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EMI Education & Consulting SA was founded in 1987. The company, operating as a one-stop-shop, is highly committed to quality and innovative services.

Since 1987, EMI has gained a leading place in the Greek education / training and business world as a result of its competence to generate innovative educational programs and apply effective management solutions to critical operational problems.

EMI AT A GLANCE...

- One of the largest National Training Centres in Greece.
- Certified by EOPPEP–THE NATIONAL CENTRE OF CERTIFICATION – License to operate as National Professional Training Centre
- Accredited by the China Republic (SAFEA) to train Chinese people in Greece and China.
- Tailor-made approach to each problem, high value-adding solutions.
- History of a broad experience, both in the Private and the Public Sectors. Large Clientele
- Valuable experience in successful management of transnational projects co-financed by the E.U.
- Networking and forming strategic alliances with similar organizations and Universities in other countries.
- Large network of experienced Academic Lecturers, Professional Trainers experienced Consultants & Collaborators.
- Covering a wide range of consulting services, EMI gained invaluable expertise in the national and international market through its projects and strategic operations.
- Good references in the market
- Strategically located in Athens, close to the downtown area, easily accessible by bus, train and subway, at walking distance from the terminals and stations. Proximity to the main highways and just 20 minutes away from the Athens International Airport and other commercial and suburban centres.
EDUCATIONAL & VOCATIONAL TRAINING

Since its foundation in 1987, EMI has designed and carried out more than 2000 in house or open Educational and Professional Training Programs in various subject areas of Governmental Policy, Industry, Trade and Services and has trained more than 35,000 company staff or unemployed. All programs are designed and developed by EMI to satisfy specific client needs.

✓ Vocational Training Programs
✓ Programs for the Unemployed and Professional Orientation Programs
✓ Programs to prevent Social Exclusion
✓ Postgraduate Programs in co-operation with Universities (planned)
✓ Open Seminars, Conferences
✓ Research and special studies

Indicative Fields of Training
- (International) Trade
- (International) Marketing, Management
- Strategic Management
- Sales Management
- Financial Management
- Warehouse Management/ Logistics
- Advertising, Promotion and Communication
- Human Resource Management/ Development
- Hotel/ Tourism Management, Customer Service
- Management and Business Plans for SMEs
- IT Skills (Basic and Advanced)
- Management of Governmental and Public Organizations
- Sports, Culture and Mass Media
- Education and Adult Learning
- Agriculture

CONSULTING

EMI offers integrated services covering the whole range of its clients’ needs.

✓ Strategy, Policy and Business Planning
✓ Innovation and Technology
✓ Programs, Procedures, Organization and Quality Assurance
✓ Marketing and Management Supply Chain
✓ Management of Corporate identity image
✓ Brand Management
✓ Management and Development of Human Resources
✓ Project Management and Regional Development Programs
✓ Research, Studies and Transnational Programs supported by the E.U.
EMI’s staff includes skilled scientific and administrative staff of 20 persons and a body of more than 20 regular Lecturers and Consultants, who support the specific educational and consulting programs. Our faculty and consultants come from the academic, public and business sector (senior managerial staff), all of them holding Postgraduate or Doctorate Degrees coupled with significant working experience and expertise in various fields of study. All staff and trainers are English speaking and some speak also French and/or German.

The Main Principles

- **Dr. A. Frontistis, Chairman**, a Business Economist, Manager and Educator, holds a PH.D. in economics from the Aristotle University of Thessaloniki, an M.B.A from the New ork University, Graduate School of Business Administration (G.B.A) - in which he also made part of his doctoral studies - and a B.A. from the Graduate School of Economics and Business Sciences, Athens, Greece. Since the 1960’s, he has held senior and top executive positions in well known multinational corporations in Greece and the Middle East (UNILEVER, REVLO, NESTLE, L’OREAL, GENKA, etc) and Public Organizations (Chairman of the Export Promotion Organization, Vice Chairman of the Hellenic Telecommunications Organization). He has served as Visiting Professor at the University of ULSTER, N. Ireland and Lecturer at the G.B.A. of the New York University and at the Dere College (American University in Greece). He has designed and directed post-graduate courses in Management and Marketing at the Greek Productivity Centre.

- **Ms. Hara Frontisti, Vice President**, Business Economist holds a bachelor Degree from the University of Athens and an MA from University Paris I of Sorbonne in Human Resources Development. She has wide working experience in Consulting and Training Projects and especially in Transnational Projects of the EU.

