



ZEUS CONSULTING S.A.

# Company Profile



www.zeusconsulting.com



AJAEU/08/20746



ISO 9001:2000



93 Riga Feraiou str., GR-26221, Patras, Greece | T: +30 2610 622655, F: +30 2610 223904 | email: info@zeusconsulting.com



# ZEUS CONSULTING S.A.

## Background

### Company History

The company **ZEUS CONSULTING S.A.** was founded in 1992 and constitutes a pioneering, independent, private company of consulting services in the sectors of technology, regional development, employment, innovation, environment, management and international collaborations.

**ZEUS CONSULTING S.A.** is the first consulting company in Greece that applied the methodology **business process reengineering** in a client industry.

**ZEUS CONSULTING S.A.** is among the first European companies that used extensively the **internet** technologies. ZEUS created the first commercial internet node in Greece with the use of Microsoft technologies in 1995.

**ZEUS CONSULTING S.A.** created the first and unique until today node for **telework** in Greece at the address [www.teleworking.gr](http://www.teleworking.gr). In the site there are registered over 600 teleworkers.

**ZEUS CONSULTING S.A.** is the first company that functioned as strategic **contract research partner** in cooperation with the University of Patras and the Greek Open University for projects of Research and Technologic Development (RTD) at National and European level.

The company is operating in multiple offices across Greece and with many representations in the European Union, and the Balkans. **ZEUS CONSULTING S.A.**, has the size, know-how, technology, human resources and infrastructures to meet all the challenges providing total quality solutions to private and public establishments. The company ensures the quality of the provided services by using a quality system that is certified with ISO 9001:2000.

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# ZEUS CONSULTING S.A.

## Business Consultancy

Focused on SME's, Enterprises in expansion phases and internationalization of their operations, Non-Governmental Organizations, Education and Training Organizations, **ZEUS CONSULTING S.A.** offers quality services.

## Innovation

**ZEUS CONSULTING S.A.** is constantly investing to improve its state-of-the-art knowledge not only in the domains of its core expertise but also in advanced technological areas that would potentially create new business activities, enhancing its service offering.

## Working for Tomorrow

**ZEUS CONSULTING S.A.** Research and Development Department is starting to prepare different initiatives for the participations of the group to HORIZON 2020.

**ZEUS CONSULTING S.A.** offers a great experience and special know how to new innovative research ideas.

**ZEUS CONSULTING S.A.** is ready to discuss new opportunities for collaboration.

**ZEUS CONSULTING S.A.** offers also its international network of clients/users from private and public sector. The group works closely with SMEs, industries, academic institutions, local authorities and governmental bodies.

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## What we do

1	NATIONAL PROGRAMMES IN PUBLIC AND PRIVATE SECTOR	REGIONAL DEVELOPMENT AND INNOVATION	Analysis, Design, Implementation and Management of Developmental and Integrated Programs and Projects. Development Studies. Local Development Programs, Preparation of Business Plans. Implementation of strategies of innovation development.
2		ADVISORY SERVICES IN THE PRIVATE SECTOR	Strategic and Functional planning for enterprises and organizations. Preparation of Business Plans for incorporation of enterprises in Financing Programs (e.g. National Strategic Reference Framework, Law for Development, etc.) and modernization of enterprises with the use of new technologies.
3		ENVIRONMENTAL MANAGEMENT	Environmental Impact studies and reports realization. Development of technical bulletins for institutions of protected regions. Technical and specialised support of institutions and organisms for environmental management and specialised topics of energy, quality control of water/air and waste management.
4		ENGINEERING CONSULTING	Services on issues of Management and Planning of programs, Qualitative Control of Technical Works, Cost accounting and full monitoring of technical works. Diagnostic and Feasibility studies.
5		QUALITY ASSURANCE	Installation and certification of quality systems: System of quality management ISO 9001, system of environmental management ISO 14001, system of foods safety management ISO 22000 (HACCP) and others.
6		INFORMATICS AND TECHNOLOGIES	Preparation of technical specifications for the implementation of informatics programs. Technical support and management during the project implementation. Advisory services on issues of Teleworking, Networks (Internet, Intranet, Extranet), Multimedia, Solutions of Smart Enterprising, Training and transfer of know-how.
7		COMMUNICATION AND MARKETING	Services of planning and application of integrated programs of corporate communication and public relations.
8	INTERNATIONAL PROGRAMMES	INTERNATIONAL COLLABORATIONS AND PROGRAMS OF EU	Advisory services, technical aid and implementation of projects in the following sectors: Research, Technological Growth, Education and Training, Information Technology, International Relations and Regional Development.
9		EDUCATION AND TRAINING	Actions of Professional Training, Applications of Information Technology in Training and Applications of Open and Distant Learning.
10		RESEARCH AND DEVELOPMENT	The company provides solutions of RTD in sectors as: Electronic Governance, Systems of knowledge management, Platforms of Teleworking and electronic education, Grid computing, Architecture of Services (SOA), Electronic trade.



