

## Independent Management Consultancies Network IMCN

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 European
 

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 Professional
 

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 Personal
 

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*Name of the firm*
**SMR Consultants LTD.**
*Full address  
(incl. phone, fax etc.)*

**17 Alkimachou str.  
 11634, Athens  
 Greece**  
**Tel +30 2107256267**  
**Fax +30 2107256268**  
**Mobile +34 609 525 608**  
**E-mail info@smrc.gr**  
**Internet http://www.smrc.gr/**

*Established*
**2001**
*Other offices/daughter companies  
(location)*
**8 Frixou str., 41222 Larissa, Greece**
*Responsible person for the  
network*

**Alexandros Kalomiros**
*Name of managing partner(s),  
executive director(s)*
**Kalomiros Alexandros  
 Theodorou Pepi**
*Name of senior consultants*
**Ioannou Chara  
 Lolis Andreas  
 Mitsios Vasilis  
 Ksagoni Nancy**
*Total number of consultants*
**8**
*Number of associate  
management consultants  
(at least one entire assignment  
together)*
**2**
**September 2017**

 (The profiles of the members  
are permanently up-dated.  
Please ask for the latest)

## Independent Management Consultancies Network IMCN

### SMR Consultants

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

The company offers consulting services in the areas of planning, monitoring and management of projects and programmes to agencies and organisations both in the private and public sector. The company is also active in (i) process re-engineering for public and private organisations (ii) market research and surveys as well as (iii) geospatial applications using Google Maps.

#### Areas of Activities

##### 1. MANAGEMENT CONSULTING SERVICES

- Technical Support Services
- Project Management
- Development studies, local development programmes
- EU projects
- Feasibility studies, business plans, marketing plans, support for participation in co-funded programmes
- Process Re-engineering

##### 2. MARKET RESEARCH

- Consumer Goods
- Public Opinion Polls

##### 3. GEOSPATIAL APPLICATIONS

*Type of clients/branches  
(industry areas)*

Public administration, non-profit organisations, local administration, ministries  
Consumer goods, food and agriculture  
Transportation  
IT, telecommuication  
Banking, finance and insurance  
Service industry, entertainment, tourism, health

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

Cyprus  
Serbia  
Fyrom  
Albania

*Language ability in the firm*

Greek  
English  
French  
Italian  
German  
Romanian  
Slavic languages  
Spanish  
Albanian

*Professional membership  
and cooperations*

SESMA (Hellenic Association of Management Consulting Firms). Alexandros Kalomiros has been elected Treasurer of the Board of the Association for the period 2017-2019.  
Economic Chamber of Greece. All partners are active members of the Chamber

*International certification  
and date*

ISO 9001:2008 (until 27-04-2018)

## Independent Management Consultancies Network IMCN

### SMR Consultants

#### *Mission statement / consulting philosophy*

Our mission is the satisfaction and development of our clients. Our consulting efforts focus on increasing our clients' performance and achieving their goals in both short-term and long-term challenges.

The company's main goals are:

- Development of the appropriate methods and tools to support our high-level services
- Development of a long-term understanding and partnership with our clients
- Supporting the progress of our clients' human resources
- Reassuring the highest level of confidentiality and professionalism

Our philosophy focuses on 3 main points:

- Training and development of human resources as a key factor for upgrading the services offered. Our consultants participate in seminars, workshops and group discussions all around Europe to exchange ideas, expertise and best practices with other partners.
- Promoting relationships, ideas, perspectives and cultures, among partners.
- Recognising and rewarding the individual and team achievements

#### *Credentials (short description of some typical assignments)*

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

#### **DEUTSCHE GESELLSCHAFT FÜR INTERNATIONAL ZUSAMMENARBEIT (GIZ) GMBH**

##### *Technical Expertise to the Project*

«Improve the Efficiency of the Planning (Programming) System and the decision-making process» referring to the «Strengthening of local authorities in Greece»  
The project consisted of providing assistance to the creation and implementation of a new institutional framework of operational planning for local authorities. Within the project, the different conditions faced by small, medium and large remote or island local authorities were evaluated in order to create a tailor-made scoreboard that would measure and guide local authorities in setting up and implementing their operational plans.

