



# Ahmed M. Shokr



Senior Consultant at Ministry of Finance

**Previous:** Technology Advisor - Business Productivity at INC Technologies

**Education:** B.Sc. Information Systems

Kuwait | Information Technology and Services

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[career@ahmedshokr.com](mailto:career@ahmedshokr.com)



+965 90084822



[ahmedshokr](#)



[tech.ahmedshokr.com](http://tech.ahmedshokr.com)



[telegram.me/amshokr](https://telegram.me/amshokr)

## Experience

+10 Years Exp.

+6 Years SharePoint Exp.

+4 Years Pre-Sales Exp.

+3 Years BI exp.

Egypt, Qatar and Kuwait

4 consultation roles

1 leading role

2 technical roles

Consultant since 2008



### Senior Consultant

[Ministry of Finance](#) - Kuwait, Full Time

Apr 2013 – Now

- Analysis, assisting in solution architecture and developing solutions for SharePoint 2007 / 2010 using the Object Model and SharePoint Web Services.
- Define project scope, time and crashing project's schedule.
- Helping in measuring performance and quality of work.
- Lead and manage development, quality assurance and, design teams.
- Coach and support the development team and communicate with different departments.



### Technology Advisor, Business Productivity

[INC Technologies](#) - Kuwait, Full Time

Nov 2010 – Apr 2013

- Work with Sales Personnel to provide product, business and technical knowledge in support of pre-sales activities and account management.
- Liaison with Product Managers and Development to understand details of product direction and design and communicate information back to sales organization.
- Responsible for understanding business and technical problems addressed by the products including key regulations, business drivers, evolving business needs, etc.
- Responsible of business planning and development, partnerships and unit building activities.



### Microsoft Technologies Specialist

[EBLA Computer Consultancy](#) - Kuwait, Full Time

Dec 2009 – Nov 2010

- Production of responses to RFIs and RFPs.
- Work with Sales Personnel to provide product, business and technical knowledge.
- Liaison with Product Managers and Development to understand details of product direction and design and communicate information back to sales organization.
- Responsible for understanding business and technical problems addressed by the products including key regulations, business drivers, evolving business needs, etc.



### Microsoft Technologies Consultant

[Safat Enterprise Solutions](#) - Kuwait, Qatar, Full Time

Jun 2008 – Dec 2009



### Senior Developer, Deputy Team Leader

[BlueBridge Technologies](#) - Egypt, Full Time

Sep 2007 – Jun 2008



### Senior Software Engineer

[NetWave Information Systems](#) - Egypt, Full Time

Apr 2006 – Sep 2007



### Service Operations Developer

[LINKdotNET](#) - Egypt, Full Time

Jan 2006 – Apr 2006

## Certificates

15 Tech certificates


5 sales certificates

1 sales training

MCP since 2006

MCPD since 2008

MCITP since 2011

Title	Certificate	Year
MS	Programming in HTML5 with JavaScript and CSS3 Specialist	2012
MCITP	SharePoint Administrator 2010	2011
MCPD	Enterprise Applications Developer, Visual Studio 2005	2008
	Web Developer, Visual Studio 2005	2008
MCTS	Microsoft SharePoint 2010, Application Development	2012
	Microsoft Project Server 2010, Configuration	2011
	Microsoft SQL Server 2008, Implementation and Maintenance	2011
	Microsoft SharePoint Server 2010 – Configuration Charter Member	2010
	Microsoft Office SharePoint Server 2007 – Configuration	2010
	Microsoft Office SharePoint Server 2007 - Application Development	2009
	Distributed Applications Development, .NET Framework 2.0	2008
	Windows-Based Client Development, .NET Framework 2.0	2008
	Windows SharePoint Services 3.0 - Application Development	2008
	Web-Based Client Development, .NET Framework 2.0	2008
Sales	MPN Sales and Marketing Assessment for Digital Marketing	2012
	MPN Sales and Marketing Assessment for Business Intelligence	2012
	MPN Sales and Marketing Assessment for Application Integration	2012
	MPN Sales and Marketing Assessment for Search	2012
	MPN Sales and Marketing Assessment for Content Management	2012
	Microsoft Solution Selling Process Training	2012
 <a href="#">Microsoft certification transcript online</a>   Transcript ID: 748530 - Access code: publicview		
 <a href="#">Microsoft Certifications Profile</a>		

