



Polish
Outsourcing Forum

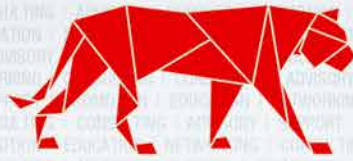


German – Polish ICT co-operation

IXth Polish Outsourcing Forum

Hotel Novotel Berlin
Am Tiergarten

Berlin, Germany
April 24th 2014



PROGRESSIO

We are outsourcing One Stop Shop in Poland.
We are co-operating closely with Polish public sector, cities, special economy zones, outsourcing industry, Real Estate companies, developers and HR companies.

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info@proprogressio.pl



Éva Krisztina Aboo

CEO
Roadshow Polska

Dear Participants,

It is my great pleasure to host, for the 9th year running, the Annual Polish Outsourcing Forum. For the past 8 years we have debated the importance of the BPO investments and analyzed trends of the outsourcing market in Poland and worldwide. Last year we decided to travel to India, the home of the global outsourcing industry. The Fora organized abroad proved that there were several organizations and companies outside of Poland looking for outsourcers and providers of outsourcing services focused on Poland as a location where modern services for business can be provided.

I am happy, that this year we could come to Germany to present the potential of Poland with reference to IT outsourcing and it's growing experience in research and development processes. It will be an opportunity also to present the know-how collected in Polish IT Clusters and to promote entities providing broad IT services in Poland and supporting German-speaking markets.

This has been possible mainly thanks to our Partner, the Deutscher Outsourcing Verband.

I would also like to thank all the sponsors, partners and patrons who have decided to support our today's event and I would like to wish all the participants a beneficial conference.



Wiktor Doktor

CEO
Pro Progressio

Dear Participants,

On behalf of Pro Progressio Foundation, Poland, we would like to welcome you to the IX Polish Outsourcing Forum in Berlin organized jointly with Roadshow Polska and in co-operation with Deutscher Outsourcing Verband.

Germany-Poland business links are very strong and co-operation grows each year in various fields including outsourcing. Germany as leading European IT market has lots of experience and Polish IT engineers work both in German companies as well as providing services to DACH region directly from Poland. Forum is a great opportunity to discuss those business relations and create strong ICT links between Germany and Poland.

Among excellent delegates of the Forum we have experts from the government, public sector, outsourcing services suppliers, consulting agencies, industry experts from both Germany and Poland. This wide experience should make us all much involved in high level discussions concerning current and future co-operation activities.

We thank all forum Patrons and Sponsors for their contribution to the organization of this event. We thank you for your active participation.

Welcome to the German-Polish ICT Co-operation Forum.

A row of brown leather chairs with dark frames is arranged in a conference room. The background wall features a large, light blue world map. The text 'ROADSHOW POLSKA' is overlaid on the map.

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IXth Polish Outsourcing Forum

German – Polish ICT co-operation

9:30 - 10:00 Registration

Morning Plenary

- 10:00 – 10:45** Opening, Official welcome
Polish – German IT and ICT cooperation
- ▶ Jacek Robak, Minister-Counsellor, Head of the Trade and Investment Promotion Section, Embassy of the Republic of Poland, Germany
 - ▶ Stephan Fricke, CEO, Deutscher Outsourcing Verband
 - ▶ Andrzej Arendarski, President, Polish Chamber of Commerce
 - ▶ Marek Cieślak, Vice-President, City of Lodz
- 10:45 – 11:05** Presentation (case-study): Szczecin
- ▶ Marek Kubik, Acting Director, Investor and Business Assistance Department, Szczecin Municipal Government
 - ▶ Marcin Kaczmarek, CEO, Consileon Polska and Computer Software Consultant; Klaster.it Treasurer
- 11:05 – 11:25** Coffee Break
- 11:25 – 12:10** The needs of German ICT and ITO industry
Introduction; discussion panel
- ▶ Moderator: Romek Lubaczewski, PwC's Consulting Leader for Poland, CEE Leader of the Shared Services Centre (SSC) and Outsourcing (BPO) Advisory Group
 - ▶ Andreas Dressler, Managing Director, TERRAIN Consulting
 - ▶ Sascha Kellert, ezeep CEO & Co-Founder, SIBB member
- 12:10 – 13:25** **Poland – the best ITO nearshoring location in Europe:**
- 12:10 – 12:25 Invest in Poland presentation
Monika Piątkowska, Member of the Management Board (Information and Communication Department), PALIZ
- 12:25 – 12:35 The City of Bydgoszcz presentation
Edyta Wiwatowska, President of the Board, Bydgoszcz Regional Development Agency
- 12:35 – 12:45 The City of Lodz presentation
Marcin Włodarczyk, Director of Investor Service Bureau, City Hall of Lodz

