

Topic	Description	Date	Presenter	Comment
Introduction, Understanding the Business First	Who are we? Contents of the Lectures? Way of working Basics of Business Consultancy, ROI, TCO, OPEX, CAPEX, SaaS/Cloud/OnPremise Terminology: RFIs, RFPs, Tenders, Caiet de Sarcini, Pricing Models	27-Oct	Szabi Balazs	Confirmed
Data Exchange	Systems we know, why integrate?	3-Nov	Daniel Duicu, Karina Miulescu	Confirmed
Software Implementation	Delivery and Operations Management	10-Nov	Alexandru Nichita, Anca Cinzeaca	Confirmed
Software technologies	Tools, development lifecycle, technologies	17-Nov	Daniel Craciun	Pending confirmation
Reports and KPIs	Explaining how to use output of Business Software: BDP, Operational Reports, Mgt Reports	24-Nov	Corina Tanase	Confirmed
SaaS Model	Infrastructure, server roles, security	8-Dec	Daniel Barbuceanu	Confirmed
Algorithms and Optimization	Idea of complexity, methodology, etc.	15-Dec	Quinten Cederhout, Nienke Jansen	Online, date to be confirmed (15.12, 5.01)
COURSE FEEDBACK, Final conclusions and considerations	Evaluation questionnaire Course feedback and final conclusions	12-Jan	Szabi Balazs	Confirmed