# ZEUS CONSULTING S.A.

## Strategy & Vision

### Vision statement

The growth and the operation of the company are found in the basic corporate principle: *“quality, effectiveness and adaptability to the needs of market and technological evolutions”*.

### Mission statement

Our Mission is to be the most successful consulting company in Greece, abiding by our principles that consist of the Knowledge, the Effectiveness, the Reliability and the Integrity. **Knowledge** for us means: application of most modern technology for the development of pioneering services, optimal quality and capability of flexible adaptation and development of each need of customer.

- ☞ The **Effectiveness** accompanies each project that we undertake, with the realization of the objectives of our customer.
- ☞ The **Reliability** and the **Integrity** constitute the main axes of our business culture.

The maximization of the value and the performance of our customers and our continuous improvement constitute the core of our philosophy, ensuring the constant ascending course of the company at National and European level.

The optimized quality of our provided services, their continuous monitoring and follow-up, the faculty of comprehension of the requirements and the needs of our customers, the specialization and the know-how of our staff and the constant expansion of our activities abroad serve us and strengthen our mission and our vision.

- ☞ **We are** among the leaders in the sector of consulting.
- ☞ **We support** our customers in the realization of their objectives, contributing in their constant development.
- ☞ **We aim** to our continuous development.



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# ZEUS CONSULTING S.A.

## Values

Since the foundation of our company in 1992, our aim was to build an organization with a clear view and strategy that will constantly look ahead and keep operating at the forefront of technology developments and to be an innovative, knowledge-based company. Our vision of knowledge and innovation is **people-oriented**, as the protagonists are the people who research, and innovate to create solutions. Over the following years our vision took shape. Today, **ZEUS CONSULTING S.A.** is a leading service provider and the company's staff can demonstrate unrivalled expertise in all our fields of specialization.

## Business goals & objectives

Looking at the future, we are highly confident that **ZEUS CONSULTING S.A.** has the strong background and the appropriate vision but also the flexibility that will allow it to continue its development and face the challenges of the new era. Participating in an international environment, mainly characterized by market globalization and intensive competitiveness, **ZEUS CONSULTING S.A.** is paving its own path with a clear strategy for the future.

## Growth strategy

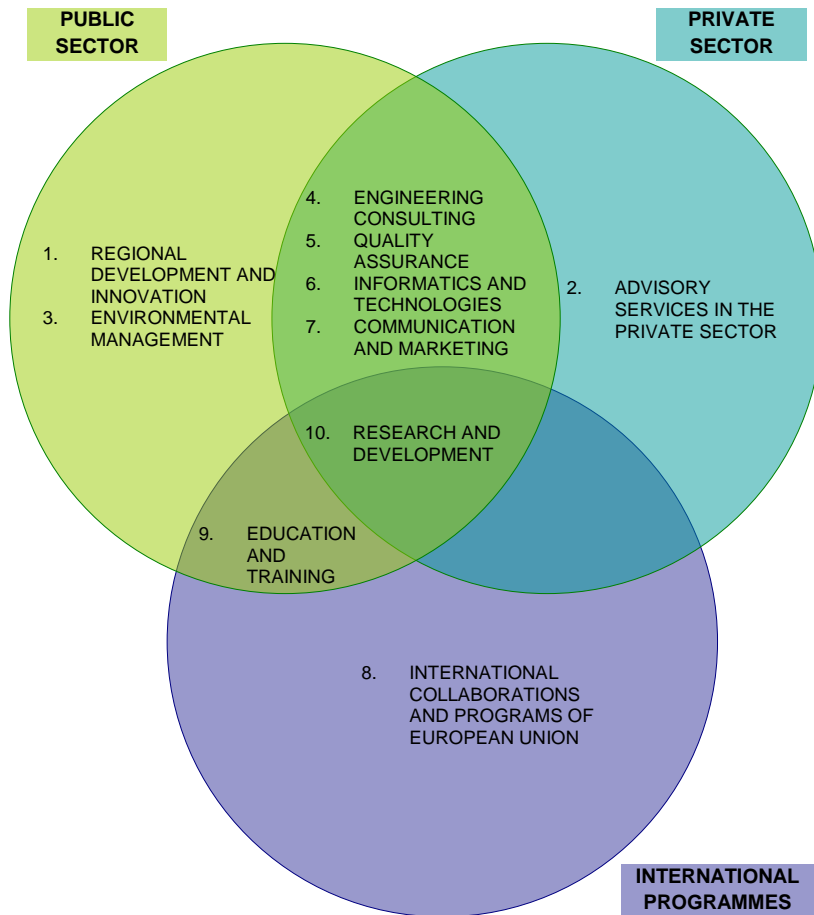
The utilization of accumulated expertise, know-how and the dynamics of its partnerships, will allow the company to positively respond to the challenges of our times and provide expert, state of the art solutions that lead straight to the point of its customer needs.