## Education

### Bachelor of Science

Information Systems Major (GPA 2.8)

Mansoura University, Egypt, 2005

### Master of Business Administration (General) In Progress

Heriot-Watt University, Edinburgh Business School

## Organizations

-  Microsoft Virtual Technology Specialist (VTS)
-  Microsoft Customer Immersion Experience (CIE)

## Ministry of Finance (Customer Story)

Correspondence Management System

The Ministry of Finance is the first government agency in Kuwait to start using digital signature, but the new solution is so successful that other state ministries in Kuwait now want it. **Khalifa Hamada - Undersecretary**

<https://customers.microsoft.com/Pages/CustomerStory.aspx?recid=28559>


## Courses and Public Sessions

Event	Venue	Year
SharePoint 2010 Document and Records Management	SharePoint Saturday - <a href="#">GUST</a>	2012
Ministry of Electricity & Water GovGate Internal Portal	<a href="#">InfoBiz</a>	2012
Microsoft Business Productivity Presentation and Demos	Microsoft Breakfast Series (INC)	2011
Microsoft Enterprise Project Management 2010 (Microsoft Co-Speaker)	<a href="#">InfoBiz</a>	2011
What's new in SharePoint 2010 (Microsoft Co-Speaker)	<a href="#">InfoBiz</a>	2010
SharePoint Saturday - <a href="#">SharePoint 2010 and Microsoft BI Insights</a>	Microsoft Innovation Center	2010
Windows Mobile Applications Course ( <a href="#">Microsoft Imagine Cup 2009 Winners</a> )	<a href="#">Qualitas Training Centre</a>	2009
<a href="#">Microsoft Dev Night Session</a> (.NET 4.0 Early Overview)	Public session in Kuwait	2009
<a href="#">Microsoft Live Webcast</a> (ASP.NET AJAX 4.0 Deep Dive)	Live meeting	2009
<a href="#">Screen cast</a> (How to deliver a PBM solution using MOSS and Nintex)	Online Screen cast	2009