Hotel Novotel Berlin Am Tiergarten Berlin, Germany, April 24th 2014

12:45 – 13:25 Discussion panel of City representatives
Moderator: Stephan Fricke, CEO, Deutscher Outsourcing Verband
Edyta Wiwatowska, President of the Board, Bydgoszcz Regional Development Agency
Marcin Przyłębski, Head of Investor Relations Department, Poznan City Hall
Aleksandra Suszczewicz, Vice - Director, Investment Development Department, Lodz Special Economic Zone

13:25 – 14:25 Lunch

Afternoon Plenary

14:25 – 14:40 Cooperation of high education and business - ICT Central Poland Cluster
▶ Prof. Piotr Szczepaniak, Vice-Rector of the Lodz University of Technology and Chair of the ICT Central Poland Cluster

14:40 – 15:20 ICT means education and business: The power of ICT Clusters
Presentation of the ICT Clusters experience based on example of selected ICT Cluster from Poland;
Discussion panel of representatives of various companies associated in ICT cluster
▶ Moderator: Marcin Kaczmarek, CEO, Consileon Polska and Computer Software Consultant; Klaster.it Treasurer
▶ Marcin Szulga, Head of Research and Development Department, Unizeto Technologies S.A.; Klaster.it Vice-President
▶ Rafał Malujda, Rafał Malujda Attorney Office, Klaster.it Secretary
▶ Marzena Zasińska-Igła, Company Support Coordinator, Szczecin Science-Technology Park Ltd., Klaster.it Back Office

15:20 – 15:50 How Poland can support DACH markets in the ICT and ITO areas?
▶ Presentation – Wiktor Doktor, CEO, Pro Progressio

15:50 – 16:05 Coffee Break

16:05 – 16:25 Presentation (case-study): Infosys, Cushman & Wakefield
▶ Krystian Bestry, AVP & Head BPO Services EMEA, Infosys BPO Ltd, Vice President of the Board of ABSL
▶ Krzysztof Misiak, Partner, Manager of Regional Cities, Cushman & Wakefield

16:25 – 17:00 Summary and closing remarks

17:00 – 18:00 Networking Cocktail



Andrzej Arendarski

President, Polish Chamber of Commerce

Ph.D. (humanities), co-founder and president of the Polish Chamber of Commerce since its creation. He is also a Chairman of Polish-American Advisory Foundation for Small Enterprises. On the 1st January 2008 he took on the post of Eurochambres' Vice President. On 6th February 2014 he has been nominated as the Chairman of the "ENERGY & ENVIRONMENT" EUROCHAMBRES Committee. He is an economic expert and the economy activist. Member of many Polish and foreign organizations and associations to support economic growth.



Krystian Bestry

AVP & Head BPO Services EMEA, Infosys BPO Ltd, Vice President of the Board of ABSL

As AVP & Head BPO Services EMEA, Krystian Bestry is responsible for development and implementation of development strategy as well as management of services of Infosys BPO in EMEA region. Before he took up the position, until 2010 Krystian Bestry had worked as Center Head Infosys BPO Poland.

Krystian Bestry is also Vice President of the Board and a co-founder of ABSL, the largest organization in Poland and the CEE region, associating business services sector investors.



Marek Cieślak

Vice-President, City of Łódź

First Vice-President of the City of Łódź. Graduate of the Law School at the University of Łódź. Has worked in the public administration for over 20 years. Between 2006-2011, he was the head of the Special Economic Zone in Łódź. Currently, he is in charge of the development and investments policy in the City. As Vice-President, he heads divisions responsible for matters that are crucial for handling the investment process.



