)
  - Member of PMI (2003) and **PMP®** certified (2004)
  - Volunteer for **PMI's OMP3®**, **PMI's PMBOK®** and **PMI's Lexicon**
  - PMI EMEA Leadership Institute Masters Class (**LIMC 2007**) graduate

- Professional Experience:**
- 22+ years of experience in Project and Program Management, Information Technology, Economics, Operational Research and Management.
  - Has taught **80+ Project Management courses** with **850+ attendees** (until Dec. 2008)

**Summary of Experience up to date:** Mr. Theofanis Giotis is Founder and CEO of **12PM Consulting**. Also he is **Co-Founder, owner** and **CEO** of **ITEC Training SA** & **ITEC Solutions SA** since 1988. Finally he is **Co-Founder & President of PMI Greece Chapter** since 2004.

Theofanis has over 23+ years of professional experience in Project and Program Management, Information Technology, Economics, Operational Research and Management. As an **entrepreneur, consultant and trainer**, Theofanis has worked in different cultural environments mainly in EMEA region. Since 1992, he was heavily involved in Project Management when he was part of a team that setup the first PMO in Greece for a Greek Telco for **managing a project of €200 million budget**.

Since 1987 he has managed hundreds of **IT/TELCO projects**. As an **ICT expert** he has envisioned, planned, designed, developed and implemented hundreds of **Infrastructure Deployment** and **Application Development** projects for Greek & multinational companies. He has experience in **2 and 3 tier applications** using different programming languages and tools (Cobol, DBase II/III/IV, Clipper, Visual Basic, Access, Excel VBA, SQL Server etc). Also, since 1987 he has gained tremendous experience in the field of **Information Technology** and **Project Management** (*more than 22.000 consulting and training hours*).


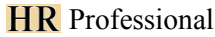


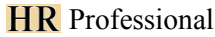


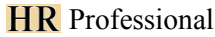

Theofanis has given 120+ presentations in ICT & Project Management and has passed 80+ professional certifications. Since Sept. 2005, he has published more than 80 articles for Project Management in Greek professional magazines (*the only columns for Project Management in Greece*).

Theofanis holds a **BA in Economics** from Kapodistriako University of Athens, Greece and an **MSc in Management** (O.R.) from Lancaster University, UK. Also he holds a **Computer Programming/Systems Analysis degree from ACE College**, Athens, Greece. He was certified as a PMP® in 2003 and has graduated from PMI® Leadership Institute Masters Class (LIMC) in 2007.

He is an adjunct professor at **University of Piraeus**, **Aristotle University of Thessaloniki** and **BCA College** teaching **Management Information Systems (MIS)**, **Project Management**, **Portfolio Management** and **Enterprise Project Management** at MBA level.

Theofanis serves as the International corresponded of **PMFORUM.org** and **PM Ambassador™** in Greece. He is a member of PMI **2008 EMEA Global Congress CoPAT**. Also he is a member of PMI, IEEE, ISACA & AMACON. Since 2001, Theofanis has taught **80+ Project Management and PMP® preparations courses** with **850+ attendees**. As of July 2008, he has **trained over 35% of all Greek PMPs**.

<b>Academic Studies:</b>	<ul style="list-style-type: none"><li>▪ <b>MSc in Management</b> (Operational Research), University of Lancaster, England (1984-1985)</li><li>▪ <b>BA in Economics</b>, National &amp; Kapodistrian University of Athens, Greece (1978-1984)</li><li>▪ <b>Computer Programming Analysis</b> Degree, ACE College, Athens, Greece (1981-1982)</li><li>▪ <b>Systems Analysis</b> Degree, ACE College, Athens, Greece (1982-1983)</li></ul>												
<b>Additional Studies:</b>	<ul style="list-style-type: none"><li>▪ Project Management Institute (PMI) EMEA <b>Leadership Institute Masters Class 2007</b> (2006-2007)</li><li>▪ Train The Trainer course – TTT (300 hours) by the “<b>Greek National Accreditation Center for Continuing Vocational Training</b>” (2006-2007)</li><li>▪ Studied <b>photography</b> for a year at CHLIVEROS Photography Lab in Athens, Greece (1980-1981)</li><li>▪ Studied <b>English</b> as a foreign language at the University of South Carolina, USA (1984-1985)</li><li>▪ Studied <b>typewriting &amp; telex</b> at DIDACTA, Athens, Greece (1981-1982)</li></ul> <p>Educated continuously, both for soft and hard skills, in subjects relevant to my profession. From 1992 until today has attended <b>more than 80 one-week seminars/workshops</b> in the following subjects:</p> <table><tr><td>▪ E-Commerce</td><td>▪ Leadership</td><td>▪ Programming Languages</td></tr><tr><td>▪ E-Learning</td><td>▪ Management</td><td>▪ Project Management</td></tr><tr><td>▪ E-Mail</td><td>▪ Networking</td><td>▪ RDBMS</td></tr><tr><td>▪ Internet</td><td>▪ Operating Systems</td><td>▪ Sales</td></tr></table>	▪ E-Commerce	▪ Leadership	▪ Programming Languages	▪ E-Learning	▪ Management	▪ Project Management	▪ E-Mail	▪ Networking	▪ RDBMS	▪ Internet	▪ Operating Systems	▪ Sales
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<b>Certifications:</b>	<p>From 1995 until today Theofanis has successfully passed more than <b>80 professional examinations</b> and acquired the following certifications:</p> <p><u><b>Business certifications:</b></u></p> <ul style="list-style-type: none"><li>▪ Project Management Professional (<b>PMP®</b>) (since 2004)</li><li>▪ CompTIA <b>IT Project+</b> (since 2004)</li><li>▪ <b>MSF</b> Practitioner &amp; Trainer (since 2002)</li><li>▪ Microsoft Sales Specialist (<b>MSS</b>) (since 1998)</li></ul> <p><u><b>Training certifications:</b></u></p> <ul style="list-style-type: none"><li>▪ E-Learning Facilitator, The Training Clinic (since 2004)</li><li>▪ Certified Trainer by the “<b>Greek National Accreditation Center for Continuing Vocational Training</b>” (since 2002)</li><li>▪ Microsoft Master Instructor (<b>MMI</b>) (since 2002)</li><li>▪ CompTIA Certified Technical Trainer (<b>CTT+</b>) (since 2001)</li><li>▪ Certified Technical Trainer (<b>CTT</b>) (since 1997)</li><li>▪ Microsoft Certified Trainer (<b>MCT</b>) (since 1995)</li></ul> <p><u><b>Technical certifications:</b></u></p> <ul style="list-style-type: none"><li>▪ <b>MCSA</b> (since 2002)</li><li>▪ <b>MCDBA</b> (since 1999)</li><li>▪ <b>MCSE</b> + Internet (since 1999)</li><li>▪ <b>MCSD</b> (since 1997)</li><li>▪ <b>MCP</b> + Internet (since 1997)</li><li>▪ <b>MCSE</b> (since 1995)</li><li>▪ <b>MCP</b> (since 1995)</li></ul>												
<b>Conferences and Tech Days:</b>	<p>From 1988 until today has attended more than <b>100 conferences &amp; Tech Days</b> all over the World. These events were in the following fields:</p> <ul style="list-style-type: none"><li>▪ E-Learning</li><li>▪ Information Technology</li><li>▪ Management, etc</li><li>▪ Marketing</li><li>▪ Operational Research</li><li>▪ Project Management</li><li>▪ Sales and Telecommunications</li></ul>												

