



## Europass Curriculum Vitae

### Personal information

First name(s) / Surname(s) **ANDRIS SPULIS**  
Address 46-16, Terbatas STR., RIGA, LV-1011 (Latvia)  
Mobile +371 2 9203528  
E-mail(s) andris.spulis@spulisconsulting.com  
Nationality Latvian  
Date of birth 28/09/1954  
Gender Male

### Desired employment / Occupational field

**CLUSTER EXPERT**

### Work experience

Dates	17/01/1994 →
Occupation or position held	BOARD MEMBER
Main activities and responsibilities	Company's general management, Finance planning and budgeting responsibility. Team building and motivation. Supervision of IT and HR service business units, a new product development.
Name and address of employer	KOMIN SIA 2/1, NERETAS STR, RIGA (Latvia)
Type of business or sector	Management consulting
Dates	14/06/2010 →
Occupation or position held	LSCC Cluster facilitator
Main activities and responsibilities	Latvian Supply Chain Cluster's (LSCC) strategy development and implementation
Name and address of employer	Latvian logistics association 21 Skolas Str., LV1010 Riga (IATVIA)
Type of business or sector	NGO
Dates	13/09/2010 →
Occupation or position held	Board member
Main activities and responsibilities	Business cluster development for logistics, transport and maritime industries. IT solutions for Supply Chain Management.
Name and address of employer	NGO "BSR CLUSTER EXPERTS" Reg. Nr. 000816519, Riga (Latvia)
Type of business or sector	Non profit organization
Dates	19/02/2010 →
Occupation or position held	Chairman of the Board
Main activities and responsibilities	Company's registration and start-up activities. • Company's Strategy development and implementation
Name and address of employer	G3 CONSULTING SIA 46-16, TERBATAS STR., LV1011 RIGA (Latvia)
Type of business or sector	Management Consulting

Dates 17/12/2012 - 14/06/2013  
Occupation or position held Rail Baltica Growth Corridor (RBGC), WP6 Expert Group member  
Main activities and responsibilities Consultation services for the project Rail Baltica Growth Corridor (RBGC), WP6 Expert Group  
Name and address of employer City of Helsinki, Administration Centre  
Pohjoisesplanadi 15-17, 00170 HELSINKI (FINLAND)  
Type of business or sector Public administration and defence; compulsory social security

Dates 19/02/1986 - 17/01/1994  
Occupation or position held Research and development department manager  
Main activities and responsibilities Microeconomics simulation. Municipality planning software production and implementation. Design an implementation of statistics data processing systems for planning purposes.  
Name and address of employer PZPI  
2 Perses Str., LV1011 Riga (undefined)  
Type of business or sector Information technology

Dates 04/11/1978 - 18/02/1986  
Occupation or position held Researcher  
Main activities and responsibilities Development of software modules for short time consumer demand forecasting  
Name and address of employer CNILS/ VNIIEKT Consumer's demand studies laboratory  
Palasta Str., Lv1009 Riga (Latvia)  
Type of business or sector Wholesale And Retail Trade

Dates 17/12/2012 - 14/06/2013  
Occupation or position held Rail Baltica Growth Corridor (RBGC), WP6 Expert Group member  
Main activities and responsibilities Consultation services for the project Rail Baltica Growth Corridor (RBGC), WP6 Expert Group  
Name and address of employer City of Helsinki, Administration Centre  
Pohjoisesplanadi 15-17, 00170 HELSINKI (FINLAND)  
Type of business or sector Public administration and defence; compulsory social security

### Education and training

Dates 06/01/2011 →  
Title of qualification awarded PhD student  
Principal subjects / occupational skills covered The role of clusters for development of companies competitiveness and inter sectoral cooperation in Latvia  
Name and type of organisation providing education and training BA School of Business and Finance (INTER-UNIVERSITY doctoral study PROGRAMME)  
K. Valdemara Street 161, LV1013 Riga, Latvia (Latvia)