Wiktor Doktor

CEO of Pro Progressio

Outsourcing Expert specialized in Consulting, Advisory, Support, Promotion, Education and Networking in wide range of the outsourcing industry in Poland. Wiktor is also the General Head of German Outsourcing Association in Poland. He is strongly connected with Polish outsourcing industry media – www.OutsourcingPortal.pl and Outsourcing&More Magazine. Within last three years Wiktor was named as the most influential person in Polish outsourcing industry.



Andreas Dressler

Managing Director of Terrain Consulting

Andreas Dressler is the Managing Director of Terrain, one of the leading and most respected advisory firms in the field of foreign direct investment. Andreas has been active in foreign direct investment (FDI) for 17 years. He assists companies from different industries to develop international expansion strategies, select the best locations for their operations, and secure favorable conditions for their investments. He also works with countries, regions and cities to implement investment promotion strategies and attract new FDI projects.



Stephan Fricke

CEO, Deutscher Outsourcing Verband

Before initiating and co-founding the German Outsourcing Association in 2010, Stephan gained experiences in various management, marketing and communication functions in Germany, Austria and Eastern Europe. He worked for international research organizations, global business service and software providers. Today he focuses on providing information and on building co-operation opportunities for his home as well as for global markets.



Marcin Kaczmarek

CEO at Consileon Polska and Computer Software Consultant, Klaster.it Treasurer

Master of Science in Software engineering and information system design from Technical University of Szczecin (2001). After graduation he took part in IT Green Card program and began his employment at Consileon Business Consultancy in Frankfurt, where he gained experience as a programmer, consultant and a team leader. His leadership and organizational skills were essential to convince his employer to take more Polish IT specialists on board and in 2005 he became the CEO of Consileon Polska in Szczecin.



Sascha Kellert

ezeep CEO & Co-Founder, SIBB member

ezeep CEO & Co-Founder Sascha Kellert is an alumni of the Cass Business School in London, where he studied Management & Systems Theory. He regularly holds guest lectures for Masters and EMBA degrees at top European Business Schools like Cass Business School and ESCP London on topics related to entrepreneurship. He has written on startup topics for publications like The Next Web, Venture Village and others regularly speaks at various technology conferences.



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THEY ARE ALREADY HERE:



www.lodz.pl

CITY OF LODZ OFFICE, INVESTOR SERVICE BUREAU
104a Piotrkowska Str., 90-926 LODZ, POLAND
TEL. +48 42 638 59 39, zoi@uml.lodz.pl



Marek Kubik

Acting Director of the Investor and Business Assistance Department, the Szczecin Municipal Government

A graduate of the Adam Mickiewicz University in Poznań and the European University Viadrina Frankfurt (Oder). He has many years of professional experience in local and state government administration. A participant of many projects aimed at strengthening cross-border cooperation in western Poland. A specialist in Polish and German companies involved in the implementation of international infrastructure undertakings.



Romek Lubaczewski

PwC's Consulting Leader for Poland, CEE Leader of the Shared Services Centre (SSC) and Outsourcing (BPO) Advisory Group

In 1999-2004 he was responsible for the operational set up and leading PwC's BPO business in Kraków – the first BPO in CEE. Since then he has worked with many clients around Europe, America and Asia helping evaluate, design and then deliver on their offshoring strategies. In the last 6 years Romek has led projects to open over 20 shared service centres in CEE, Western Europe and US. Romek is a member of PwC's SSC and BPO Global Experts Group. He is Chairman of Aspire, Poland largest SSC and BPO Association. In 2013 Romek was awarded a Lifetime Achievement Award for his work and contribution to the SSC and BPO industry in Poland.



Rafał Malujda

Rafał Malujda Attorney Office, Klaster.it Secretary

Legal counsellor, specialist on ICT-related regulations, new technologies and intellectual property. Active member of Szczecin Linux/Unix Users Group, founder and President of Aegis Foundation, cooperates with Polish Linux User Group, participates in FSFE Legal - The Freedom Task Force (<http://fsfe.org/projects/fff/>). Active in multiple local and global projects connected with IT and technology transfer, including university and business projects.