<b>Professional experience:</b>	<p>Twenty (20) years of experience in <u>Management, Finance, Information Technology, Security and Project Management</u>, currently holding the positions of Chief Executive Officer (<b>CEO</b>), Vice President (<b>VP</b>) and Chief Technology Officer (<b>CTO</b>) at the following companies:</p> <ul style="list-style-type: none"> <li>• <b>ITEC Consulting SA</b> (founded in 1988 – co-founder and shareholder) (Information Technology Solutions company)</li> <li>• <b>ITEC Training Services SA</b> (founded in 1995 -co-founder and shareholder) (Information Technology, Project Management and Management Training company).</li> </ul>						
<b>Consulting &amp; Training experience:</b>	<p>From 1987 until today Theofanis has gained tremendous experience in the field of Information Technology (344 training courses/ 12.712 training hours until end of Dec. 2007) and more than 10.000 consulting hours in hundreds of Greek and multinational companies and organizations in he following fields:</p> <table> <tr> <td> <ul style="list-style-type: none"> <li>▪ Clustering Technologies</li> <li>▪ e-Commerce</li> <li>▪ E-Learning</li> <li>▪ Microsoft Office / Microsoft BackOffice</li> <li>▪ Microsoft Licensing</li> <li>▪ Operating Systems &amp; Network Operating Systems</li> </ul> </td><td> <ul style="list-style-type: none"> <li>▪ Operational Research</li> <li>▪ Programming Languages</li> <li>▪ Project Management</li> <li>▪ RDBMS</li> <li>▪ Sales Skills</li> <li>▪ Spreadsheets</li> </ul> </td></tr> </table>	<ul style="list-style-type: none"> <li>▪ Clustering Technologies</li> <li>▪ e-Commerce</li> <li>▪ E-Learning</li> <li>▪ Microsoft Office / Microsoft BackOffice</li> <li>▪ Microsoft Licensing</li> <li>▪ Operating Systems &amp; Network Operating Systems</li> </ul>	<ul style="list-style-type: none"> <li>▪ Operational Research</li> <li>▪ Programming Languages</li> <li>▪ Project Management</li> <li>▪ RDBMS</li> <li>▪ Sales Skills</li> <li>▪ Spreadsheets</li> </ul>				
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<b>Project Management experience:</b>	<p>Theofanis has envisioned, planned, designed and implemented many IT projects with <b>€10.000.000 worth of hands-on project experience</b> for many Greek and multinational companies (<b>for a detailed list see AP-PENDIX B</b>).</p>						
<b>Programming Experience:</b>	<p>As a systems analyst &amp; programmer, Theofanis has envisioned, planned, designed, developed and implemented tens of applications (2/3tier) in many different programming languages (Cobol, DBase III/IV, Clipper, Visual Basic, Access, Excel VBA, SQL Server etc) and systems for many Greek and multinational companies (<b>for a detailed list see APPENDIX C</b>).</p>						
<b>Presentations:</b>	<p>Theofanis has given <i>more than 100 presentations in various events and tech days</i>. The presentations made were in the following areas:</p> <table> <tr> <td> <ul style="list-style-type: none"> <li>▪ Information Technology</li> <li>▪ Project Management</li> <li>▪ Operational Research</li> </ul> </td><td> <ul style="list-style-type: none"> <li>▪ Management</li> <li>▪ Sales</li> </ul> </td></tr> </table>	<ul style="list-style-type: none"> <li>▪ Information Technology</li> <li>▪ Project Management</li> <li>▪ Operational Research</li> </ul>	<ul style="list-style-type: none"> <li>▪ Management</li> <li>▪ Sales</li> </ul>				
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<b>Professional Memberships:</b>	<p>Member of the following organizations:</p> <ul style="list-style-type: none"> <li>▪ Greek Computer Society (<b>EPY</b>) since 1988 (Training and Public relation committee)</li> <li>▪ Greek Operational Research Society (<b>E.E.E.E.</b>) since 1988</li> <li>▪ Economic Chamber of Greece (<b>O.E.E.</b>) since</li> <li>▪ Hellenic Management Association (<b>EEDE</b>) since 2000 <ul style="list-style-type: none"> <li>○ The Hellenic Institute of Information Management (<b>EIP</b>)</li> <li>○ The Institute of Human Resources Management (<b>IMAD</b>)</li> </ul> </li> <li>▪ Project Management Institute (<b>PMI</b>) and PMI GREECE Chapter (<b>PMI-GREECE</b>) since 2003</li> <li>▪ American Management Association (<b>AMACOM</b>) (2004)</li> <li>▪ <b>ISACA</b> since 2005</li> <li>▪ <b>IEEE</b> since 2004</li> <li>▪ <b>Rotary International</b> since 2001</li> </ul>						
<b>Publications:</b>	<p>Since 2001, <i>as a Subject Matter Expert (SME) on Information Technology and Project Management</i>, Theofanis has commented on Information Technology issues on Greek TV Channels.</p> <p>Theofanis has published <b>more than 70 articles (detailed list on APPENDIX A)</b> for Project Management in the following Greek professional magazines (<i>the only columns for Project Management in Greece</i>):</p> <table> <tr> <td></td><td>22 issues per year - I am a columnist since June 2005</td></tr> <tr> <td></td><td>11 issues per year - I am a columnist since Oct. 2005 and</td></tr> <tr> <td></td><td>11 issues per year - I am a columnist Since Oct. 2005</td></tr> </table>		22 issues per year - I am a columnist since June 2005		11 issues per year - I am a columnist since Oct. 2005 and		11 issues per year - I am a columnist Since Oct. 2005
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**Management  
specific  
involvement:**

- Project Management Institute (**PMI®**) member since 2003
- PMI Greece Chapter (**PMI-GREECE**) member since 2003
- PMI SIG **Information Systems** member since 2003
- PMI SIG **Education & Training** member since 2003
- PMI **Frankfurt** Chapter since 2006
- PMI **Washington D.C.** Chapter since 2007
- PMI SIG **Troubled Projects** since 2003

**Volunteer Positions:**

- Greek PMI Chapter Co-Founder (**PMI-GREECE**) (2004)
- Greek PMI Chapter President (**PMI-GREECE**) (2004 until today)
- **OPM3® 2008** Update Project Team Volunteer since 2005
- **Lexicon Project** Volunteer since 2006

**Leadership Institute Masters Class 2007:**

- PMI EMEA Leadership Institute Masters Class 2007 graduate

**PMI® Global Congresses attendance:**

- PMI® Global Congress EMEA 2005, Edinburg, Scotland, 23-25 May
- PMI® Global Congress EMEA 2006, Madrid, Spain, 8-10 May
- PMI® Global Congress EMEA 2007, Budapest, Hungary, 14-16 May
- PMI® Global Congress Asia Pacific 2008, Sydney, Australia, 3-5 March
- PMI® Global Congress EMEA 2008, St. Julians, Malta, 16-18 May

**PMI® Leadership Institute Meetings attendance:**

- Edinburg, Scotland, 20-22 May 2005
- Madrid, Spain, 5-7 May, 2006
- Budapest, Hungary, 11-13 May, 2007
- Sydney, Australia, 29 Feb-2 March 2008
- St. Julians, Malta, 13-15 May 2008