Dates 15/09/2001 - 19/06/2004  
Title of qualification awarded MBA  
Principal subjects / occupational skills covered Operational Management  
HRM  
Strategic Management  
Business Communications  
TQM  
Leadership  
Advertising and Sales Promotion  
Management Information Systems  
Fundamentals of Finance Management  
Financial and Managerial Accounting  
International Business Environment  
Marketing Management  
Economics for Managers

	Managerial Statistics Organizational Behavior
Name and type of organisation providing education and training	RIGA TECHNICAL UNIVERSITY (State- founded university) 1 Kalku Str., LV-1658 Riga (Latvia)
Level in national or international classification	Latvia state-accredited since 2001
Dates	01/09/1973 - 21/06/1978
Title of qualification awarded	Electric Engineer
Principal subjects / occupational skills covered	Management Information Systems
Name and type of organisation providing education and training	Riga Politechnical institute (Higher education institution) 1 Kalku Str., Riga (Latvia)
Level in national or international classification	Diploma G-I 309385
Dates	22/09/2010 - 24/09/2010
Title of qualification awarded	Certificate
Principal subjects / occupational skills covered	Cluster Development Course
Name and type of organisation providing education and training	Ilfor Ffowcs-William, Cluster Navigators Ltd Riga (Latvia)
Level in national or international classification	2 days workshop
Dates	13/09/2010 - 16/09/2010
Title of qualification awarded	Certificate of Achievement
Principal subjects / occupational skills covered	Supply Chain Operations Reference model SCOR v9.0
Name and type of organisation providing education and training	Supply-Chain Council

### Personal skills and competences

Mother tongue(s) **Latvian**

Other language(s)

Self-assessment  
*European level (\*)*

**Latvian**

**Russian**

**English**

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user

(\*) [Common European Framework of Reference \(CEF\) level](#)

Social skills and competences

Able to manage change  
Capable of systems thinking  
Comfortable with risk taking  
Able in conflict management and dispute resolution  
Understand how to acquire needed resources  
Able to gather and synthesize information on internal and external environments

Organisational skills and competences	SMS and Clusters start-up and management competence. Corporate and business level strategy development and implementation experience.
Technical skills and competences	Understands cost-benefit analysis Able to do population projection/forecasting Knowledgeable about statistical analysis, including multivariate regression Understands economic modeling Understands qualitative analysis Understands stakeholder analysis Able to conduct budget/fiscal analysis Deep understanding of Commodities Classification and coding systems (HS, CN, EU Tariff) , EDIFACT localization experience
Computer skills and competences	Skilled in word processing Understands spreadsheet usage Able to use statistical packages Understands database operations Uses graphics packages Skilled with internet/WWW  Dedicated products' and projects' experience for IT industry in Latvia • Software development, integration and maintenance service for corporate clients and public institutions in the field of Customs Control, Food and Veterinary Control, Logistics and SCM
Artistic skills and competences	Skilled in team building and management
Other skills and competences	Able to work well in teams Self-motivated Confident in handling new tasks Flexible in assignments Attentive to detail Able to work under tight deadlines Able to network effectively Knowledgeable about technical report writing Able to write memos under deadline Able to write in-depth research reports Understands commercial law
Driving licence(s)	B
<b>Additional information</b>	Regions experience:Latvia, Lithuania, Estonia, Russia, Finland, Sweden, Ireland, Austria, Romania, Poland, Nepal, Ethiopia
<b>Annexes</b>	CLUSTERS' DEVELOPMENT PROJECTS' EXPERIENCE  2011- ongoing "Partnership Agreement for the implementation of the project #058The Strategic Project on Trans-national Commercial Activities in Research & Innovation, Clusters and in SME-Networks, StarDust of the BSR Programme 2007-2013" 2010- ongoing "Latvian Supply Chain Cluster Development "

## NORDIC MOBILITY PROJECT'S EXPERIENCE

2010-2011 "PROMOTION OF BSR REGION'S CLUSTERS COOPERATION".