Krzysztof Misiak

Partner, Manager of Regional Cities, Cushman & Wakefield

Krzysztof joined Cushman & Wakefield's Office Department in 2007 and became involved in deals made on the office market outside Warsaw. In 2012 he became Regional Cities Manager. Krzysztof's main focus is tenant representation. His key clients include Infosys, Tate & Lyle, Brown Brothers Harriman, Kemira, Thomson Reuters, Unilever, NSN, SouthWestern BPS, Deloitte, Cognizant and Prudential. Krzysztof has successfully completed leases totalling more than 160,000 sq m of space.

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Piotr Mync

Deputy Mayor of The City of Szczecin

An architect and designer, graduate of the Faculty of Civil Engineering and Architecture at the Szczecin University of Technology. In 1980-1990, a designer in the Office of Studies and Health Service Projects in Szczecin and Egon Saat AB Architektkontor in Stockholm. From 1991 to 1998, the Deputy Mayor of the City of Szczecin. In 2000-2001, chairman of the Office of Housing and Urban Development and Deputy Minister of Regional Development and Construction.

As the Deputy Mayor, he is responsible for the coordination of strategy and monitoring the development of the city, spatial planning and architectural governance, recruiting and providing services to investors and business support.



Marcin Przyłębski

Head of Investor Relations Department,
Poznan City Hall

Graduated from A. Mickiewicz University in Poznan. Studied also at Freie Universität in Berlin and completed postgraduate studies at the University of Economics in Poznan. He works for Investor Relations Department since 2007, first as investors pilot then as Deputy Head, and since May 2011 as Head of the Department.

He is responsible for cooperation with Polish and foreign partners in launching investment projects and the implementation of a coherent approach to promoting investment opportunities in Poznań. He succeeded to attract to Poznań such investments as McKinsey&Company SSC, Roche SSC, Bridgestone SSC, IKEA SSC, Carl Zeiss SSC, DFDS SSC, Samsung R&D Center or Amazon logistic center. He was also involved in further development of Volkswagen, Bridgestone or Exide production sites.



Monika Piątkowska

Member of the Management Board
(Information and Communication
Department), PAIIZ

She graduated from Faculty of Law and Administration of the Jagiellonian University in Kraków and postgraduate studies in Management and Marketing.

Previously she was a director of the Department of Communication at the Ministry of Economy and spokesman of the Ministry of Economy. Earlier, for 9 years she worked as a director of the Strategy and City Development Department in the Municipal Office of Kraków where she was also a plenipotentiary for Kraków Brand.



Jacek Robak

Minister-Counsellor, Head of the Trade
and Investment Promotion Section,
Embassy of the Republic of Poland,
Germany

M.Eng University of Technology Ilmenau (Thuringia, Germany), PhD in Economy, University of Technology Ilmenau (Thuringia), research fellow at Zielona Gora Polytechnic (Zielona Gora, Poland), faculty: Industry Management and Organization. Numerous internships and scientific researchers at German Universities in the field of quality control in industry and industrial production. From 1990 till 1994 president of an oil company in Poland. For 14 years held presidential position of the German-Polish Society of Economic Development. Since 2009 Head of the Trade and Investment Department of the Embassy of the Republic of Poland in Berlin.



Szczecin

**Szczecin is a city open
for science, entrepreneurship
and investors.**


It is also a dynamic center of IT services. The development possibilities of the city are caused by its transborder and ideal for logistics location, its scientific and academic potential as well as by cooperation with its neighbors. These assets create natural opportunities for placing centers of modern services (BPO and SSC) and for progressing innovative technologies.



