

# 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**.

- Academic Studies:**
- **MSc in Management** (Operational Research), University of Lancaster, England (1984-1985)
  - **BA in Economics**, National & Kapodistrian University of Athens, Greece (1978-1984)
  - **Computer Programming Analysis** Degree, ACE College, Athens, Greece (1981-1982)
  - **Systems Analysis** Degree, ACE College, Athens, Greece (1982-1983)

- Additional Studies:**
- Project Management Institute (PMI) EMEA **Leadership Institute Masters Class 2007** (2006-2007)
  - Train The Trainer course – TTT (300 hours) by the “**Greek National Accreditation Center for Continuing Vocational Training**” (2006-2007)
  - Studied **photography** for a year at CHLIVEROS Photography Lab in Athens, Greece (1980-1981)
  - Studied **English** as a foreign language at the University of South Carolina, USA (1984-1985)
  - Studied **typewriting & telex** at DIDACTA, Athens, Greece (1981-1982)

Educated continuously, both for soft and hard skills, in subjects relevant to my profession. From 1992 until today has attended **more than 80 one-week seminars/workshops** in the following subjects:

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| ▪ E-Commerce | ▪ Leadership        | ▪ Programming Languages |
| ▪ E-Learning | ▪ Management        | ▪ Project Management    |
| ▪ E-Mail     | ▪ Networking        | ▪ RDBMS                 |
| ▪ Internet   | ▪ Operating Systems | ▪ Sales                 |

**Certifications:** From 1995 until today Theofanis has successfully passed more than **80 professional examinations** and acquired the following certifications:

**Business certifications:**

- Project Management Professional (**PMP®**) (since 2004)
- CompTIA **IT Project+** (since 2004)
- **MSF** Practitioner & Trainer (since 2002)
- Microsoft Sales Specialist (**MSS**) (since 1998)

**Training certifications:**

- E-Learning Facilitator, The Training Clinic (since 2004)
- Certified Trainer by the “**Greek National Accreditation Center for Continuing Vocational Training**” (since 2002)
- Microsoft Master Instructor (**MMI**) (since 2002)
- CompTIA Certified Technical Trainer (**CTT+**) (since 2001)
- Certified Technical Trainer (**CTT**) (since 1997)
- Microsoft Certified Trainer (**MCT**) (since 1995)

**Technical certifications:**

- **MCSA** (since 2002)
- **MCDBA** (since 1999)
- **MCSE + Internet** (since 1999)
- **MCSD** (since 1997)
- **MCP + Internet** (since 1997)
- **MCSE** (since 1995)
- **MCP** (since 1995)

**Conferences and Tech Days:** From 1988 until today has attended more than **100 conferences & Tech Days** all over the World. These events were in the following fields:

- E-Learning
- Information Technology
- Management, etc
- Marketing
- Operational Research
- Project Management
- Sales and Telecommunications

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| <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)<br/>(Information Technology Solutions company)</li> <li>• <b>ITEC Training Services SA</b> (founded in 1995 -co-founder and shareholder)<br/>(Information Technology, Project Management and Management Training company).</li> </ul> |
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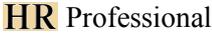
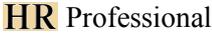
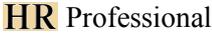
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| <b>Consulting &amp; Training experience:</b>   | <p>From 1987 until today Theofanis has gained tremendous experience in the field of Information Technology (344 training courses/ 12.712 training hours until end of Dec. 2007) and more than 10.000 consulting hours in hundreds of Greek and multinational companies and organizations in he following fields:</p> <table style="width: 100%; border: none;"> <tr> <td style="vertical-align: top;"> <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 style="vertical-align: top;"> <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> |
| <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> |
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| <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> |
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| <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 style="width: 100%; border: none;"> <tr> <td style="vertical-align: top;"> <ul style="list-style-type: none"> <li>▪ Information Technology</li> <li>▪ Project Management</li> <li>▪ Operational Research</li> </ul> </td> <td style="vertical-align: top;"> <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> |
| <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> |
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| <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 style="width: 100%; border: none;"> <tr> <td style="background-color: #e6f2ff;"></td> <td>22 issues per year - I am a columnist since June 2005</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td> <td>11 issues per year - I am a columnist since Oct. 2005 and</td> </tr> <tr> <td style="background-color: #e6f2ff;"></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 |
|  | 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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| <b>Project Membership:</b> |  |
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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 Acropolis 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:**