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## Services

**ZEUS CONSULTING S.A.** offers scientifically qualitative and documented **advisory services** to enterprises and organisms, at National and International level. The National Programs are divided between the Public and Private Sector. In the following drawing the coverings of services in these sectors appear.



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## Business competitiveness

**ZEUS CONSULTING S.A. adapts its provided services to the requirements of the customer**, aiming at the more efficient collaboration and in observance to the environment, the requirements and the structures of the customer:

- ↳ Dedication to the customer
- ↳ Flexibility for the ideal satisfaction of needs
- ↳ Specialised personnel
- ↳ Possibility of operation in international and multinational environment
- ↳ Adaptability to the operation processes of the customer
- ↳ Flexibility in the mode of delivery
- ↳ Big experience in work of research and technology

The company combines **INFRASTRUCTURES, HUMAN RESOURCES INTEGRATED PROCESSES** in order to successfully complete each work undertaken.

## Quality policy

The company ensures the **quality** of the provided services applying an integrated system of quality certified by **ISO 9001** and implements the undertaken projects with modern administration methods.





# ZEUS CONSULTING S.A.

## Management & Human Resources

President and Managing Director of the company is Dr. **Nikos Bogonikolos**.

Dr. Nikos Bogonikolos is since 1987 the President, Managing Director and shareholder of business entities related to: Information Technologies, Space Technologies, Education and Training, Management Consulting and Business Development in Greece (Athens, Patras and Thessaloniki) and abroad, Belgium (Brussels), UK (London), Germany, Ukraine (Kharkov, Kiev), Turkey (Istanbul), Russia (Moscow), Romania (Bucharest) and Bulgaria (Sofia).

He is Expert in Projects Management in the fields of entrepreneurial assistance, information technology, space, training and regional development in the Private and Public sector, in Greece and Europe, with a total budget of projects over 1.000.000.000 euro.

He is Expert in Commissions of European Commission, European Parliament and Union of Industrial and Employers' Confederations of Europe (UNICE) in the field of Entrepreneurial assistance, Innovation, Research and Technological Development, Training and in Relations with Third Countries. He is Senior Consultant of the Association of Industries of Peloponnese and Western Greece for European issues.

He has achieved Contracts for Senior Advisory and Assessment for Greek Ministry of Development - General Secretary of Consumer Protection in Western Balkan, "FYROM, Serbia, Bosnia-Herzegovina, Montenegro". He is Evaluator of the Secretary General of Research and Technology and Senior Consultant to Ministries.

His scientific work led to three patents registered by the companies IBM, Microsoft and NEC in USA and Japan. From IBM, the United States Patent 6990494 "identifying links of interest in a web page". From NEC, the United States Patent 7043685 "web-content providing method and web-content providing system". From Microsoft, the United States Patent 7567967 "Business application entity subscriptions synch operation management".

He has been engaged worldwide with business development with experience with business deals in more than 30 countries.

He is the creator of a unique holistic security methodology "Total Security Process Reengineering".

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# ZEUS CONSULTING S.A.

The personnel of **ZEUS CONSULTING S.A.** are constituted by high quality technocrats with significant professional experience. The company has permanent staff of over 30 persons and a large number of external collaborators.

The company collaborates with exclusive external collaborators, scientists that have knowledge and experience in their subject of specialization. Most of the external advisers collaborate with the company on a permanent base and other are called in specific cases for the undertaking of implementation of special projects.