INVEST in Szczecin

Szczecin is one of leading Polish cities when it comes to supporting the business. Szczecin sets a goal of supporting entrepreneurs who are interested in locating investments in the city. Investors are provided with information and an assistance regarding investment procedures. They can also make use of other ways of the support, which helps with starting and advancing the business in Szczecin, such as: income tax exemptions, low costs of running the business within the EURO-PARK MIELEC Special Economic Zone, credits guarantees and credits for entrepreneurs. The base of the economic development and competitiveness of Szczecin are modern technologies and an innovation ability. That is why the city invests in science - research centers and the institutions of business environment. Szczecin is a city of young and active people, who can communicate in foreign languages. The intellectual capital of the city is built by more than 48 000 students and 13 200 graduates yearly, for example in computer science, mechatronics or nanotechnology. The city that has Polish and German history unites three elements - water, greenery and buildings into a unique integrity, which is very attractive from the tourism perspective. The character of a port city, which is historically connected with the sea, harmonizes with one of the most important for the city development sectors: the renewable energy.

The current resources of commercial buildings in Szczecin are approximately 145 000 m². Additional 65 000 m² - of modern office space of the A class will be constructed in the near future. The Fitch Rating company, which is one of the biggest and most reputable rating agencies in the world, granted the City of Szczecin the BBB+ rating (as for VII 2013). The rating describes the stable financial policy and high standards of financial management in the city.



The huge potential, beneficial conditions for investments and entrepreneurs-friendly climate – these are the main characteristics mentioned by the international companies that choose Szczecin as the place for their investments.

Odkryj na dobre _ Szczecin



www.szczecin.eu
www.invest.szczecin.eu



Tomasz Sadzyński

President of Lodz Special Economic Zone Joint Stock Co.

A graduate of the Faculty of Law and Administration of University of Lodz- he defended his master thesis concerning flat tax at the Department of Economic Law. He was a councillor in the City Council of Lodz (2006-2010) and the Secretary of Lodz Region. Since February to December 2010 he was Acting Mayor of the City of Lodz. Since 1 April 2011 he has been the President of Lodz SEZ. In 2013 he won the title of "The Manager of the Year".



Aleksandra Suszczewicz

Vice-Director, Lodz Special Economic Zone Joint Stock Co.

She was the Coordinator and Director of Investor Relations Department in the City Council of Lodz (2006-2013). During her leadership the city of Lodz won ABSL Excellence Award in Excellent Partner category in 2011. Since August 2013 she has been working as Vice-Director in Investment Development Department in Lodz Special Economic Zone.



Piotr Szczepaniak

Vice-Rector of the Lodz University of Technology; Chair of the ICT Central Poland Cluster

He received the MSc degree from the Lodz University of Technology, Poland; the PhD and DSc (habilitation) in computer science both from the Technical University of Dresden, Germany.

Head of the Institute of Information Technology of the Lodz University of Technology, and Vice-rector for University Development. Chairman of the ICT Central Poland Cluster.

Member of the Polish Cybernetic Society - Lodz Division, Polish Neural Networks Society, IEEE Signal Processing Society, and the Senior Member of the IEEE Computer Society. Editor-in-Chief of the Journal of Applied Computer Science (JACS).



Marcin Szulga

Head of Research and Development Department at Unizeto Technologies S.A., Klaster.it Vice-President

Graduate of PhD studies at faculty of Faculty of Computer Science and Information Technology of West Pomeranian University of Technology, Szczecin and MA at Faculty of Economics and Management of the University of Szczecin. Szef Działu Badań i Rozwoju Unizeto Technologies SA. Specialist on ICT security and R&D project cost management. Over 10-year experience in IT, has cooperated with clients from both private and public sector. Responsible in Unizeto for delivery of innovative products and technologies. Contributes to building the business and technological strategy of Unizeto.

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Edyta Wiwatowska

CEO, Bydgoszcz Regional Development Agency

Edyta Wiwatowska since December 2007 was Coordinator of The Office of Investor Service and Enterprise in the City of Bydgoszcz. She was responsible for promotion of the local market through approaching new investors and ongoing support for companies operating and expanding in Bydgoszcz. During conducting projects she coordinated the work related to the creation of the PSSE special economic subzone. Furthermore she successfully conducted negotiations with local and international corporations. She holds a position of CEO of Bydgoszcz Regional Development Agency since November 2013.



