

PERSONAL INFORMATION



PERSONAL STATEMENT

International consultant with an engineering and ICT background and extensive experience in project management & quality, research and development grants, business development, Innovation management, Intellectual Property and Legal and Financial Issues.

WORK EXPERIENCE

01/12/2015–Present

**Key Expert in Intellectual Property, Legal & Financial Issues for Horizon 2020**

International Development Ireland (IDI) Ltd., Ankara (Turkey)  
[www.idi.ie](http://www.idi.ie)

**"TURKEY in HORIZON 2020" TUBITAK Project**

- Advising, Training and supporting Turkish Organisations on **Intellectual Property Rights (IPR), legal and financial Issues** in Horizon 2020 scheme.
- Coordinator & Key Instructor **"Intellectual Property Rights" (IPR)** Workshops and Trainings all over Turkey
- Coordinator & Key Instructor of Project Writing Camps on WIDESPREAD ACTIONS (TEAMING, TWINNING Calls) & SME INSTRUMENT
- Developing Short and **Comprehensive Guides for Intellectual Property and Innovation Management** (covering Turkey's & Europeans IP systems), SW Licencing and Legal & Financial Issues in H2020
- Coordinator of **"Access to Risk Finance" (ARF)** training workshops, bringing together Financial Institutions, Venture capitals, Start-up support organisations and entrepreneurs.
- Designed and Manage all Project's **Online tools**: Web Portal, Helpdesk Facility (Zendesk), Online Marketing, Collaboration system for Information Multipliers.

*Turkey in Horizon 2020 is a project co-financed by the European Union and the Republic of Turkey. The overall project objective is to strengthen the capacity of Turkey in Science, Technology and Innovation and facilitate the integration of Turkish Research Area (TARAL) to European Research Area (ERA) through increasing its participation to Horizon 2020. The project is implemented by TUBITAK with the support of a consortium coordinated by IDI. <http://www.turkeyinh2020.eu>*

Technical Assistance for **GROWING AND PROSPERING THE ENTREPRENEURSHIP ECOSYSTEM IN ANKARA TO INCREASE YOUNG EMPLOYMENT ANKARA DEVELOPMENT AGENCY (ADA)**

- Design Specifications for System components: Mentoring module for young entrepreneurs, match making, Learning Management System, Video Streaming
- **Procurement process** for the selection of SW Developer
- Content Structure, User Requirements into Technical Specifications
- Identifying and proposing technology solutions for best implementation
- Quality checking (QA) on development deliverables
- Establishing an **agile development process** and acting us product owner

*The aim of the project was to improve the **Entrepreneurial eco-system in Ankara, through training programs and other complementary activities that are effective in creating an enabling environment for entrepreneurship and establish Ankara Entrepreneurship Development Centre. The project was managed by Ankara Development Agency (ADA).***

Business or sector International Consulting

01/12/2015–Present

### Senior Advisor in Innovation and IT

INOSENS Consulting, Novi Sad (Serbia)

[www.inosens.rs](http://www.inosens.rs)

- **GEOGRADLE:** *Coordinating and integrating state-of-the-art Earth Observation Activities in the regions of North Africa, Middle East and Balkans, and Developing Links with GEO related initiatives toward GEOSS (H2020/ SC5-18b-2015) (2/2016-6/2018) || Role: Advise on Spatial and EO technologies, IP issues in project area*
- **LANDSENSE:** *A Citizen Observatory and Innovation Marketplace for Land Use and Land Cover Monitoring (H2020/ SC5-17-2015) (9/2016-8/2020) || Role: Proposal Preparation, Technology Transfer and Intellectual Property Plan*
- **KATANA:** *Emerging industries as key enablers for the adoption of advanced technologies in the agrifood sector (H2020-INNOSUP-2015-1) (1/2017-6/2019) || Role: Proposal Preparation, Supporting participating SMEs on Intellectual Property Issues and Innovation Management*

*Founded in 2014 and headquartered in Novi Sad, Serbia, INOSENS is a boutique consultancy focused on ICT solutions in agriculture and agrifood innovation.*

Business or sector Consulting (ICT, Agrotech, Agrifood)

01/09/2009–30/11/2015

### Projects & Innovation Director

DOTSOFT SA, Thessaloniki (Greece)

[www.dotsoft.gr](http://www.dotsoft.gr)