## Highlighted Projects & Engagements

FY	Client	Project	Role	Cost ~ (\$)	Dur.
2016	<a href="#">Ministry of Finance, Kuwait</a>	Ministry of Finance BI and data insights <b>Tools:</b> Microsoft Power BI, SharePoint Server 2016, SQL Server 2016	Architect	N/A	6M
	<a href="#">Ministry of Finance, Kuwait</a>	Enterprise Content Management, Ministry Automation Project <b>Tools:</b> SharePoint 2013, Atalasoftware, PDF sign library, UCMA 5.0, Open XML SDK 2.5, Project Server 2013	Architect	N/A	4Y
2015	<a href="#">Ministry of Finance, Kuwait</a>	Correspondence Management System and Digital Signature <b>Tools:</b> SharePoint 2013, Atalasoftware, PDF sign library, UCMA 5.0, Open XML SDK 2.5	Developer	N/A	5M
2014	<a href="#">Ministry of Finance, Kuwait</a>	Family Fund Support System <b>Tools:</b> MS Enterprise Library 6.0, .NET 4.5, Telerik controls	Developer	N/A	2M
	<a href="#">Ministry of Finance, Kuwait</a>	Financial Control Sector Collaboration Portal <b>Tools:</b> SharePoint 2013	Architect	N/A	1M
2013	<a href="#">Ministry of Finance, Kuwait</a>	MOF correspondence system <b>Tools:</b> SharePoint 2010, Atalasoftware SDK, Telerik controls	Architect	N/A	3M
	<a href="#">The American University of the Middle East</a>	Full Access Control System <b>Tools:</b> Avigilon cameras, Galleher Command Center, .NET 4.5	Architect	700,000	5M
	<a href="#">Minister Office of State for The National Assembly</a>	Development Plan Projects & Laws Awareness Campaign <b>Tools:</b> SharePoint 2013	Presales	9,000,000	1Y
2012	<a href="#">Central Statistics Bureau (Kuwait)</a>	Automation, Data Warehouse and SOA Portal <b>Tools:</b> SharePoint 2013, BizTalk Server 2010, Nintex Workflow	Presales	3,500,000	1Y
	<a href="#">Supreme Council for Planning and Development (Kuwait)</a>	State of Kuwait Development Plan Project Awareness Portal <b>Tools:</b> SharePoint 2010 for Internet Sites	Presales	6,180,000	6M
	<a href="#">Ministry of Information (Kuwait)</a>	Kuwait Media Gateway Portal <b>Tools:</b> SharePoint 2010 for Internet Sites	Presales	500,000	4M
	<a href="#">NCOBC (Kuwait)</a>	Kuwait Government Codes, Specs and Procedures Portal <b>Tools:</b> SharePoint 2010, Nintex Workflow 2010, Microsoft Project Server 2010, Nintex Workflow 2010 for Project Server	Architect	5,300,000	18M
	<a href="#">Ministry of Electricity &amp; Water (Kuwait)</a>	MEW GovGate Internal Portal <b>Tools:</b> SharePoint 2010	Architect	100,000	2M
	<a href="#">Ministry of Information (Kuwait)</a>	Kuwait News Gateway Portal <b>Tools:</b> SharePoint 2010 for Internet Sites	Presales	300,000	6M
	<a href="#">Ministry of Information (Kuwait)</a>	Paperless Office System <b>Tools:</b> SharePoint 2010, Ecspand Capture, Nintex Workflow 2010	Presales	670,000	4M
	<a href="#">Ministry of Foreign Affairs (Kuwait)</a>	Ministry of Foreign Affairs 21 Websites Migration to SharePoint <b>Tools:</b> SharePoint 2010 for Internet Sites	Presales	200,000	4M
2011	<a href="#">Zain Kuwait</a>	IT Department Intranet Portal and Business Intelligence Center <b>Tools:</b> SharePoint 2010, SSRS, SSIS, Nintex Workflow 2010	Architect	35,000	3M
	<a href="#">Warba Insurance (Kuwait)</a>	Complete SOA and ESB framework integrating the core insurance with the financial backend. <b>Tools:</b> BizTalk Server 2010, MS Dynamics AX 2009 AIF	Architect	150,000	6M
	<a href="#">Warba Insurance (Kuwait)</a>	Complete Intranet, Extranet and Internet Portal Solution <b>Tools:</b> SharePoint 2010, Ecspand, Nintex Workflow 2010 and Silverlight	Architect	200,000	5M
	<b>Kuwait Government</b>	GovGate advanced Government Collaboration Portal <b>Tools:</b> SharePoint 2010, Nintex Workflow 2010, Ecspand	Architect	350,000	3M
	<b>Kuwait Government</b>	Complete Archiving System (Paperless Office System). <b>Tools:</b> SharePoint 2010, Nintex Workflow 2010, Ecspand Scan & OCR, Fast Search for SharePoint 2010	Architect	420,000	6M
2010	<a href="#">State Audit Bureau (Kuwait)</a>	Microsoft EPM Readiness and Training <b>Tools:</b> SharePoint 2010, Project Server 2010	VTS	120,000	3W
	<a href="#">Kuwait National Assembly</a>	Intranet Portal Implementation <b>Tools:</b> SharePoint 2010	Presales	53,000	6W
	<a href="#">Masraf Al Rayan (Qatar)</a>	Core Banking Middleware Project <b>Tools:</b> BizTalk Server 2006	Presales	280,000	1Y



## Skills & Tools

Category	Skill/Tool	0	Proficiency Meter (9 is the highest)	9
Programming	C# 2.0, 3.5, 4.0, 4.5		8	
	ASP.NET 2.0, 3.5, 4.0, 4.5		8	
Database	SQL Server 2000, 2005, 2008, 2012		8	
	SSRS, SSIS, SSAS 2008, 2012		7	
	SQL Server Report Builder 3.0		8	
Web Tools	JavaScript, jQuery		8	
	Adobe Photo Shop		4	
	Macromedia Dream Weaver MX		4	
	InfoPath Forms 2007, 2010		8	
	SharePoint Designer 2007, 2010		8	
	Microsoft MVC 6 <span>New</span>		7	
AJAX	ASP.NET AJAX 1.0, 4.0		7	
	AngularJS <span>New</span>		7	
	jQuery Ajax		6	
Servers	SharePoint Server 2013, 2016 <span>New</span>		8	
	SharePoint Server 2010		8	
	Project Server 2010, 2013		8	
	MOSS 2007		8	
	MCMS 2002		6	
	Microsoft BizTalk Server 2009		6	
	IBM FileNet		6	
Case Tools	Visio 2007, 2010		8	
	CaseComplete 2008		8	
Unit Testing	NUnit		8	
	Visual Studio unit test projects		8	
IDEs	Visual Studio 2005, 2008, 2010, 2012		8	
	Aptana		8	
	TFS 2008, 2010, 2012		8	
Project Management	Microsoft Project 2007, 2010, 2013		6	
	Waterfall		8	
	FreeMind mind map software		8	
	Scrum		8	
Miscellaneous	SharePoint Capacity Planning Tool		8	
	HP Sizer for Microsoft SharePoint		6	
	Dundas Dashboard v3.2		8	
	Kofax Capture and OCR Components		5	
	Nintex Forms & Workflow 2010-2013		8	
	Ecspace Scan & OCR		5	
	AvePoint Tools		4	
	Dark Blue Duck Scan Enabler for SP2010		5	
	KnowledgeLake Capture for SharePoint		8	
	KnowledgeLake Imaging for SharePoint		8	
	Google & Bing Maps API		4	
	Atalasoft SDK		8	
Cloud	Office 365 <span>New</span>		8	
	Windows Azure <span>New</span>		8	
BI	SQL Server Reporting Services		8	
	Microsoft Power BI <span>New</span>		4	