Marcin Włodarczyk

Director of Investor Service Office at the City Hall of Lodz

Between 2000 and 2013 he worked at Lodz Special Economic Zone Ltd., since 2006 at the position of Head of Investor Service Department. He was involved in many foreign direct investments implementations in Lodz and Lodz Province e.g: Dell, P&G, Flextronics, Printpack, Fujitsu Services, Fuji Seal, Frigo Logistics, Indesit, Pini, Hutchinson, Infosys. He is a licensed real estate broker, speaks Polish, English, French.



Marzena Zasińska-Igła

Company Support Coordinator, Szczecin Science-Technology Park Ltd., Klaster.it Back Office

Graduate of English Philology and Business College, translator of technical and business English. Geek girl, specialist in company support, headhunting & recruitment, as well as e-marketing. Certified tester (ISTQB) and analyst (REQB). Consultant on job market, e-recruitment, ATS systems, marketing, document and text management, employer and personal branding. Active member of multiple e-communities, supports the integration of ICT industry and technology lovers in Szczecin area.



BYDGOSZCZ

IT Centre of Excellence

- Eight largest city in Poland - over 360 000 residents
- Over 1 million residents within 50 km
- Young society, average age – 36 years
- Located at the crossroads of national roads and railway routes
- International airport located within 3.5 km from the city center
- Two prestigious universities and number of higher education institutions
- Over 42 000 students in the city and more than 80 000 in the region

In the past few years the city of Bydgoszcz has become a very important place on the map of Poland, Central and Eastern Europe as a centre for both domestic and foreign ITO companies.

The city is now more frequently associated with the outsourcing sector. Colliers International recognised the value of dynamic development of the market, its great potential and high quality of services. In their report "Improving through moving", Colliers International awarded Bydgoszcz with the title of "BPO Rising Star".

Bydgoszcz enables companies from ITO sector to create competitive advantage based not only on economic aspects such as costs, but also on the quality of services. The city offers attractive conditions for conducting business, local developers offer modern office spaces of the highest standard and, most importantly, skills of local IT specialists remain at a highest level providing a continuous supply of talents to the labour market.

The ITO sector is now one of the most dynamic sectors in Bydgoszcz. What is more, employment in IT industry has increased by 110% in the years 2010 – 2013.

Taking into account the above, Bydgoszcz may apply for the title of the Polish "IT Centre of Excellence".

The potential of local IT specialists has been recognised by new investors who launched their operations in Bydgoszcz, as well as by companies that already operate in the city and are now further expanding their activity. These companies include Atos IT Service, Alcatel – Lucent Technologis, SDL, Mobica, Genesys, ASSECO Systems, Sunrise System, Bazy i Systemy Bankowe, TEL-DAT, Livingston International, PZU and Grupa Banku Poczтовогоo.

Potential investors value the fact that Bydgoszcz is the largest city in the Voivodeship, the eighth

largest in Poland with over 360 000 inhabitants and 1 million population within the distance of 50km. Bydgoszcz has an International Airport which is constantly expanding flight connections and the average age of the young and enterprising people does not exceed 36.

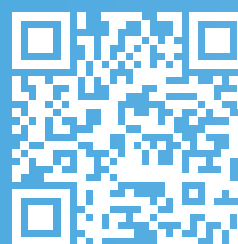
The employees of ITO companies mainly consists of students and graduates of local universities which include, among others, a prestigious J. and J. Śniadeccy University of Technology and Life Sciences, The Kazimierz Wielki University and several renowned universities, colleges and academies (15 in total). It should be noted that approximately 42 000 young people, which is more than a half of students in the Kuyavian-Pomeranian Voivodeship, study at schools in Bydgoszcz. In the field of IT, nearly 5 000 students specialise in one of the following:

- ▶ telecommunication,
- ▶ software testing,
- ▶ internet and mobile applications,
- ▶ integrated information systems,
- ▶ mobile technologies in control systems,
- ▶ web technologies
- ▶ IT security.