All the professional executives of **ZEUS CONSULTING S.A.** have at least a university degree and enough have completed post-university studies and have a Doctorate

The working languages of **ZEUS CONSULTING S.A.** are Greek, English, French, German, Spanish, Italian, Bulgarian and Russian.

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## Experience in International Collaborations and EU Programs

The participation of **ZEUS CONSULTING S.A.** in European Projects constitutes a strategic objective and choice. The long lasting experience of the company in such kind of activities has ensured the sufficient know-how for the successful completion of complicated projects.

Indicative work of adviser on issues of European Union:

- ☞ The realization of a study on behalf of the European Parliament with title: "**STOA Scientific and Technical Options**, "Development of surveillance technologies and risk of abuse of economic information". Aim of the study was the description of situation of technological media available for the interruption of the course and the transmission of data in the sector of information technology and in telecommunication systems.
- ☞ Projects of Research and Technological Development from the 3<sup>rd</sup> Community Support Framework.
- ☞ Projects of Research and Technological Development in the technologies GRID (projects **COG, GRASP, LEGI-WG**).
- ☞ The first event of international collaboration of enterprises with the support of European Union outside the member-states of EU in 1995 titled **INTERPRISE BULGARIA '95**.
- ☞ The foundation of the first European Economic Interest Group (E.E.I.G.) with seat in Greece, **ZEUS EEIG** and number of registration EOOΣ no. 1.
- ☞ The follow-up and internal evaluation of European project **Waste Train**, Vocational Training, Education, Conveying Information on up-to-date waste management practices to decision makers/staff involved in waste management and the development of intermediary reports of evaluation
- ☞ Adviser and Collaborator of "**Council of Emigrant Hellenism**".
- ☞ The study of requirements and functionality and transfer of know-how processes in regions of 5 Countries: Spain, France, Greece, Italy and Portugal on behalf of the European Commission.
- ☞ **ZEUS CONSULTING S.A.** has also significant experience in technical, procedural and administrative subjects that concern European projects. The company has successfully completed a large number of projects in the framework of programmes of European Union like IST, ESPRIT, Telematics Application Programme, Leonardo Da Vinci, Interreg, TIDE, Brite Euram, Craft, TACIS PHARE, MED Invest and so on.

**ZEUS CONSULTING S.A.** has undertaken successfully contracts with the European Parliament for the realization of studies that concern the preparation of subjects to the session of European Parliament.

The participation of the company to a large number of programs of education and training has as result the transfer of know-how and good practices at local and regional level but also the support of disadvantaged groups (women, disabled, unemployed etc).

## Selected Portfolio of International Projects

- Project TeRIS: “Template for Regional Innovation System as a tool for evening out the regional R&D investment disparities”.
- IST Programme, IST-002307, “ASPIC Argumentation Service Platform with Integrated Components”.
- LEONARDO DA VINCI, Z/03/B/P/PP/168012, INTERMEDIA: “Multimedia training programme at publicity and media field for SME/ managers”.
- IST Programme, IST-2001-35464, "GRASP, Grid based Application Service Provision”.
- IAP, “World Wide Web Safe Surfing Service”, 3W3S-IAP-26653.
- IST programme, IST-2001-32298, "STATUS, Software Architecture that supports Usability”.
- IST Programme, IST-2000-26336, "REGNET Cultural Heritage in Regional Networks”.
- IST Programme, IST-1999-20483, "DEEPSIA, Dynamic on-line Internet Purchasing System based on Intelligent Agents”.
- IST Programme, IST-1999-10091, "EXTERNAL - Extended Enterprise Resources, Network Architectures and Learning”.
- CONNECT, "INO-PROJECT", CONNECT- 1999, 1604/001-001”.
- European Programme ERDF, “ERMIS: Regional Tourism Information Network” ERDF 97.08.10.002.
- STOA work programme 1998, European Parliament / Scientific and Technical Options, “Development of surveillance technologies and risk of abuse of economic information”.
- DG XXII work programme 1998, 17/1998, “Study of the requirements and functions of training in innovation transfer process, covering the following countries: Spain, France, Greece, Italy and Portugal”.
- Leonardo da Vinci 1996, Pilot, No: I/96/2/275/PI/II.1.1.b/FPC, "EPSILON - Education Planning Support for Innovative Learning Organizations and Networks”.