- **Managing company's full portfolio** of International R&D, Consulting and Integration Projects (FP7, H2020, INTERREG, CIP ICT PSP, INTERREG, Structural Funds);
- **Business Development and Consortium Building:** corporate and academic partners from **EMEA** (Europe, M. East, Africa) for joint projects in ICT, Environment, Agriculture, Entrepreneurship, Innovation;
- Coordinating events, workshops & **training sessions on innovation & project management, Intellectual Property Rights, and administrative/ financial issues;**
- **Liaising with IP Offices, TTOs, European Associations, and Networks on Intellectual Property Rights;**
- **Leading** a team of 15 full time employees (SW Engineers, PM, Presales)
- **European Space Agency (ESA)** TIA Web Portals (10/2013-10/2018): Design, Migration from legacy technologies, operations, content editing and technical maintenance of the websites from the Directorate of Telecommunication and Integrated Applications || *Role: Project Manager*

**CEDEFOP EU Agency: ICT External Services: Lot 4 – Assistance to the management technical project (10/2013-10/2016): ICT Consulting of technical projects. User analysis and Technical Specifications for CEDEFOP Europass Experience Document (part of EU CV). || Role: Project Manager, Scrum Master**

**PERICLES:** Promoting and Enhancing Reuse of Information throughout the Content Lifecycle taking account of Evolving Semantics (GA: 601138, SCHEME FP7 ICT 2011.4.3 | 2/13 – 2/17) || *Role: Work Package Leader (WP9), Technology Transfer Officer, Project Innovation & IP Manager*

**PLCPROG: Improving PLC programming through a new graphical, Object-Oriented and brand-independent programming framework (GA: 243484, SCHEME FP7-BSG-SME-AG | 9/10 – 8/13) || Role: Technology Transfer, IPR & Exploitation Plan (WP Lead), Patent research**

**AGROALERT:** Early Warning System for Extreme Weather Phenomena. *In cooperation with 3D SA. Project Selected under FINODEX Accelerator (GA: 632838– Sub-Grant: AGROALERT, FP7-2013-ICT-FI | 7/15 – 1/16) || Role: Innovation Manager, Exploitation & Commercialisation Plan.*

**CASSANDRA:** A multivariate platform for assessing the impact of strategic decisions in electrical power systems (GA: 288429, FP7-ICT-2011-7) supporting DRAXIS team on Tech Issues || *Role:*

*Technology Transfer, Innovation Management*

**HELLENIC MINISTRY of ENVIRONMENT:** Consulting and Subject Matter Expert Assistance at senior level for the coordination and support of preparation of ICT actions and services of the Ministry of Environment. Technical Consultation for IT, 2017-23 Structural Funds (International Tender, 1/11 – 6/11) || *Role: Senior Policy Consultant, Procurement, Financial & Legal Procedures of the ICT Structural Funds 2017-2023*

*DOTSOFT is an ICT & SW development company dedicated to providing ICT solutions and services to both private and public companies. DOTSOFT specializes in R&D projects excelling in ICT Project Management, ICT Consulting and SW Development.*

**Business or sector** Information and Communication Technologies (ICT)

01/01/2013–30/10/2015

**Senior Expert (Innovation Management, IP & Technology Transfer)**

Hellenic Rescue Team (NGO), Thessaloniki (Greece)

- **Advising and supporting HRT on building an RTD department and Technology Transfer Office for Search & Rescue Organisations.**
- **Connecting with EU Associations and other relevant research teams;**
- **Delivery of regular workshops and seminars on Intellectual Property, Innovation Management, Legal & Financial issues related to R&D;**
- Coordinating a team of project management and innovation officers of HRT's Research Department.

// Key Projects //

**COSMIC:** The Contribution of Social Media in Crisis management (GA: 312737, SCHEME **FP7-SEC-2012-1**| 4/13 – 3/15) || *Role: Preparation Team (consortium building, proposal preparation), Training and dissemination activities (incl. workshops & Conferences)*

**RESCUECELL:** Portable Kit for Detecting Trapped and Buried People in Ruins and Avalanches (GA: 315007, SCHEME **FP7-SME-2012**| 1/13 – 2/15) || **Role: Preparation Team, Project Management, Legal & Financial Management, WP Lead, Product development, Patent research, Technology Transfer**

**CONCORDE:** Development of Coordination Mechanisms During Different Kinds of Emergencies (GA: 607814, SCHEME **FP7-SEC-2013-1**| 5/14 – 4/17) || *Role: Preparation Team, advise on results exploitation (Training Schemes), innovation management, Legal & Financial Management*