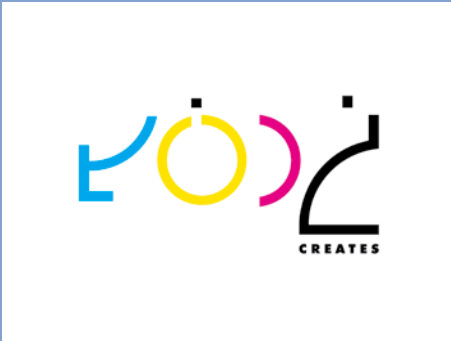
Bydgoszcz also provides excellent leisure opportunities. The city offers numerous attractions both for active recreation fans and culture enthusiasts. Inhabitants of Bydgoszcz can go skiing in winter, play golf or have fun in our wakepark in the summer. Thanks to many recreational areas – over 830 ha of parks, squares and green areas - Bydgoszcz holds the second place in Poland in terms of the total area of green spaces in the city.

The level of services provided by IT companies located in the city meets the highest international standards, which in combination with attractive conditions for running a business and living in the city, is reflected in corporate profits and proves that Bydgoszcz is worth investing in!

- Nearly 5 000 students in IT related fields
- Moderate cost of work
- Availability of modern office space
- Good business environment proven through success of international companies operating in the city



www.bydgoszcz.pl
[www.fb.com/bydgoszczpl](https://www.facebook.com/bydgoszczpl)
www.barr.pl



Łódź – friendly city for business:

- ▶ specialization of the city in BPO and SSC – 35 companies employing 10.000 people
- ▶ experienced employees and broad access to international business partners
- ▶ competitive costs of running business and attractive office space
- ▶ Universities open for cooperation with companies: business council, dedicated lecturers, Linguistics for Business – pioneering BA course
- ▶ Investor Service Manager, experienced in serving investors with support from the officials in the city



Lodz Special Economic Zone

A leader of integrated services and solutions for business.

Excellent location in the centre of Poland, high level of tax relief, rich industrial traditions, substantive support in implementation of investment process mean that Lodz SEZ is an ideal location for investors. Entrepreneurs can use state aid reaching even 55 per cent of eligible investment costs or two- year labour costs. Our investors include such BPO and IT companies as: BSH, BSS, Bull, Clariant, Ericpol, Fujitsu or Infosys.



Poznan

Poznan is a strong business and academic centre in Poland. There are over 2600 IT companies registered in the city, among them R&D centers of Samsung Electronics, Wikia or Holiday Check and headquarters of leading Polish e-commerce companies like Allegro Group, or Merlin.pl. Several BPO and SSC's (e.g. GSK, Roche, Ciber, Century Link, Rule Financial, Itelligence, Sii or Arvato Services) provide IT services from Poznań. The whole BPO/SSC sector consists of over 40 centers with almost 9000 employees.



Klaster.it

The West Pomeranian ICT Cluster's objective is to facilitate business relations between ICT companies, educators and the local government. Our Cluster helps companies acquire knowledge and expand business contacts in various sectors of the industry: software, multimedia, telecommunication networks and IT outsourcing, which creates great opportunities for companies to network and cooperate with one another. Our mission is to make the region more attractive for investors and people who love new technologies!



Szczecin

Szczecin

Szczecin is a city open to science, entrepreneurship and investors. The city's development capabilities are determined by its location, academic potential and office space available. These assets provide natural opportunities for launching centres for advanced technologies. Along with its exceptional location, Szczecin is characterised by large selection of investment attractive locations and the huge potential of professionally-qualified staff. This all makes Szczecin a dynamically growing metropolis.



Bydgoszcz

Bydgoszcz is one of the fastest developing cities in Poland. Centrally located, benefits from the presence of an International Airport, well developed rail network serving e.g. a direct connection to Berlin and quickly developing road infrastructure allowing good communication with the rest of the country and Europe. Bydgoszcz is eight largest city in Poland with 360 thousand inhabitants, well developed IT sector and rich academic history based on prestigious universities and over 42 000 students.



Cushman & Wakefield

Cushman & Wakefield is the world's largest privately-held commercial real estate services firm. The company advises and represents clients on all aspects of property occupancy and investment, and has established a preeminent position in the world's major markets, as evidenced by its frequent involvement in many of the most significant property leases, sales and assignments. Founded in 1917 it has 253 offices in 60 countries and more than 15,000 employees.

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