**Speaker at Project Management events:**

- [KPMG's 4<sup>th</sup> Information Technology Forum: CRM and Project Management](#), 24<sup>th</sup> of June, 2008, Aigli Zapeiou, Athens, Greece: «*The Value of Project Management*»
- [Project Management Conference](#), 4<sup>th</sup> of June, 2008, Hilton, Nicosia, Cyprus: «*The Value and Trend of Project Management*»
- [PM-04 4<sup>th</sup> SCPM & 1<sup>st</sup> IPMA / NedMet Conference "Project Management Advances, Training and Certification in the Mediterranean](#), 31<sup>st</sup> of May, 2008, Homerion Cultural Center, Chios Island, Greece: «*How do you Communicate Effectively with BLUE, RED and GREEN Stakeholders in order to Build TRUST and REDUCE CONFLICT?*»
- [PMI Leadership Institute meeting](#), 13-15 May 2008, Hilton, St. Julians, Malta: «*Leadership Through Conflict Management*»
- [Greek Organization for Sports Management](#), 14-16 Dec. 2007, Classical Acropol Hotel, Athens, Greece: «*Project Management in Sports*».
- [PMI GREECE Chapter](#), 29<sup>th</sup> of Nov. 2007, Greek Project Management Congress 2007, "Achieving Project Management Excellence using Best Practices": moderator for the round table "Greek National Strategy for Project Management!"
- [Project and Portfolio Management Symposium 2007 - PMI Chapters Austria](#), 19-20<sup>th</sup> of November. 2007, Vienna, Austria, "Building a Project Based Organization" (co-delivered with Alexander Matthey, PMP®, November 19<sup>th</sup>)
- [Dubai Knowledge Village](#), 1<sup>st</sup> of Sept. 2007, Project Management Event, "Delivering successful IT Projects using MSF Team Model and MSF Process Model"
- [Rotary International](#), Chalkis Club, 14<sup>th</sup> of Dec. 2006, Chalkis, Greece, "Using Project Management as a Competitive Tool"
- [PMI® Global Congress EMEA 2007](#), 16<sup>th</sup> of May 2006, Budapest, Hungary, "PMT05, How to deliver successful IT Projects using MSF Team Model and MSF Process Model"
- [PMI GREECE Chapter](#), 21<sup>st</sup> of Nov. 2006, Athens, Greece, Greek Project Management Congress 2007, "Making Project Management Indispensable for Business Results in Greece", moderator for the round table "The Need for Project Management in Greece"
- [Greek Organization for Sports Management](#), 28<sup>th</sup> until 30<sup>th</sup> of Nov. 2006, University of Piraeus, Piraeus, Greece: «*Project Management in Sports*».
- [PMI® Speaker - ClearingHouse](#) member since 2006

**Project Management teaching experience:**



	<ul style="list-style-type: none"> <li>As of July 2008, Theofanis has taught <b>69 Project Management and PMP® preparations</b> courses with more than <b>752 attendees</b>.</li> <li>As of July 2008, he has <b>trained over 35% of all Greek PMPs</b>.</li> </ul>
<b>Various activities:</b>	<ul style="list-style-type: none"> <li>1982-2000 Secretary General for <b>ARAXTHOS</b> not profit organization</li> <li>2000-2004 Member of Board of Directors for <b>FILIKI Internet Bank</b></li> <li>2004-today Steering Committee member of <b>PMI GREECE Chapter</b></li> <li>Conducted many techno economical studies for information technology projects.</li> </ul>
<b>Hobbies:</b>	<ul style="list-style-type: none"> <li>Chess</li> <li>Photography</li> <li>Swimming</li> <li>Underwater fishing and photography</li> <li>Tennis</li> </ul>
<b>Journalist activities:</b>	<ul style="list-style-type: none"> <li>  <p>International corresponded in Greece of <a href="http://PMFORUM.org">PMFORUM.org</a> since Jan. 2007</p> </li> <li>  <p><b>PM Ambassador™</b> in Greece covering the following subjects:</p> <ul style="list-style-type: none"> <li>IT Project Management</li> <li>Microsoft Solution Framework (MSF)</li> <li>IT Project Management</li> <li>Microsoft Enterprise Project Management (EPM)</li> <li>Building a Project Based Organization (PBO)</li> <li>Enterprise Project Management</li> <li>Earned Value Management</li> <li>Program, Project and Portfolio Management</li> <li>Project Management Training &amp; Certifications</li> <li>Project Management soft skills</li> <li>Project Leadership</li> <li>Project Communication Management</li> </ul> </li> </ul>
<b>Personal Info:</b>	<p>Theofanis has been born at Kentriko, Arta, Western Greece. He is married with <b>Stavroula Panagiotarea</b>.</p> <p>Theofanis and Stavroula have one boy, <b>Constantinos</b> and one girl, <b>Artemis</b>.</p>
<b>Home address:</b>	<p>17 Nevrokopiou Str 156 69 – PAPAGOU ATHENS <b>GREECE</b> Tel: +30 210-65.404.82 Mobile: +30 693-22.13.502</p>
<b>Work address:</b>	<p>45 Agias Kiriakis Str 175 64 – PALAIO FALIRO ATHENS <b>GREECE</b> Tel. +30 210-94.84.800 Fax +30 210-94.84.801</p>
<b>E-Mail:</b>	<p><a href="mailto:Theofanis.Giotis@ITEC.edu">Theofanis.Giotis@ITEC.edu</a>  <a href="mailto:Theofanis.Giotis@PMI-GREECE.org">Theofanis.Giotis@PMI-GREECE.org</a>  <a href="mailto:Theofanis.Giotis@GMAIL.com">Theofanis.Giotis@GMAIL.com</a></p>