#### **MINISTRY OF TOURISM/ COORDINATION AND IMPLEMENTATION OFFICE**

*«Action Plan for the development of cruise tourism and the potential associated growth of economic activity in specific tourist areas»*

The project included the collection and analysis of data (factors, statistical data, studies) regarding cruise tourism in Greece, as well as the development of an action plan for the sector with best practices and estimation of the associated increase of economic activity in specific tourist or non-tourist areas and sectors, in addition to ideas, proposals and promotion proposals.

#### **MUNICIPALITY OF EUROTAS**

*«Supporting services for the evaluation and re-organisation of organisational structures»*

The project included support to local authorities to collect and process data required to evaluate its structures and formulation of re-organisation plans and proposals for new organisational structure. It also included the evaluation and estimation of the effectiveness, efficiency and impacts (both positive and negative) of changes, as an additional tool for local decision-makers.

#### **ENTERPRISE GREECE – (GREEK EXPORT ORGANISATION):**

*«Provision of consulting and support services to the project of Promotion of Greek Wine to Third Country Markets»*

A special consulting team was assigned to work on-site to support and cooperate with the Greek National Export Organisation «ENTERPRISE GREECE» for the implementation of the project «Promotion of Greek Wine to Third Country Markets», a project designed by the Greek Ministry of Agricultural Development.

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### SMR Consultants

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

COSMOTE Mobile Communications SA  
 Piraeus Bank Greece  
 WIND Mobile Communications (Greece) SA  
 Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH  
 ENEL GREEN POWER HELLAS S.A, Carglass S.A.  
 ENTERPRISE GREECE (Greek Export Organisation)  
 Panteion University  
 Ministry of Environment  
 Energy & Climate Change  
 Ministry of Tourism  
 various Municipalities and Regions of Greece  
 Union of Greek Municipalities

*Partners / senior consultants short profile*

**ALEXANDROS KALOMIROS** – (BSc) Economics, (MSc) Finance. / Partner  
 Alexandros Kalomiros has strong experience in consulting and in the administration and support of European co-funded projects. He has been a project manager in many complex projects implemented by private organisations and local authorities. And he has been working in supporting private and public agencies in planning, implementing and monitoring projects as well as planning and monitoring several investments.

**SPYRIDOULA THEODOROU** – (BSc) Statistics, (MBA) Services Management, Ph.D Cand. Opinion Polls / Partner  
 Spyridoula Theodorou has considerable research and consulting experience. She has attended seminars in local authorities restructuring and entrepreneurship in the private and public sector etc. She has also significant experience in statistical research in addition to coordination and implementation of European co-funded projects.

**VASILIS MITSIOS** – (BSc) Balkan Studies, (MSc) Management and PhD in Management / Partner  
 Vasilis Mitsios has important experience in implementing national and international projects under structural funds. The focus is on strategic and operational planning regarding the public sector and local government bodies, as well as in projects of technical support and consultancy services to public sector authorities.

**NANCY KSAGONI**  
 Nancy Ksagoni holds a master's degree in Applied Mathematics and Physical Sciences, as well as a master's degree in Physics and Technological Applications. She has a significant specialization in geospatial applications using Google Maps, as a certified Google Maps re-seller. In addition, she has experience in providing geo-consulting services.

**CHARA IOANNOU**  
 Chara Ioannou holds a bachelor's degree (BSc) in Management and Business Administration, and a master's degree (MA) in Human Resources and Consulting. She focuses on designing and managing projects in the fields of tourism, culture, natural environment and HR management and training, participating also in the preparation of studies and business plans.