- **Ms. Anna Frontisti, Managing Director**, LLB from the Aristotle University of Thessaloniki, MSc in Marketing Management from the University of Surrey (Surrey European Management School) in UK, manages the sector of Professional Training, the sector of Quality and Customer Service. She has wide experience in planning and organizing training programs in various fields.

- **Lazaros Karageorgiou, Board Member**, Head of Development, Master of Science in Business Economics & Finance, University of Surrey, UK. BA in Economics — Aristotle University of Thessaloniki, School of Law and Economics, Department of Economics. Vocational training in Accounting / Auditing - Institute of Education of Certified Public Accountants.

**FACILITIES AND EQUIPMENT**

EMI owns certified facilities of 1.250 sq.m.: 4 administration offices, 10 classrooms, 2 boardrooms, 1 conference room, 2 IT rooms, library, roof garden and several resting areas.

Our facilities are fully equipped with state of the art computing and other equipment and all other technological tools to support our work and our students. Facilities are available for education, research and consultancy purposes and trained staff can provide quick, safe and easy access to the equipment.

Our main consideration is the integration and application of advanced information technology, according to the specific needs of each project or educational program. In order to satisfy these needs we plan and carry out the necessary changes in the organization, facilities and equipment and adopt the best technological solutions.
Among EMI’s services is the support to enterprises that seek to develop business with China, i.e.: Exports to China, imports from China, production or co-production in China for export, transfer of Know–How from/to China, joint ventures, participation to/ or acquisition of Chinese enterprises, participation in Trade Fairs, e.t.c.

The HELLENIC - CHINESE EDUCATION & CONSULTING CENTRE is accredited by the China Republic to train Chinese people in Greece and in China.

EMI has established a representative office in Beijing and had the representation in Greece of DEZAN SHIRA & ASSOCIATES, the biggest independent Business Consulting Company in China.

Supporting Services

- Market and business opportunities research
- Finding the appropriate partners for the business relationship desired
- Information on specific fields of interest
- Providing the necessary links to China
- Organization of missions, reception, presence of collaborator at the meetings and negotiations
- Training programs for Chinese groups in Greece or in China
- Personnel Recruitment
- Other ad hoc services
From 1987 to date, EMI has developed a multifaceted and multidimensional work experience: More than 40 integrated projects on strategic consultation, restructure and management development, more than 50 business plans, more than 40 technical and financial research projects and business studies in various fields. As a result, EMI has received significant distinctions for the outstanding quality of the work done as well as its innovative projects. Some of the basic projects the company has undertaken are:

**Community Projects and Initiatives**

EMI S.A. been contractor or partner in several transeuropean Programs funded by the European Commission and national resources on the fields of Tourism, Entrepreneurship and Small Business Development, Accreditation of Professional Qualifications, Training Needs and New Qualifications studies, HRM, Transfer of Know How to East European Universities and others. Among these: INTERREG, ENVIREG, COMETT, TEMPUS, CRAFT, FORCE, EUROFORM, NOW, ADAPT, RETEXLEONARDO DA VINCI, PHARE, HORIZON, ETNA e.t.c.. As a result, EMI has received significant distinctions for its outstanding quality and its innovative contribution for successful completion of its projects.

**Regional Development Programs**

Within the Community Support Framework, EMI has served as Program Manager for two Regional Development Programs and has managed more than 5,000 development projects and contracts, with a budget of about one billion euros, in the regions of Central Macedonia and Central Greece.

**Development Consultant for the reorganisation of the Hellenic Post Office**

EMI and the British Post Office cooperated for the successful completion of the complicated project affiliated with the extensive, multipurpose, reorganisation and modernisation of the postal functions and systems which was financed by the E.U. and the Greek Government.

**Spectrum Management Consultant**

EMI in cooperation with the National Technical University of Athens and world-known experts (ITU a.o.) has undertaken the important project for the organization and support of the Telecommunication Spectrum Management Centre of the Ministry of Transport and Communications.

**Flexible HR Management Systems in the Telecommunications Industry**

EMI in collaboration with British Telecom, TeleDanmark and Hellenic Telecommunications Organization (HTO) designed an integrated system for the organization and management of human resources, specifically for the Telecommunications Industry, where the demand for new skills and capabilities is constant and intense.