# APPENDIX A:

## Publications:

<b>NetWeek 2007►</b>	<ul style="list-style-type: none"> <li>• <b>NetWeek</b>, December 2007, “ «Management by Projects»: Can it help the Government for managing projects”</li> <li>• <b>NetWeek</b>, November 2007, “2007 Salary Survey Shows Continued Compensation Growth”</li> <li>• <b>NetWeek</b>, November 2007, “If you don’t attack risks, RISKS will ATTACK You!”</li> <li>• <b>NetWeek</b>, October 2007, “The 10+1 small secrets of any project! Projects are the strategic tool for any company to gain competitive advantage. Successful projects are ‘the Difference that makes THE DIFFERENCE!’”</li> <li>• <b>NetWeek</b>, October 2007, “Does IT matter? No if it keeps running! – Keeping IT systems running is a one-way path for all companies using information technology!”</li> <li>• <b>NetWeek</b>, September 2007, “Project Management Information System (PMIS): how IT systems can help in Project Planning and Project Controlling?”</li> <li>• <b>NetWeek</b>, September 2007, “Corruption and Project Management: Is it possible that the basic principles of project management can help transparency?”</li> <li>• <b>NetWeek</b>, September 2007, “ITEC, 20 years in IT and Project Management Training and Consulting Services”</li> <li>• <b>NetWeek</b>, July 2007, “Trained Project Managers have a competitive advantage in hiring!”</li> <li>• <b>NetWeek</b>, June 2007, “Money Talks: 2007 IT Salary and Skills Report! What impacts salaries”</li> <li>• <b>NetWeek</b>, June 2007, “PMP Certification: Professional Certification for Project Management that changes the career path of people all over the world!”</li> <li>• <b>NetWeek</b>, May 2007, “Greek Project Management Standard: All organizations in Greece dealing with projects funded through Community Support Framework (CSF 2007-2012), must be accredited on this new Greek Project Management Standard by 1st of Jan. 2009.”</li> <li>• <b>NetWeek</b>, May 2007, “Is PMO right for You?”</li> <li>• <b>NetWeek</b>, April 2007, “Basic function of every Project Manager: Communicating, Communicating and Communicating”</li> <li>• <b>NetWeek</b>, March 2007, “The State of the CIO”</li> <li>• <b>NetWeek</b>, March 2007, “Virtual Teams are here to manage”</li> <li>• <b>NetWeek</b>, March 2007, “Selling Project Management to CEO”</li> <li>• <b>NetWeek</b>, February 2007, “The Art of Scheduling: For successful projects: Plan Extensively, Execute Aggressively”</li> <li>• <b>NetWeek</b>, February 2007, “How mature are you?”</li> <li>• <b>NetWeek</b>, January 2007, “Social Networking can ruin your career”</li> <li>• <b>NetWeek</b>, January 2007, “Work Breakdown Structure (WBS) gives us the project scope”</li> </ul>
<b>NetWeek 2006►</b>	<ul style="list-style-type: none"> <li>• <b>NetWeek</b>, December 2006, “Microsoft Certified Architect (MCA): The top certification that makes the Difference”</li> <li>• <b>NetWeek</b>, November 2006, “Should Project Managers be only Technical Experts?”</li> <li>• <b>NetWeek</b>, November 2006, “Trained Project Managers are preferred for hiring”</li> <li>• <b>NetWeek</b>, November 2006, “What is the relation between PMBOK® and Microsoft Office Project 2007?”</li> <li>• <b>NetWeek</b>, October 2006, “Communications Management: Why are people fired for using e-mail?”</li> <li>• <b>NetWeek</b>, September 2006, “My life is failure: My success is based on others people failure”</li> <li>• <b>NetWeek</b>, September 2006, “The wheel discovery and the project management standards”</li> <li>• <b>NetWeek</b>, July 2006, “New roads open ahead in Greece with the establishment of the PMI Greece Chapter”</li> <li>• <b>NetWeek</b>, July 2006, “Clustering to 5 nines (99.999%)”</li> <li>• <b>NetWeek</b>, June 2006, “Communications Management: Did you hear what I Said to You?”</li> <li>• <b>NetWeek</b>, June 2006, “The Value of Project Management: Do you really believe the Horse?”</li> <li>• <b>NetWeek</b>, May 2006, “The Difference that makes the DIFFERENCE: 10 secrets of successful projects”</li> <li>• <b>NetWeek</b>, April 2006, “IT Project Management using MSF”</li> <li>• <b>NetWeek</b>, March 2006, “Increasing tsunami for Certified Project Managers”</li> <li>• <b>NetWeek</b>, March 2006, “Organizational Standards in Project Management”</li> <li>• <b>NetWeek</b>, March 2006, “Risk Management increases successful projects and decreases project costs”</li> <li>• <b>NetWeek</b>, February 2006, “Gold Certifications: What is the ‘fox’ doing in the top 10 IT Certifications?”</li> <li>• <b>NetWeek</b>, February 2006, “Certifiable Competencies”</li> <li>• <b>NetWeek</b>, January 2006, “IT/IS Project Management”</li> <li>• <b>NetWeek</b>, January 2006, “Project Management Standards”</li> </ul>
<b>NetWeek 2005►</b>	<ul style="list-style-type: none"> <li>• <b>NetWeek</b>, December 2005, “Certified Project Managers secure successful projects”</li> <li>• <b>NetWeek</b>, December 2005, “Is Project Management Office (PMO) of no need?”</li> <li>• <b>NetWeek</b>, November 2005, “Developing Personal and Professional Competencies: Project Manager’s strong point ”</li> <li>• <b>NetWeek</b>, October 2005, “What is Project and what is Project Management?”</li> </ul>

	<ul style="list-style-type: none"> <li>• <b>NetWeek, June 2005, "How to avoid Project Failures"</b></li> </ul>
<b>ChannelPartner 2007►</b>	<ul style="list-style-type: none"> <li>• <b>ChannelPartner</b>, December 2007, "Hiring Managers prefer trained Project Managers"</li> <li>• <b>ChannelPartner</b>, November 2007, "Project Management at the stage: Comparing IT salaries is a tough issue. 2007 Salary Survey Shows Continued Compensation Growth"</li> <li>• <b>ChannelPartner</b>, October 2007, "Project Management Office: Why corporate silos are not in favor of implementing a ενός project management office"</li> <li>• <b>ChannelPartner</b>, September 2007, "Over passing the obstacle: How can we sell the project management to the CEO in order to convince the senior management that project management is a competitive advantage tool and not a cost center"</li> <li>• <b>ChannelPartner</b>, June 2007, "Virtual Project Teams have come to stay because technology zeros distance and helps collaboration"</li> <li>• <b>ChannelPartner</b>, May 2007, "Project Management Maturity of Final Beneficiaries for managing European Union Funds"</li> <li>• <b>ChannelPartner</b>, March 2007, "Who is going to manage this Project?"</li> <li>• <b>ChannelPartner</b>, February 2007, "Can Internet harm your career?"</li> <li>• <b>ChannelPartner</b>, January 2007, "The use of Project Management is widely spread"</li> </ul>
<b>ChannelPartner 2006►</b>	<ul style="list-style-type: none"> <li>• <b>ChannelPartner</b>, December 2006, "Decrease Uncertainty and Increase Success with Risk Management"</li> <li>• <b>ChannelPartner</b>, November 2006, "How innocent is the use of e-mail?"</li> <li>• <b>ChannelPartner</b>, October 2006, "What's the relation between FBI &amp; PMI?"</li> <li>• <b>ChannelPartner</b>, September 2006, "How long can you survive without your IT Systems"</li> <li>• <b>ChannelPartner</b>, July 2006, "Building the Bridge... for a Greek Project Management Standard"</li> <li>• <b>ChannelPartner</b>, June 2006, "Climbing the Hierarchy Ladd"</li> <li>• <b>ChannelPartner</b>, May 2006, "Managing IT Project with MSF"</li> <li>• <b>ChannelPartner</b>, April 2006, "Spotting the Gold Certifications in PM"</li> <li>• <b>ChannelPartner</b>, March 2006, "PM Certification: Smart? Prove It!"</li> <li>• <b>ChannelPartner</b>, February 2006, "PM: The 'evil' is always hidden in details"</li> <li>• <b>ChannelPartner</b>, January 2006, "PMO: As to say increasing successful projects"</li> </ul>
<b>ChannelPartner 2005►</b>	<ul style="list-style-type: none"> <li>• <b>ChannelPartner</b>, December 2005, "PM Certification: Successful Projects"</li> <li>• <b>ChannelPartner</b>, November 2005, "3 out of 4 projects simply fail"</li> </ul>
<b>HRProfessional 2007►</b>	<ul style="list-style-type: none"> <li>• <b>HRProfessional</b>, December 2007, "Trained Project Manages gain an advantage"</li> <li>• <b>HRProfessional</b>, November 2007, "Project Based Organizations (PBOs): Can "Management by Objectives" be applied in Project Management?"</li> <li>• <b>HRProfessional</b>, October 2007, "Corruption and Project Management: Basic principles of project management can help transparency"</li> <li>• <b>HRProfessional</b>, September 2007, "Why CEOs do not buy Project Management; Possibly they think that PM is a cost center and not a competitive advantage tool!"</li> <li>• <b>HRProfessional</b>, July 2007, "Change your career with the PMP Certification"</li> <li>• <b>HRProfessional</b>, June 2007, "Communications: The main task of every Project Manager"</li> <li>• <b>HRProfessional</b>, May 2007, "The PMO changes the company silos"</li> <li>• <b>HRProfessional</b>, April 2007, "Company Project Management Maturity"</li> <li>• <b>HRProfessional</b>, March 2007, "Virtual Team Management"</li> <li>• <b>HRProfessional</b>, February 2007, "Project Mangement Maturity: How can we measure the ability of organizations in delivering successful projects?"</li> <li>• <b>HRProfessional</b>, January 2007, "Social Networking can seriously destroy your professional career"</li> </ul>
<b>HRProfessional 2006►</b>	<ul style="list-style-type: none"> <li>• <b>HRProfessional</b>, December 2006, "What should be the level of technical expertise for Project Managers?"</li> <li>• <b>HRProfessional</b>, November 2006, "Hiring managers' admin that Project Management Training is an asset for organizations"</li> <li>• <b>HRProfessional</b>, October 2006, "The @-MAIL can be proven dangerous for the corporate health of employers"</li> <li>• <b>HRProfessional</b>, September 2006, "The future belongs to the people preparing it"</li> <li>• <b>HRProfessional</b>, July 2006, "My Life is Failure!"</li> <li>• <b>HRProfessional</b>, June 2006, "European Parliament proposes the Use of Project Management for Successful Projects"</li> <li>• <b>HRProfessional</b>, May 2006, "Certified Project Managers: Does Management recognize their services?"</li> <li>• <b>HRProfessional</b>, April 2006, "Smart? Can you Prove It?"</li> <li>• <b>HRProfessional</b>, March 2006, "Project Management Standards for individuals and organizations"</li> <li>• <b>HRProfessional</b>, February 2006, "Gold Certifications: What is the 'fox' doing in the top 10 IT Certifications?"</li> <li>• <b>HRProfessional</b>, January 2006, "Secure Project Success with Certified Project Managers"</li> </ul>
<b>HRProfessional 2005►</b>	<ul style="list-style-type: none"> <li>• <b>HRProfessional</b>, November 2005, "Personal and Professional Development: the superior success point of Project Managers"</li> </ul>