*HRT is an NGO focusing on Search & Rescue. It has more than 4.000 volunteers and is acknowledged by Greek and EU Civil Protection Authorities.*

01/10/2006–31/12/2014

**Senior R&D Consultant Business Development**

3D General Aviation Applications SA, Thessaloniki (Greece)

**Business Development** in the Balkans and the Gulf.

**Consortium Building** and networking for joint projects **in aviation and airport applications (weather forecasting, weather modification, precision agriculture, airport security);**

**Technical and financial bids for tenders and following-up activities at various stages of the tendering life cycles**

**Innovation Strategy and IPR** on company assets

// Key Projects //

**SNIFFER:** A bio-mimicry enabled artificial sniffer (GA: 285203, SCHEME **FP7-SEC-2011-1**| 2/12 – 5/15) || *Role: WP Lead, Pilot study Coordination, Exploitation Plan. Ethical & Privacy Issues plan. Successfully negotiated with Hellenic Data Protection Authorities for a pilot demonstration at Athens International Airport. Technology Transfer and IP protection strategy plan for project results.*

**TURBINE:** TrUsted Revocable Biometric IdeNtitiEs (GA: 216339, SCHEME **FP7-SEC-2007-1**| 2/08 – 1/11) || *Role: WP Lead, Exploitation Plan, Handling all legal and regulatory issues on ethics, privacy*

and "dual use" of the technology (dual use: possibility of military use of civilian technology). Successfully negotiated with Hellenic Data Protection Authority and Hellenic Civil Aviation Authority the implementation of a pilot run in the Airport of Thessaloniki. Technology Transfer. Study on Intellectual Property opportunities in various IP systems worldwide.

**iDEtect4ALL**: Novel intruder detection & authentication optical sensing technology (GA: 217872, SCHEME **FP7-SEC-2007-1** | 7/08 – 6/11) || Role: *WP Lead, Exploitation Plan. Privacy & Security plan. Organised large scale pilot use of the technology at Faro Airport, Portugal. Innovation Management & IP Plan*

**EUREMA**: Now-casting Weather Broadband Service (Structural Funds, Research Innovation Poles | 1/06 – 12/07) || Role: *Project Manager, Innovation and Technology Transfer*

**DAPHNE: An Innovative and Integrated Conceptual Model to Mitigate the Impact of dynamic Web Application** Climate Change on Drought: Potentiality and Applicability of a Precipitation Enhancement Project in Thessaly (Structural Funds, R&D Cooperation Programme | 9/12 – 8/15) || Role: *Legal negotiations with consortium on IPR of results, IPR Draft agreement, Technology Transfer Plan*

**ICT4G**: Integrated Information System for early warning of extreme weather phenomena & for the protection of agriculture (GA: ICT-000641, Structural Development Funds | 8/14 – 9/15) || Role: *Project Management, Proposal Preparation, business plan, Technical Specification, IP Strategy, Technology Transfer and Exploitation Plan*

01/04/2007–31/12/2008

### Senior Technical Consultant / Procurement & Project Officer

Managing Authority of Axios River Estuaries, Halastra (Greece)

- **Lead Technical Consultant** for the Operational Support of the Environmental Managing Authority;
- **Procurement Officer** preparing all **procurement procedures**, legal and financial documentation for multiple tenders, including preparation of **technical and financial Specs**; Technical evaluation of Bids; Quality & Change Control;

// Key Projects //

**AXIOS ECOTOUR**: Promotion of Ecotourism, Protection and Preservation of Cultural Resources Of Axios River Delta Area (INTERREG IIIA NEIGHBOURING PROGRAM GREECE – FYROM, ERDF/CARDS | 10/07 – 10/08) || Role: *Proposal preparation. Procurement Officer, Financial Administrator, Project Management, Technology advisor.*

**EPPER**: Capacity building & Technical Consulting of "Strengthening of the Managing authority's operational capacity" programme (Structural Funds, **OP Environment** | 4/07 – 12/08) || Role: *Proposal preparation. Technical Expert, financial & legal procedures from procurement notices to project quality and control.*

**PMC**: Project Management Capacity System. Improvement and digitization of Axios MA Operational Manual (Structural Funds | 1/12 – 1/13) || Role: *Redesign of procurement legal & financial administrative procedures to improve authority's operational capacity.*

01/04/2005–30/06/2009

### Senior Technical Consultant

Thessaloniki Chamber of Commerce and Industry (TCCI), Thessaloniki (Greece)

[www.tcci.gr](http://www.tcci.gr)

- Project Management for **EURTD Innovation** projects (ARCHIMED, INTERREG III A, MEDOC, CADSES, Structural Funds).
- **Preparation of technical and financial proposals**, managing various **stages of the submission processes and project implementation life cycles** for **RTD and innovation projects**;
- Continuous administrative and financial support services.

