

## Independent Management Consultancies Network IMCN

European

Professional

Personal



*Name of the firm*

**Apopsis – S.M.R.**

*Full address  
(incl. phone, fax)*

**4 Amynta  
116 35 Athens  
Greece  
Tel +30 210 7256267  
Fax +30 210 7256268  
Mobile +30 6948625673  
E-mail info@apopsis.gr  
Internet www.apopsis.gr**

*Established*

**2001**

*Other offices/daughter companies  
(location)*

**Glyfada, Greece**

*Responsible person for the  
network*



**Alexandros Kalomiros**

*Name of managing partner(s),  
executive director(s)*

**Pepi Theodorou  
Alexandros Kalomiros**

*Name of senior consultants*

**Andreas Lolis  
Giannis Manasis  
Petros Protopapadakis  
Anna Mentzelopoulou**

*Total number of consultants*

**4**

*Number of associate  
management consultants  
(at least one entire assignment  
together)*

**2**

**June 2009**

(The profiles of the members are permanently updated. Please ask for the latest version.)

## Independent Management Consultancies Network IMCN

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### **Apopsis S.M.R.**

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*Specialisations  
(main fields of activity/  
FEACO classification)*

**Economic studies  
Market research  
Marketing and corporate communication**

*Type of clients/branches  
(industry sectors)*

**local, regional and national authorities  
NGOs  
Private sector (tourism, food, clothing industry etc.)**

*Consulting products or service  
packages (self-developed)*

**«Polling», a market research – customer satisfaction research software, included in a stand-alone touch screen PC, able to support a multilingual questionnaire**

*International practice  
(foreign countries where assign-  
ments were completed;  
in order of priority)*

**Bulgaria  
Cyprus**

*Language ability in the firm*

**Greek  
English  
French  
Italian  
German  
Spanish**

*Professional membership  
and cooperations*

**European Society of Market Research (ESOMAR)  
Hellenic Association of Business Administration (EEDA)**

*International certification  
and date*

**ISO 9001:2000, 8 April 2009, Certificate Number: AJAEU/09/11459**

## Independent Management Consultancies Network IMCN

### Aopsis S.M.R.

*Mission statement / consulting philosophy*

**Our consulting efforts focus on helping clients increase their performance and achieve goals, in both short-term and long-term challenges.**

*Credentials (short description of some typical assignments)*

- *Type of client / branch (industry sector)*
- *Field of activity*
- *Assignment summary and results*

**REGION OF STEREA ELLADA (REGIONAL AUTHORITY)**

**Project: Tourism business plan.**

**Objectives and results: Presentation of current situation, trends and prospects analysis, market analysis, target groups, action plans**

**PREFECTURE OF PREVEZA (PUBLIC AUTHORITY)**

**Project: Management consulting services for the implementation of EU programmes (Interreg IIA Greece – Italy, 2000-2006)**

**Objectives and results: Progress reports, reports on the financial and budgetary implementation, studies, participation in workshops and conferences.**

**HELLENIC ORGANIZATION FOR SMES AND HANDICRAFT**

**Project: Business angels in SMES**

**Objectives and results: Study and pilot actions**

*Selection of important and well known clients (location)*

**Ministry of development (Greece)**

**Region of Sterea Ellada**

**Forel Ltd. (Greece)**

**Minoan Lines S.A. (Greece)**

**Domino's Pizza Ltd. (Greece)**

**Sapent Ltd. (Greece)**

**Olympus Plaza Ltd. (Greece)**

## Independent Management Consultancies Network IMCN

Aopsis S.M.R.

*Partners / senior consultants  
short profile*

### **ALEXANDROS KALOMIROS – project manager**

**Educational Background: (BSc) Economics, (MSc) Finance**

He has considerable experience in supporting public agencies in planning, implementing and monitoring projects and has participated in the design, implementation and monitoring of co-funded actions. He has worked on and managed a range of consulting projects in both the public and private sector.

### **PEPI THEODOROU – head of market research**

**Educational Background: (BSc) Statistics, (MBA) Services Management, Ph.D Cand. Opinion Polls**

She has significant experience in statistical research and has worked for years in well known research companies. She has attended many seminars on contemporary management issues and has undertaken and completed numerous demographic, economic and social studies.

### **ANDREAS LOLIS – head of economic and social studies**

**Educational background: (BSc) Corporate Finance and Economics, (MSc) Applied Economics and Finance**

He has significant experience in management consulting, monitoring economic studies and surveys and evaluating actions within the 3rd CSF. He has led many projects concerning trade and consumer affairs for the Ministry of Development and many studies on business and macroeconomic environment.

### **GIANNIS MANASIS – head of business planning**

**Educational background: (BSc) Physics, (MSc) Materials Science & Technology, MBA for Executives**

He has particular experience in management consulting and ICT projects. He has worked for the National Hellenic Research Foundation as research associate and has significant expertise in strategic reviews, business excellence and project management.

### **PETROS PROTOPAPADAKIS – business and energy consultant**

**Educational background: (BSc) Economics, (MSc) Energy Management Systems & Environmental Protection**

He is experienced in environmental projects and social studies. He has participated in exhibitions regarding economic-energy-environmental issues and has attended seminars on ISO 9001 (Standard for Quality Management System) and ISO 14001 (Standard for Environmental Management System). He also holds the position of quality manager of the company.

### **ANNA MENTZELOPOULOU – co-funded projects consultant**

**Educational background: (BA) Communication and Media Studies, (MA) Political Science/International Relations, (MA) Cultural Management**

She has considerable experience in implementing and monitoring national and co-funded EU projects. She has worked with many national authorities for the implementation of co-funded projects, primarily focused on culture, tourism, new technologies and environment.