<b>Kathimerini Newspaper►</b>	<ul style="list-style-type: none"> <li>• <b>KATHIMERINI</b>, 8<sup>th</sup> of Aug. 2006, <i>"71% of all IT Projects just fail!"</i></li> </ul>
<b>ARAXTHOS Newspaper►</b>	<ul style="list-style-type: none"> <li>• <b>Newspaper «ARAXTHOS»</b>, February 2000, <i>"Metro: Finally we managed to do it!"</i></li> <li>• <b>Newspaper «ARAXTHOS»</b>, December 1999, <i>"Millennium or 1000 years: Simple mathematics or mathematics for our own use;"</i></li> <li>• <b>Newspaper «ARAXTHOS»</b>, June 1988, <i>"Summer night adventures "</i></li> </ul>
<b>SEPE News►</b>	<ul style="list-style-type: none"> <li>• <b>SEPE News</b>, December 2005, <i>"75% of All Projects are challenged"</i></li> </ul>
<b>PMI Greece Chapter Newsletter►</b>	<ul style="list-style-type: none"> <li>• <b>PMI Greece Newsletter</b>, October 2007, Volume 1, Issue 2, <i>"Letter from the President: The 21 Indispensable Qualities of a Leader"</i></li> <li>• <b>PMI Greece Newsletter</b>, October 2007, Volume 1, Issue 2, <i>"Selling Project Management to CEO: How easy senior management admits that Project Management is a advantage and not a cost center;"</i></li> <li>• <b>PMI Greece Newsletter</b>, May 2007, Volume 1, Issue 2, <i>"Letter from the President: Project Management in Greece"</i></li> <li>• <b>PMI Greece Newsletter</b>, May 2007, Volume 1, Issue 2, <i>"IT Project Management with MSF: How to manage Processes &amp; People"</i></li> <li>• <b>PMI Greece Newsletter</b>, February 2007, Volume 1, Issue 1, <i>"Letter from the President: Project Management is evolving"</i></li> <li>• <b>PMI Greece Newsletter</b>, February 2007, Volume 1, Issue 1, <i>"71% of Projects Just Fails!"</i></li> </ul>
<b>Various►</b>	<ul style="list-style-type: none"> <li>• <b>Gdb Online</b>, August 2003, <i>"IT Project Management using MSF"</i></li> <li>• <b>ΕΠΥ</b>, August 2003, <i>"IT Project Management using MSF"</i></li> <li>• <b>e-net surfing</b>, March 2002, <i>"The 10 biggest bugs in the history of Information Technology"</i></li> <li>• <b>e-net surfing</b>, February 2001, <i>"Microsoft .NET": Microsoft's bet for Next Generation Internet"</i></li> <li>• <b>Dr. Dimitrios Giokas PhD</b>, 1989, Data Processing of Ph.D. Thesis <i>"Patient admittance to a Greek Hospital using Operational Research (O.R.): A simulation approach "</i></li> <li>• <b>Mega Channel</b>, 1<sup>st</sup> of Aug. 2002, news section, <i>"Discussion for secure data transmission over internet"</i></li> <li>• <b>Mega Channel</b>, 26<sup>th</sup> of June 1002, news section, <i>"Data recovery from hard disks"</i></li> </ul>

## APPENDIX B:

**Project  
Management  
Experience:**

- Aegean Airlines
- ANKO
- Asprofos
- Athens 2004 – Olympics Organizing Committee
- Athens International Airport (AIA)
- Bank of Greece
- Central Securities Depository (KAA)
- Chania Bank
- Citibank
- Commercial Bank of Greece
- DDB Olympic
- DELTA Diary
- DIEKAT
- Edrassis
- Etae (Aktor)
- EVIOP TEMPO
- Eurostar
- Fage
- Famar
- FGI (ΣΕΒ), etc
- Filmnet
- Greek Telco Organization (OTE)
- Information Society S.A. (KTPAE)
- Katselis
- Klonatex
- Kosmocar
- Kotsovolos
- Lavipharm
- Leto Hospital
- Mega Channel
- National Bank of Greece
- Notos Com
- Novabank
- OKANA
- Personal Insurance
- Saniresort Hotel
- Sarakakis
- SBCS
- Siemens
- SONY Hellas
- Spot Thompson (JWT)
- SuperFast Ferries
- Tasty Foods
- Titan Cement Company
- Unilever
- Vionet
- Vodafone

## APPENDIX C:

## Programming Experience:

- Athens International Airport
- Citibank
- Commercial Bank of Greece
- DELTA Diary
- ETAE
- Eurostar
- EVIOP TEMPO
- Greek Telco Organization (OTE)
- Katselis
- KOSMOCAR
- Ledra Marriott
- LETO
- Mobil
- Novabank
- OLP (ΟΛΠ)
- Sarakakis
- Siemens
- Spot Thompson
- TITAN Cement Company
- TVX Hellas
- Unilever