2011-ongoing "Experience exchanges on best practices of BSR maritime clusters cooperation"

IT projects's experience

2008 Riga, Latvia KOMIN SIA License agreement negotiator [www.webropol.com](http://www.webropol.com) license agreement for Latvia, Lithuania and Estonia

2004-2006 Riga, Latvia Microlink Latvia SIA HELP desk and Training subprojects' leader Phare project 2002/000-590-11-01/18 "ITMS Software Development for Integrated Tariff Management System in LATVIA. "

2003 Riga, Latvia KOMIN Ltd. Project Administrator Contract Nr. FM VID2002/197 ordered by Latvia SRS NCB for Latvian Combined Nomenclature, Harmonized System and Latvian Customs Tariffs update, TARIC localization for SRS Customs Information System maintenance and development

2003 Riga, Latvia KOMIN Ltd. Project Administrator Contract Nr. PVD SR 2003/04 ordered by Food and Veterinary Service of Latvia "Software development for Phytosanitary, Veterinary, Food Safety and Non-food Safety Border Control Data processing "

2003 Tallinn, Estonia Eesti-Taani Kommuni

katsiooni OU IT Expert Republic of Estonia, EU , Europeaid/113975/D/SV/EE Preparation of the Feasibility Study and TOR for the Procurement of Customs Information System (ICIS) Components Republic of Estonia

2003 Riga, Latvia KOMIN Ltd. Project Administrator Contract FM VID 2003/141-1 "Translation of the TARIC geographical nomenclature, certificates and footnotes" ordered by Latvia SRS NCB

2003 Riga, Latvia KOMIN Ltd. Project Administrator Contract FM VID 2003/141-2 "Translation of the Taric User Guide" ordered by Latvia SRS NCB

2003 Riga, Latvia KOMIN Ltd. Project Administrator Contract FM VID 2003/141-4 Translation of the European Binding Tariff Information" ordered by Latvia SRS NCB

2001 Riga, Latvia KOMIN Ltd. Project Administrator Contract Nr. ZM SR 01/03 ordered by Latvian State Border Sanitary Control Inspection "A new IT system software development, software implementation and software users training "

2003-2009 Riga, Latvia KOMIN Ltd. IT Expert Software package's "DECLARANT" integration with ASYCUDA

2000-2001 Riga, Latvia KOMIN Ltd. Project Manager Contract Nr.2000/78 ordered by Latvia SRS NCB for Latvian Combined Nomenclature, Harmonized System , Latvian Customs Tariffs and Auto catalogue update for SRS Customs Information System maintenance and development

1998-1999 Riga, Latvia KOMIN Ltd. Project Manager Contract Nr.07/98-TARIFI ordered by Latvia SRS NCB for Latvian Combined Nomenclature, Harmonized System and Latvian Customs Tariffs update for SRS Customs Information System maintenance and development

1999-2000 Riga, Latvia KOMIN Ltd. Project Manager Contract Nr.99/143 ordered by Latvia SRS NCB "SAD processing software development and maintenance for Customs regional offices and border points"

1997-1998 Riga, Latvia KOMIN Ltd. Project Manager Software development, deployment, maintenance, development for SAD processing for 58 customs control posts and 24 regional offices ordered by Latvia SRS NCB according the contracts: N12/98; Nr.40/97; Nr.41/97; Nr.110/97; Nr. 111/97; Nr.137/97; Nr.145/97; Nr.150/97; Nr.186/97;

1995-1996 Riga, Latvia KOMIN Ltd. Project Manager SAD processing software package "CUSTOMS BORDER POINT" design, development, testing, deployment, user training, maintenance, development for Ainazi MKP (Contract Nr.160/96), Terehova MKP (Nr/114/96), Grenctale MKP (Nr. 115/96), Medumi MKP (Nr.136/96) Grebneva MKP(Nr. 137/96), Paternieki MKP(Nr. 156/96). Veclaicene MKP (Nr. 192/96)

1991-2009 Riga, Latvia KOMIN Ltd. Project Manager, Project Administrator Software development for international trade, transport and logistics, incl. software modules "DECLARANT", CUSTOMS EARHOUSE"; "CARNET-TIR", EUR.1." and integration with ASYCUDA