**Development of the Support Management Institution in Morocco**

In the framework of the DAC Program, managed by the Ministry of National Economy, EMI designed and executed a project for the creation of the “Foundation CGEM” for the enterprises of the General Confederation of Enterprises of Morocco.

**Rush Technologies for the Human Resources Development**

EMI led an international joint venture with Universities from England, Denmark, Finland, Austria and Italy for the realisation of a two-year innovative project within the framework of the community programme LEONARDO DA VINCI. The specific project targeted to the development and application of advanced technologies for the diagnosis of training needs and the forecasting of core skills necessary for the successful operation of the European SMEs.

**Customer Satisfaction Barometers for Public Corporations**

EMI developed for the Hellenic Telecommunications Organization and the Greek Water Company an innovative model for the measurement and monitoring of the customer satisfaction level. The projects included the design and execution of a questionnaire survey among clients, the design and development of a data processing model, as well as the development of a dynamic customer database.
OUR CLIENTS

EMI has been serving a wide range of clients among which:

A. THE EUROPEAN COMMISSION

EMI S.A. been contractor or partner in several transeuropean Programs funded by the European Commission and national resources on the fields of Tourism, Entrepreneurship and Small Business Development, Accreditation of Professional Qualifications, Training Needs and New Qualifications studies, HRM, Transfer of Know How to East European Universities and others. Among these: INTERREG, ENVIREG, COMETT, TEMPUS, CRAFT, FORCE, EUROFORM, NOW, ADAPT, RETEX, LEONARDO DA VINCI, PHARE, HORIZON, ETNA c.t.c.

B. PUBLIC SECTOR

- Ministries

- Organizations
  National Telecommunications Organization, National Organization of Water Supply, National Power Corporation, Greek Post, Organization of Exports Promotion, Athens Centre of Innovation, Olympic Airways, National Tourism Organization (EOT) and others.

C. PRIVATE SECTOR

EMI has offered its services to many organizations and enterprises of the Private sector in Industry, Trade and Services. The sector of Exports, of Sales and Marketing including the design of strategic and Business Plans, the consulting and organizational support of the development effort and the training of executives and salesmen were the areas of particular activity of the company.

- Associations, Chambers and Agricultural Co-operatives
  Industrial, Commercial Chambers and Small Industry of Athens and Piraeus, Northern Greece Exporters’ Association, Federation of Attica and Piraeus Industries, Association of Greek Tobacco Industries, Several Regional Unions covering all industrial sectors, etc.

- Industrial Enterprises
  COCA-COLA 3A, JACOBS SUCHARD, SHELMAN, SIEMENS, UNILEVER, AGET HERAKLIS, VIOHALCO GROUP OF COMPANIES, DELTA GROUP, ALOUMINIUM OF GREECE, SILVER AND BOXITE MINING CO, FAGE, GIOITIS, MINERVA, BITUMINA, ATHENIAN BREWERY, GIANNIDIS BROS, VELLIS, DRAKOS-POLEMIS PUMPS, ELITE, EVGA, and many other large companies and SMEs

- Commercial Enterprises
  CARREFOUR/CONTINENT, HELLAS SPAR VEROPoulos, KOSTA BODA, KLAOUDATOS, LAMPROPOULI BROS, etc.

- Tourism and Hotel Enterprises
  ELECTRA HOTEL CHAIN, ELOUNDA, CLUB MEDITERRANNEE, GRAND BRETAGNE, CRETA MARIS, IPEIROTIKES LINES, STRINGIS LINES, NOMIKOS LINES, RHODOS PALLACE, CAPSIS, SUNBEACH, etc.

International and National Affiliations

EMI has signed a partnership MOU with the International Trade Centre UNCTAD/ WTO. Has also cooperated or is cooperating with EU Organizations, Consultants and Universities in many countries such as G. Britain, Denmark, Holland, Italy, Czech Republic, Poland, Spain, Austria, Finland, Germany, USA, etc. Among these: VALENCIA UNIVERSITY, ROMTELECOM, BRITISH TELECOM, BRITISH POST OFFICE, EDEXCEL, NOTTINGHAM TRENT UNIVERSITY, TECHNICAL UNIVERSITY OF BRNO, TORUN UNIVERSITY, UNIVERSITY OF ULSTER, CAYUGA HOSPITALITY ADVISORS, SPECTRUM GAMING GROUP, ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS, ATHENS TECHNICAL UNIVERSITY, etc.