## APPENDIX D:

### Project

1. ACE
2. ACE HELLAS S.A.

84. TIM ΕΛΛΑΣ ΤΗΛΕΠΙΚΟΙΝΩΝΙΕΣ S.A.B.E.
85. TOYOTA INSCAPE S.A.

<b>Management Training delivered to the following companies (653 participants)</b>  <b>(as of end of Dec. 2007)</b>	3.	AEGEAN AIRLINES S.A.	86.	TRASYS GREECE
	4.	ALGOSYSTEMS	87.	UNILEVER
	5.	ALPHA ΤΡΑΠΕΖΑ ΠΙΣΤΕΩΣ	88.	VELTI S.A.
	6.	ALTER CHANNEL - ΕΛΕΥΘΕΡΗ ΤΗΛΕΟΡΑΣΗ S.A.	89.	VIVARTIA A.B.E.E.
	7.	ASPIS BANK	90.	VIVODI TELECOM S.A.
	8.	ATHENS TECHNOLOGY CENTER A.B.E.T.E.	91.	VODAFONE - ΠΑΝΑΦΟΝ S.A.E.T.
	9.	BAYER ΕΛΛΑΣ A.B.E.E.	92.	VOICEWEB S.A.
	10.	COMPUTER LIFE S.A.	93.	Α.Σ.Υ.Κ. S.A.
	11.	COMSYS LTD	94.	ΑΓΙΟΣΤΡΑΤΙΤΗΣ ΣΤ. & ΣΥΝΕΡΓΑΤΕΣ Ε.Π.Ε.
	12.	CREDICOM EMPORIKI S.A.	95.	ΑΘΗΝΑ 2004
	13.	CRYSTAL AUDIO S.A.	96.	ΑΝΑΠΤΥΞΙΑΚΗ ΚΟΖΑΝΗΣ (ΑΝ.ΚΟ.) S.A.
	14.	D.D. SYNERGY HELLAS S.A.	97.	ΑΣΠΙΣ ΠΡΟΝΟΙΑ Α.Σ.Α ΖΩΗΣ
	15.	ECDL HELLAS S.A.	98.	ΑΣΥΚ
	16.	EFG EUROBANK-ERGASIAS S.A.	99.	ΑΤΤΙΚΕΣ ΔΙΑΔΡΟΜΕΣ S.A.
	17.	EFG ΥΠΗΡΕΣΙΕΣ ΔΙΑΔΙΚΤΥΟΥ S.A.	100.	ΑΤΤΙΚΗΣ ΚΕΡΔΩΣ ΕΡΜΗΣ Χ.ΣΑΠ.Ε.Υ.
	18.	ENCODE S.A.	101.	BIBEXΡΩΜ
	19.	EQUANT ΤΗΛΕΠΙΚΟΙΝΩΝΙΕΣ ΕΛΛΑΣ S.A.	102.	BIBEXΡΩΜ S.A.
	20.	ERGONOMIA	103.	ΓΕΝΙΚΗ ΤΡΟΦΙΜΩΝ S.A.
	21.	ERICSSON HELLAS S.A.	104.	ΓΙΟΥΛΑ ΥΑΛΟΥΡΓΙΚΗ ΒΙΟΜ.ΣΑ
	22.	EUROBANK	105.	ΔΑΦΝΗ ΕΠΙΚΟΙΝΩΝΙΕΣ S.A.
	23.	EXODUS S.A.	106.	ΔΕΛΤΑ ΕΤΑΙΡΕΙΑ ΣΥΜΜΕΤΟΧΩΝ S.A.
	24.	FAMAR S.A.	107.	ΔΕΛΤΑ ΠΡΟΤΥΠΟΣ ΒΙΟΜΗΧΑΝΙΑ ΓΑΛΑΚΤΟΣ
	25.	FAST FORWARD S.A.	108.	ΔΙΕΘΝΗΣ ΑΕΡΟΛΙΜΕΝΑΣ ΑΘΗΝΩΝ S.A.
	26.	FIT ΟΙΚΟΝΟΜΙΚΕΣ ΤΕΧΝΟΛΟΓΙΕΣ	109.	Ε.Υ.Δ.Α.Π. S.A.
	27.	FUJITSU-SIEMENS COMPUTERS Ε.Π.Ε.	110.	ΕΘΝΙΚΗ S.A.E.Γ.Α.
	28.	GALILEO HELLAS S.A.	111.	ΕΘΝΙΚΗ ΑΣΦΑΛΙΣΤΙΚΗ
	29.	GREENPEACE INTERNATIONAL	112.	ΕΘΝΙΚΗ ΕΠΙΤΡΟΠΗ ΤΗΛΕΠΙΚΟΙΝΩΝΙΩΝ & ΤΑΧΥΔΡΟΜΕΙΩΝ
	30.	HEWLETT PACKARD HELLAS S.A.	113.	ΕΘΝΙΚΗ ΤΡΑΠΕΖΑ ΕΛΛΑΔΟΣ
	31.	IMS ΠΛΗΡΟΦΟΡΙΚΗ S.A.	114.	ΕΘΝΟDATA
	32.	INFOASSIST S.A.	115.	ΕΘΝΟPLAN S.A.
	33.	ING ΑΝΩΝΥΜΗ ΑΣΦΑΛΙΣΤΙΚΗ ΕΤΑΙΡΙΑ	116.	ΕΛΛΙΣ ΑΕ
	34.	INTERAMERICAN S.A.	117.	ΕΛΕΗΜΩΝ ΕΤΑΙΡΕΙΑ ΑΘΗΝΩΝ
	35.	INTERFACE S.A.	118.	ΕΛΕΥΘΕΡΗ ΤΗΛΕΟΡΑΣΗ S.A.
	36.	INTERSYS S.A.	119.	ΕΛΛΗΝΙΚΑ ΓΡΑΜΜΑΤΑ S.A.
	37.	INTERTRUST	120.	ΕΛΛΗΝΙΚΟ ΠΡΑΚΤΟΡΕΙΟ ΔΙΑΝΟΜΗΣ ΞΕΝΟΥ ΤΥΠΟΥ
	38.	INTRACOM S.A.	121.	ΕΜΠΟΡΙΚΗ ΤΡΑΠΕΖΑ ΤΗΣ ΕΛΛΑΔΟΣ S.A.
	39.	INTRALOT S.A.	122.	ΕΡΓΟΝΟΜΙΑ S.A.
	40.	INTRASOFT	123.	ΕΡΓΟΣΕ S.A.
	41.	INTRASOFT INTERNATIONAL S.A.	124.	ΕΥΔΑΠ
	42.	IST S.A.	125.	ΙΔΙΩΤΕΣ
	43.	JOHNSON & JOHNSON HELLAS S.A.B.E.	126.	ΙΝΣΤΙΤΟΥΤΟ S.A.S S.A. ΛΟΓΙΣΜΙΚΟΥ