## References



### Amr Osman

**Rational Sales Manager** | IBM – MENA

**Email:** [aosman@ae.ibm.com](mailto:aosman@ae.ibm.com)

**Mobile:** +971 (561) 775682

*Worked directly with Amr as partner's presales during my employment in EBLA and INC and within the VTS program.*



### Ahmed Farooq

**Enterprise Architect** | MOF – Kuwait

**Email:** [Abasyouni@mof.gov.kw](mailto:Abasyouni@mof.gov.kw)

**Mobile:** +965 99372775

*Worked directly with Ahmed during my employment at Ministry of Finance Kuwait.*



### Amr El Garhy

**Services Executive** | Microsoft – Qatar

**Email:** [aelgarhy@microsoft.com](mailto:aelgarhy@microsoft.com)

**Mobile:** +974 (3) 3482053

*Worked directly with Amr by doing technical sessions together like the Dev Nights, and personally as a close friend.*



### Muhammed Nabil

**Partner Development Lead** | Microsoft – MEA

**Email:** [v-munabi@microsoft.com](mailto:v-munabi@microsoft.com)

**Mobile:** +2 (010) 1008847

*Worked directly with Muhammed in different engagements with Kuwaiti customers (Government and Private)*



### Mohammed Zayed

**Cloud Solutions Sales Executive** | Microsoft – Kuwait

**Email:** [mzayed@microsoft.com](mailto:mzayed@microsoft.com)

**Mobile:** +965 (97) 214749

*Worked directly with Mohammed in different engagements with Kuwaiti customers (Government and Private)*



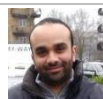
### Ali Hashim

**Public Sector Territory Manager** | Cisco – Qatar

**Email:** [ali.y.hashim@live.com](mailto:ali.y.hashim@live.com)

**Mobile:** +974 (3) 3258810

*Worked under Ali's management in Safat Enterprise Solutions Qatar office as presales.*



### Fadi El Henawy

**PFE - Cloud & Dynamics** | Microsoft – UK

**Email:** [fadie@microsoft.com](mailto:fadie@microsoft.com)

**Mobile:** +2 (010) 4404441

*Worked with Fadi during his employment in Safat Enterprise Solutions as BDM and afterwards took various engagements in sales and pre-sales opportunities during his employment with Microsoft Egypt.*



### Mohamed Abed

**Senior Solutions Architect** | WhistleOut – AU

**Email:** [moh.abed@gmail.com](mailto:moh.abed@gmail.com)

**Mobile:** +61477431868

*Worked directly with Mohamed during our employment in BlueBridge Technologies*



### Khalil Ismail Khalil

**PAM** | Microsoft – Kuwait

**Email:** [khalilis@microsoft.com](mailto:khalilis@microsoft.com)

**Mobile:** +965 (9) 7883697

*Worked with Khalil on various pre-sales activities and within the CIE program during his employment as PTA in Microsoft.*

## Getting more personal

- 📍 Born in 14-05-1983
- 👨‍👩‍👧 Married with 3 kids
- 🕌 Muslim
- 🇪🇬 Egyptian
- ⚽ Plays Soccer
- 🥋 Plays Kickboxing
- 📖 Short stories writer
- 🏆 Barcelona FC fan



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