// Key Projects //

**OPENIT**: "Promoting Information & Communication Technology (ICT) In Small & Medium Enterprises (SMEs) And Public Bodies Through Open Source & Free Software (EU COMMUNITY INITIATIVE PROGRAMME INTERREG III B ARCHIMED | 04/05 – 09/09) || Role: *Project Management, Proposal preparation, consortium building, procurement procedure. Technical Consultant and coordination support for financial & legal issues*

**e-Markets**: "Development and strengthening of the digital environment & e-commerce applications for the members of the TCCI" (Structural Funds | 3/06 – 11/07) || Role: *Proposal preparation, procurement procedure coordination, technical review and report. Preparation of Tender documents:*

*SoW, ITTs, Draft contracts, technical evaluation, support for financial & legal issues.*

**Business or sector** Chamber of Business

01/01/2003–30/01/2007

### Project and Innovation Manager

DRAXIS SA, Thessaloniki (Greece)

[www.draxis.gr](http://www.draxis.gr)

- Directly involved in **preparation of technical and financial offers**;
- Focusing on **exploitation**, business opportunities and **Intellectual Property rights** issues of **projects' results** in collaboration with Intellectual Property Offices and the European IPR Helpdesk.
- Administrative and financial support in grant and consortium agreements, procurement documents and reporting obligations to the EU and the state.

// Key Projects //

**UVNET**: National Network for the measurement of ultraviolet solar radiation/General Secretariat for Research and Technology (National Research Grants/GSRT, | **7/03 – 6/06**) || *Role: Proposal preparation, consortium building. IT Specifications, Technology Transfer*

**ENIASS** - Environmental Impact Assessment Studies Computer System (National Research Grants/GSRT | 3/05 – 12/06) || *Role: Proposal preparation, Project Management*

**Green Drachma II** - Promoting sustainable development in the Region of Halkidiki through Concerted Pilot Actions on Integrated Product Policy Tools (LIFE 04 ENV/GR/000145 | 10/04 – 12/06) || *Role: Technical Project Manager*

Development of an **Electronic Reporting Tool for the IPPC and Waste Incineration (WID)** Directives and Analysis of Member States' Reports on the Implementation of the Solvents Emissions Directive (SED); (Ministry of Environment, International Tender | 5-12/04) || *Role: Tender preparation, Technical Coordinator, Quality Assurance.*

**Business or sector** Consulting (AgroTech, Environment, ICT)

01/09/2001–30/03/2003

### Co-Founder/ Financial Administrator & Training Coordinator

SIGMANET IT Training, Thessaloniki (Greece)

- Teaching Coordinator: **seminars** and **workshops** for **graduates** and **young professionals** on **technology aspects** and ideas for the **best use of ICT tools in business** (Computers in Finance, Statistical Analysis and E-commerce).
- Coordinating team of 6 trainers and administrative staff
- Design and implementation of business workshops: **Knowledge, Innovation Management & Intellectual Property in the EU environment**

*SIGMANET was one of the first ICT Training Centres in Thessaloniki focusing on ICT professional courses, innovation management, e-commerce & digital tools for SMEs.*

05/1999–08/2001

### IT Training Consultant

Logismos SA, Thessaloniki (Greece)

- Formalised new Personnel Initiation & Presales Improvement processes;
- Created new methodology, procedures, **training & manuals** for the integration of **Enterprise Resource Planning (ERP) Information Systems** in the complex business environments;
- **Designed and implemented >30 training workshops** for personnel and clients on **ICT and Innovation**;
- **Project** management, evaluation of **technological needs**, training and personnel development, **transfer and diffusion of technologies**, including **implementation of research** and/or **technological development applied projects**;

*LOGISMOS is a pioneering company specializing in business SW. Listed on Athens Stock Exchange offers a complete range of application software consisting of ERP, CRM, SCM, MRP-II, PMS, MIS*



and DSS for commerce, casinos and academia.