	44.	KOSMOCAR S.A.	127.	ΙΝΣΤΙΤΟΥΤΟ ΤΕΧΝΟΛΟΓΙΑΣ ΥΠΟΛΟΓΙΣΤΩΝ
	45.	KPMG	128.	ΙΝΤΕΡΤΡΑΣΤ S.A.
	46.	KRAFT FOODS HELLAS S.A.	129.	ΚΑΛΟΦΩΛΙΑΣ Δ & Γ ΑΕ-KARATEL
	47.	KRAFT HELLAS ΑΕ	130.	ΚΑΤΣΕΛΗ Χ. ΥΙΟΙ ΑΒΕΕ
	48.	L' OREAL HELLAS S.A.	131.	ΚΕΝΤΡΙΚΟ ΑΠΟΘΕΤΗΡΙΟ ΑΞΙΩΝ S.A.
	49.	LAMDA DEVELOPMENT S.A.	132.	ΚΕΡΔΩΣ-ΕΡΜΗΣ ΧΑΕ
	50.	L'OREAL	133.	ΚΟΙΝΩΝΙΑ ΤΗΣ ΠΛΗΡΟΦΟΡΙΑΣ S.A.
	51.	MANPOWER TEAM S.A.	134.	ΚΩΤΣΟΒΟΛΟΣ Π. ΑΕΒΕ
	52.	MANTIS ΠΛΗΡΟΦΟΡΙΚΗ ΑΕ	135.	ΜΕΛΛΟΝ ΟΙΚΟΝΟΜΙΚΕΣ ΥΠΗΡΕΣΙΕΣ S.A.
	53.	MASTER PACK S.A.	136.	Ο.ΚΑ.ΝΑ.
	54.	MERCEDES - BENZ HELLAS S.A.	137.	ΟΑΣΑ
	55.	METRO (SUPERMARKET) ΑΕΒΕ	138.	ΟΙΚΟΝΟΜΙΚΕΣ ΤΕΧΝΟΛΟΓΙΕΣ S.A.
	56.	METRO ΑΕΒΕ	139.	ΟΙΚΟΝΟΜΙΚΟ ΠΑΝΕΠΙΣΤΗΜΙΟ ΑΘΗΝΩΝ
	57.	MICROSOFT HELLAS S.A.	140.	ΟΜΙΛΟΣ ΚΑΛΟΦΩΛΙΑ S.A.
	58.	NIKE HELLAS LTD	141.	ΟΡΓΑΝΙΣΜΟΣ ΑΣΤΙΚΩΝ ΣΥΓΚΟΙΝΩΝΙΩΝ ΑΘΗΝΑΣ S.A.
	59.	NOON ΠΛΗΡΟΦΟΡΙΚΗ Ε.Π.Ε.	142.	ΟΡΓΑΝΙΣΜΟΣ ΚΑΤΑ ΤΩΝ ΝΑΡΚΩΤΙΚΩΝ
	60.	NOVABANK	143.	ΟΡΓΑΝΩΤΙΚΗ ΕΠΙΤΡΟΠΗ ΟΛΥΜΠΙΑΚΩΝ ΑΓΩΝΩΝ ΑΘΗΝΑ 2004 S.A.
	61.	OPEN 24 S.A.	144.	ΟΤΕ S.A.
	62.	PANAFON ΕΛΛ.ΑΕ ΤΗΛΕΠΙΚΟΙΝΩΝΙΩΝ ΑΕ	145.	Π. ΚΩΤΣΟΒΟΛΟΣ S.A.B.E.
	63.	PARALOS MARITIME CORPORATION S.A.	146.	ΠΑΠΟΥΤΣΗΣ Δ. & ΣΙΑ Ε.Ε. "SYNERGIC SOFTWARE"
	64.	PC SYSTEMS S.A.	147.	ΠΑΡΑΤΗΡΗΤΗΡΙΟ ΓΙΑ ΤΗΝ ΚΟΙΝΩΝΙΑ ΤΗΣ ΠΛΗΡΟΦΟΡΙΑΣ
	65.	PEPSICO - HBH A.B.E.	148.	ΠΕΙ.ΦΑ.ΣΥΝ.Π.Ε
	66.	PRINTEC S.A.	149.	ΠΕΙΡΑΪΚΟΣ ΦΑΡΜΑΚΕΥΤΙΚΟΣ ΣΥΝΕΤΑΙΡΙΣΜΟΣ Π.Ε.
	67.	PROJECT SOLUTIONS S.A.	150.	ΠΕΙΡΑΙΩΣ DIRECT SERVICES S.A.
	68.	QUALCO S.A.	151.	ΠΕΙΡΑΙΩΣ Α.Χ.Ε.Π.Ε.Υ.
	69.	S & T ΕΛΛΑΣ S.A.	152.	ΣΕΦΚΟ ΖΕΕΛΑΝΔΙΑ Α.Β.Ε.Ε.
	70.	SALESMANAGER HELLAS Ε.Π.Ε.	153.	ΤΑΣΕΙΣ ΣΥΜΒΟΥΛΕΥΤΙΚΗ S.A.
	71.	SCHERING HELLAS S.A.	154.	ΤΕΧΝΟΚΑΡ Α.Β.Ε.Ε.
	72.	SEFCO ZEELANDIA S.A.	155.	ΤΕΧΝΟΚΑΡ ΑΒΕΕ
	73.	SIEMENS S.A.	156.	ΤΡΑΠΕΖΑ NOVABANK S.A.
	74.	SIEMENS ΕΤΑΙΡΙΚΕΣ ΤΗΛΕΠΙΚΟΙΝΩΝΙΕΣ S.A.	157.	ΤΡΑΠΕΖΑ ΕΛΛΑΔΟΣ
	75.	SINGULAR	158.	ΤΡΑΠΕΖΑ ΚΥΠΡΟΥ
	76.	SINGULAR INTEGRATOR S.A.	159.	ΤΡΑΠΕΖΑ ΠΕΙΡΑΙΩΣ S.A.
	77.	SINGULAR SOFTWARE S.A.	160.	ΤΡΑΠΕΖΑ ΤΗΣ ΕΛΛΑΔΟΣ S.A.
	78.	SPACE HELLAS S.A.	161.	ΥΑΛΟΥΡΓΙΚΗ ΒΙΟΜΗΧΑΝΙΑ ΓΙΟΥΛΑ S.A.
	79.	SPOT THOMPSON ΔΙΑΦΗΜΗΣΕΙΣ ΑΕ	162.	ΥΙΟΙ Χ. ΚΑΤΣΕΛΗ Α.Β.Ε.Ε.
	80.	SPOT THOMPSON ΟΜΙΛΟΣ ΟΛΙΚΗΣ ΕΠΙΚΟΙΝΩΝΙΑΣ S.A.	163.	ΥΠΟΥΡΓΕΙΟ ΥΓΕΙΑΣ & ΚΟΙΝΩΝΙΚΗΣ ΑΛΛΗΛΕΓΓΥΗΣ
	81.	SSMART S.A.	164.	ΧΑΛΥΒΟΥΡΓΙΚΗ ΑΕ
	82.	STET HELLAS ΤΗΛΕΠΙΚΟΙΝΩΝΙΕΣ S.A.	165.	ΧΑΛΥΨ ΔΟΜΙΚΑ ΥΛΙΚΑ S.A.
	83.	TEKA SYSTEMS S.A.	166.	ΧΑΛΥΨ S.A.

