

### How Poland can support DACH markets in the ICT and ITO areas?

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www.proprogressio.pl

#### Poland – outsourcing potential

16 large cities (Tier 1, Tier 2, Tier 3 locations)
Mature BPO/SSC/ITO market

Well recognized in Tholons, Everest Group, EOA, IAOP, London School of Economics and other international reports, benchmarks and publications

Tens of ICT Clusters located across Poland





### Nearshoring

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#### Poland – International IT business field

- Nearly 500 operation centres (BPO/SSC/ITO)
- >120.000 employees
- Full scope of provided services – F&A, CRM, IT, Legal
- >30 foreign languages
- Attractive costs, high skills, complete scope of work





#### Great cities with large ICT potential















.... and many others



#### Nearshoring support

- Across Poland in large and medium cities there is a range of ITO and ICT companies specialized in:
  - Web development
  - Applications for mobile device
  - Call Center, CRM, ERP apps.
  - Java, C++, .Net programming
  - IT Contracting
  - And many more







### Source of HR resources

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#### Human Resources Generator



- 440 Public and Private
   Universities
- 18 Technical Universities
- 307 IT fields of studies
- 1,676,927 (4,3% IT) students
- 490,000 (3,1% IT) graduates

Source: POL-on, system informacji o szkolnictwie wyższym

### International recruitment & IT Contracting support

















## Close co-operation between Universities and Business

#### Education and Business Partnerships

The power of ICT Clusters





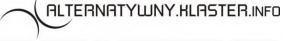
























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## Just in case you need more information...



### How to find outsourcing Partner in Poland?

- Experience
- Specialization
- References
- Standards
- Transparency
- Proved Quality
- SLA is a must!
- Flexible Scalability
- Lean and optimisation track record
- Industry consultant support





# Who knows well the outsourcing industry in Poland?

Associations







Consultants









Public Sector Advisors



and Investor Support Offices in Polish Cities

#### Summary

Nearshoring support

The best IT and Technical resources

Experience and know-how of ICT Clusters