EDUCATION AND TRAINING

- 10/1989–09/1995

**Diploma in Civil Engineering (M. Eng.)**

Aristotle University of Thessaloniki, Engineering School, Thessaloniki (Greece)

5 year M.Sc. equivalent. Relevant courses: Statistics, Urban Development, Construction Economics, Project Management)

EQF level 6
- 10/1995–10/1996

**M.Sc. in Geographic Information Systems**

University of Leicester, Leicester (United Kingdom)

ICT, Databases, Spatial Information

EQF level 7
- 07/2011–08/2011

**Project Management Professional (PMP®)**

Project Management Institute (PMI) (United States)

[www.pmi.org](http://www.pmi.org)

*IT Project, SW Development, (Resources, Procurement, Cost, Risk), Financial Management*

EQF level 5
- 10/2016–Present

**Graduate Diploma in Finance**

London School of Economics, London (United Kingdom)

*Corporate Finance, Financial Reporting, Auditing & Assurance*

EQF level 6

PERSONAL SKILLS

Mother tongue(s) Greek

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
Certificate of Proficiency in English (University of Cambridge)					
Turkish	A2	A2	A2	A2	A2
French	A2	A2	A2	A2	A2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
 Common European Framework of Reference for Languages

Communication skills

- Experience in multinational and multicultural environments through International Projects. Since 2006 I implement projects all over Europe.
- Vast teaching experience in tech, productivity and PM subjects (more than 800 hours of instructing)
- Stakeholders, sponsors, shareholders management. Liaising & participating in Boards of Directors (Understanding of Office politics).
- Ability to understand and explain complex requirements. This is an integral part of my job today.
- Calm and confident even under pressure (I'm dealing with strict deadlines throughout my career).
- "Get the job done" attitude.

Organisational / managerial skills

- Excellent knowledge of project management procedures (PMI, PRINCE2, ITIL, AGILE SCRUM)
- Excellent command of EU and National Funding Mechanisms through my experience as Project Manager
- Good Knowledge of Quality standards and procedures (Internal Auditor for ISO 9001 & 27001) good

command of quality control processes (Responsible for the company's quality audits in ISO9001, 27001, 14001)

- Preparing the company for ISO 20000 certification (DOTSOFT)
- Strong Knowledge of PM frameworks (PRINCE2, PMBOK) & Six Sigma
- Entrepreneurial spirit & good knowledge of the startup ecosystem.

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital competences - Self-assessment grid

Microsoft Certified Professional (Licence No. 2613434)

ADDITIONAL INFORMATION

Certifications

- **EU General Data Protection Regulation (GDPR F)**
- **Six Sigma and Lean: Quantitative Tools for Quality and Productivity**, TUMx
- **General Course on Intellectual Property**, WIPO, 01-02/2016 / World Intellectual Property Organization (WIPO)
- **Knowledge Transfer Professional** (EUKTS Certification CERT GF2016.07.14.01)
- **Certificate of Quality & Internal Auditor** (ISO 9001) / DGQ, eV Germany, 04/2000 / (QMS, Internal Audits, Legal Aspects, Cost Planning, QM Tools)

Courses

- **Intellectual Property Law and Policy**: Part 1 by University of Pennsylvania on edX. Certificate earned on March 17, 2016 [T7]
- **Entrepreneurship: Launching an Innovative Business, 4-course specialization** by University of Maryland, College Park on Coursera. Specialization Certificate earned on April 17, 2016 [T6]
- **Microeconomics Principles** by University of Illinois at Urbana-Champaign on Coursera. Certificate earned on April 12, 2015 [T5]
- **A Crash Course in Data Science** by Johns Hopkins University on Coursera. Certificate earned on September 26, 2015 [T4]
- **The Data Scientist's Toolbox** by Johns Hopkins University on Coursera. Certificate earned on October 4, 2015 [T3]
- **R Programming** by Johns Hopkins University on Coursera. Certificate earned on October 4, 2015 [T2]
- **Gamification** by University of Pennsylvania on Coursera. Certificate earned on March 13, 2015

Presentations

- Author of various papers & presentations (<http://www.slideshare.net/ospyroglou>) and active blogger (<http://ospyroglou.wordpress.com>);
- Mentor of 5 Start-Ups in issues related to entrepreneurship, legal and financial agreements, shareholders' relations and intellectual property management;
- Keynote speaker in various regional and international events related to R&D, ICT and entrepreneurship (e.g. SEPVE ICT conference, Innovation Conference).
- LinkedIn Profile: [https:// linkedin.com/in/ospyroglou](https://linkedin.com/in/ospyroglou)