## APPENDIX E:

<b>Microsoft Exams Passed and</b>	632	Microsoft Certified Technology Specialist - Microsoft Office Project 2007, Managing Projects	Aug 14, 2008
		Microsoft Office Project 2007, Managing Projects	Aug 14, 2008
		Microsoft Certified Trainer - MCT 2008	Apr 22, 2008
	281	Planning, Deploying, and Managing an Enterprise Project Management Solution	Jan 20, 2007

**Certifications:**

	Microsoft Certified Systems Administrator: Messaging - Microsoft Windows Server 2003	Jan 17, 2007
	Microsoft Certified Systems Administrator - Microsoft Windows Server 2003	Jan 17, 2007
	Microsoft Certified Systems Engineer - Microsoft Windows Server 2003	Jan 17, 2007
292	Managing and Maintaining a Microsoft Windows Server 2003 Environment for an MCSA Certified on Windows 2000	Jan 17, 2007
	Microsoft® Office 2003 Editions MASTER	Apr 8, 2006
	Microsoft Office 2003 Master Instructor	Apr 8, 2006
	Microsoft Office Outlook 2003	Apr 8, 2006
	Microsoft Office PowerPoint 2003	Apr 8, 2006
	Microsoft Office Access 2003	Apr 8, 2006
	Microsoft Office Excel 2003 Expert	Apr 8, 2006
123	Planning, Implementing, and Maintaining a Software Asset Management (SAM) Program	Jul 18, 2006
296	Planning, Implementing, and Maintaining a Microsoft Windows Server 2003 Environment for an W2K MCSE	Feb 04, 2005
300	Analyzing Requirements and Defining Microsoft .NET Solution Architectures	Sep 28, 2003
284	Implementing and Managing Microsoft Exchange Server 2003	Sep 14, 2003
	Microsoft Project 2000 Core	Feb 1, 2003
	Microsoft Certified Systems Engineer: Messaging	Sep 05, 2003
	Microsoft Certified Systems Engineer: Messaging - Microsoft Windows 2000	Sep 05, 2003
	Microsoft Certified Systems Administrator: Messaging - Microsoft Windows 2000	Sep 05, 2003
	Microsoft Certified Systems Administrator: Messaging	Sep 05, 2003
	Microsoft Certified Systems Administrator: Security	Jul 24, 2003
	Microsoft Certified Systems Administrator: Security - Microsoft Windows 2000	Jul 24, 2003
	Microsoft Certified Systems Engineer: Security	Jul 24, 2003
	Microsoft Certified Systems Engineer: Security - Microsoft Windows 2000	Jul 24, 2003
227	Installing, Configuring, and Administering Microsoft® ISA Server 2000, Enterprise Edition	Jul 24, 2003
294	Planning, Implementing, and Maintaining a Microsoft Windows Server 2003 Active Directory Infrastructure	Jun 28, 2003
293	Planning and Maintaining a Microsoft Windows Server 2003 Network Infrastructure	Jun 28, 2003
214	Implementing and Managing Security in a Windows 2000 Network Infrastructure	Jun 26, 2003
	Microsoft Office 2000 Master Instructor	Sep 9, 2002
	Microsoft Office 2000 MASTER	Sep 9, 2002
	Microsoft PowerPoint 2000	Sep 9, 2002
	Microsoft Access 2000	Sep 9, 2002
	Microsoft Outlook 2000	Sep 9, 2002
	Microsoft Excel 2000 Expert	Sep 5, 2002
	Microsoft Word 2000 Expert	Aug 29, 2002
223	Installing, Configuring & Administering Microsoft® Cluster by Using Microsoft® Windows® 2000 Advanced Server	Apr 13, 2002
	Microsoft Certified Systems Administrator	Jan 25, 2002
	Microsoft Certified Systems Administrator - Microsoft Windows 2000	Jan 25, 2002
218	Managing a Windows 2000 Network Environment	Jan 25, 2002
085	Implementing and Supporting Microsoft® SNA Server 4.0	Nov 23, 2001
270	Installing, Configuring, and Administering Microsoft® Windows® XP Professional	Oct 03, 2001
225	Designing and Deploying a Messaging Infrastructure with Microsoft® Exchange 2000 Server	Aug 04, 2001
224	Installing, Configuring, and Administering Microsoft® Exchange 2000 Server	Aug 04, 2001
221	Designing a Microsoft® Windows® 2000 Network Infrastructure	Jul 29, 2001
222	Migrating from Microsoft® Windows NT® 4.0 to Microsoft® Windows® 2000	Jul 29, 2001
219	Designing a Microsoft® Windows® 2000 Directory Services Infrastructure	Dec 30, 2000
	Microsoft Certified Systems Engineer - Microsoft Windows 2000	Dec 29, 2000
220	Designing Security for a Microsoft® Windows® 2000 Network	Dec 29, 2000
240	Microsoft® Windows® 2000 Accelerated Exam for MCPs Certified on Microsoft® Windows NT® 4.0	Dec 20, 2000
	Microsoft Certified Solution Developer	Aug 18, 2000
	Microsoft Certified Solution Developer - Microsoft Visual Studio 6.0	Aug 18, 2000
175	Designing and Implementing Distributed Applications with Microsoft® Visual Basic 6.0	Aug 18, 2000
176	Designing and Implementing Desktop Applications with Microsoft® Visual Basic 6.0	Aug 04, 2000
100	Analyzing Requirements and Defining Solution Architectures (Microsoft Solutions Framework – MSF)	Jul 28, 2000
217	Implementing and Administering a Microsoft® Windows® 2000 Directory Services Infrastructure	Apr 21, 2000
215	Installing, Configuring, and Administering Microsoft® Windows® 2000 Server	Apr 17, 2000
210	Installing, Configuring, and Administering Microsoft® Windows® 2000 Professional	Apr 05, 2000
	Microsoft Certified Database Administrator	Dec 31, 1999
	Microsoft Certified Database Administrator - Microsoft SQL Server 2000	Dec 31, 1999
028	Administering Microsoft® SQL Server 7.0	Dec 31, 1999
079	Implementing & Supporting the Microsoft® Internet Explorer Admin Kit for Microsoft® IE 4.0	Dec 27, 1999
029	Designing and Implementing Databases with Microsoft® SQL Server 7.0	Dec 01, 1999
201	Designing a Microsoft® Windows™ 2000 Networking Services Infrastructure	Oct 02, 1999
202	Designing a Microsoft® Windows™ 2000 Directory Services Infrastructure	Oct 02, 1999
200	Designing a Change & Configuration Mgmt Infrastructure for Microsoft® Windows® 2000 Pro	Sep 16, 1999
203	Updating Support Skills from Microsoft® Windows NT™ 4.0 to Windows™ 2000	Sep 16, 1999
081	Implementing and Supporting Microsoft® Exchange Server 5.5	Jul 28, 1999
110	Microsoft® Sales Specialist: Core Skills Assessment	Mar 14, 1998
160	Microsoft® Windows® Architecture I	Sep 30, 1997
018	Implementing and Supporting Microsoft® Systems Management Server 1.2	Sep 19, 1997
073	Implementing and Supporting NT™ 4.0 Workstation	Aug 22, 1997
069	Microsoft® Access for Windows® 95 and the Microsoft® Access Developer's Toolkit	Jul 13, 1997
076	Implementing and Supporting Microsoft® Exchange Server 5.0	Jun 19, 1997
059	Internetworking with Microsoft® TCP/IP on Microsoft® Windows NT™ 4.0	Mar 20, 1997
078	Implementing and Supporting Microsoft® Proxy Server	Feb 21, 1997
	Microsoft Certified Systems Engineer - Microsoft Windows NT 4.0	Dec 17, 1996
151	Microsoft® Windows® Operating Systems and Services Architecture II	Dec 01, 1996
077	Implementing and Supporting Microsoft® Internet Information Server 3.0 and Index Server 1.1	Nov 15, 1996
068	Implementing and Supporting NT™ Server 4.0 in the Enterprise	Sep 18, 1996
067	Implementing and Supporting NT™ Server 4.0	Sep 12, 1996



150	Microsoft® Windows® Operating Systems and Services Architecture I	Sep 09, 1996
075	Implementing and Supporting Microsoft® Exchange Server 4.0	Jul 23, 1996
058	Networking Essentials	Apr 23, 1996
027	Implementing a Database Design on Microsoft® SQL Server™ 6.5	Mar 04, 1996
026	System Administration of Microsoft® SQL Server™ 6.5	Feb 22, 1996
063	Implementing and Supporting Microsoft® Windows® 95	Aug 31, 1995
039	Microsoft® Excel 5.0 for Windows™ Exam	Jul 27, 1995
	Microsoft Certified Systems Engineer	Jun 19, 1995
021	Microsoft® SQL Server 4.2 Database Implementation Exam	Jun 19, 1995
014	Implementing and Supporting Microsoft® Systems Management Server 1.0	May 25, 1995
046	Networking with Microsoft® Windows™ for Workgroups 3.11 Exam	Apr 17, 1995
	Microsoft Certified Professional	Apr 12, 1995
048	Microsoft® Windows™ for Workgroups 3.11 Exam	Apr 12, 1995
049	Microsoft® Word 6.0 for Windows™ Exam	Apr 06, 1995
043	Implementing and Supporting Microsoft® Windows NT™ Server 3.51	Mar 27, 1995
042	Implementing and Supporting Microsoft® Windows NT™ Workstation 3.51	Mar 16, 1995
	Microsoft Certified Trainer - MCT	Nov 01, 1994