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|                               | <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>▪  International corresponded in Greece of <a href="http://PMFORUM.org">PMFORUM.org</a> since Jan. 2007</li> <li>▪  <b>PM Ambassador™</b> in Greece covering the following subjects: <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>         | Theofanis has been born at Kentriko, Arta, Western Greece. He is married with <b>Stavroula Panagiotarea</b> . Theofanis and Stavroula have one boy, <b>Constantinos</b> and one girl, <b>Artemis</b> .  |
| <b>Home address:</b>          | 17 Nevrokopiou Str<br>156 69 – PAPAGOUE<br>ATHENS<br><b>GREECE</b><br>Tel: +30 210-65.404.82<br>Mobile: +30 693-22.13.502   |
| <b>Work address:</b>          | 45 Agias Kiriakis Str<br>175 64 – PALAIO FALIRO<br>ATHENS<br><b>GREECE</b><br>Tel. +30 210-94.84.800<br>Fax +30 210-94.84.801   |
| <b>E-Mail:</b>                | <a href="mailto:Theofanis.Giotis@ITEC.edu">Theofanis.Giotis@ITEC.edu</a><br><a href="mailto:Theofanis.Giotis@PMI-GREECE.org">Theofanis.Giotis@PMI-GREECE.org</a><br><a href="mailto:Theofanis.Giotis@GMAIL.com">Theofanis.Giotis@GMAIL.com</a>  |

# APPENDIX A:

## Publications:

|                             |   |
|-----------------------------|---|
| <p><b>NetWeek 2007▶</b></p> | <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> |
| <p><b>NetWeek 2006▶</b></p> | <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>   |
| <p><b>NetWeek 2005▶</b></p> | <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>   |

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

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

**Management Training delivered to the following companies (653 participants) (as of end of Dec. 2007)**

|     |   |      |   |
|-----|---|------|---|
| 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 ΕΜΠΟΡΙΚΗ 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.ΣΑ ΖΩΗΣ                               |
| 15. | ECDL HELLAS S.A.                              | 98.  | ΑΣΥΚ  |
| 16. | EFG EURO BANK-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. | ΒΙΒΕΧΡΩΜ  |
| 19. | EQUANT ΤΗΛΕΠΙΚΟΙΝΩΝΙΕΣ ΕΛΛΑΣ S.A.             | 102. | ΒΙΒΕΧΡΩΜ 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 - ΗΒΗ Α.Β.Ε.                          | 148. | ΠΕΙ.ΦΑ.ΣΥΝ.Π.Ε  |
| 66. | PRINTEC S.A.                                  | 149. | ΠΕΙΡΑΪΚΟΣ ΦΑΡΜΑΚΕΥΤΙΚΟΣ ΣΥΝΕΤΑΙΡΙΣΜΟΣ Π.Ε.            |
| 67. | PROJECT SOLUTIONS S.A.                        | 150. | ΠΕΙΡΑΪΩΣ DIRECT SERVICES S.A.                         |
| 68. | QUALCO S.A.                                   | 151. | ΠΕΙΡΑΪΩΣ 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 ΖΕΕΛΑΝΔΙΑ S.A.                          | 155. | ΤΕΧΝΟΚΑΡ ΑΒΕΕ   |
| 73. | SIEMENS S.A.                                  | 156. | ΤΡΑΠΕΖΑ ΝΟΒΑΒΑΝΚ S.A.                                 |
| 74. | SIEMENS ΕΤΑΙΡΙΚΕΣ ΤΗΛΕΠΙΚΟΙΝΩΝΙΕΣ S.A.        | 157. | ΤΡΑΠΕΖΑ ΕΛΛΑΔΟΣ                                       |
| 75. | SINGULAR                                      | 158. | ΤΡΑΠΕΖΑ ΚΥΠΡΟΥ  |
| 76. | SINGULAR INTEGRATOR S.A.                      | 159. | ΤΡΑΠΕΖΑ ΠΕΙΡΑΪΩΣ 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:

**Microsoft Exams Passed and**

|     |  |
|-----|--|
| 632 | Microsoft Certified Technology Specialist - Microsoft Office Project 2007, Managing Projects |
|     | Microsoft Office Project 2007, Managing Projects   |
|     | Microsoft Certified Trainer - MCT 2008   |
| 281 | Planning, Deploying, and Managing an Enterprise Project Management Solution                  |

Aug 14, 2008  
Aug 14, 2008  
Apr 22, 2008  
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 |