

DAY 1, 04.11.2010

Arrival of guests and lodging / conference – the official part /Welcome evening- cocktail

13:00 - 14:00 Registration of participants

14:00 - 14:30 Welcome / introductory presentations

- Rafał Baniak, Ministry of Economy, Secretary of State
- Andrzej Arendarski, Polish Chamber of Commerce, President
- Paweł Adamowicz, Gdansk, President
- Mieczysław Struk, Marshal Office of Pomorskie, Marshal

14:30- 14:45 „Accept big profits” – presentation

- Tadeusz Mosz, TVP, Journalist

14:45-14:55 ” Intelligent systems of processing the natural language for the public sector in the light of Lisbon Strategy – presentation”

- Michał Wroczyński, Fido Intelligence, President

14:55 - 15:30 Position of Poland in Europe

- Investment needs and opportunities
- Competitiveness of the regions
- The future of special economic zones
- Poland’s response to global financial crisis – the use of experience from recession and the return to stable growth
- Forecasts for Poland and concepts
- Challenges to be faced during Polish Presidency in EU - an opportunity to shape a new image of Poland
- Economic forecasts for Poland
- Investment financing
- The extent of using the EU fund
- The cooperation of state government/local governments with investors
- The influence of large investment projects on the development of a city/region
- The period following the recession as an opportunity for investors
- The importance of European funds
- Privatization – as an opportunity for investment

MODERATOR: Andrzej Arendarski, Polish Chamber of Commerce, President

- Rafał Baniak, Ministry of Economy, Secretary of State
- Mieczysław Struk, Marshal Office of Pomorskie, Marshal
- Krzysztof Pietraszkiewicz, The Polish Bank Association, President
- dr Jan Borkowski, Ministry of Foreign Affairs, Secretary of State
- Robert Dargiewicz, Ministry of Treasury, Solicitor
- Marek Furtek, Chancellery Furtek, Komosa, Aleksandrowicz, Partner

15:30 - 16:00 Economic Divergence in Europe-Reassessing Poland's Prospects- presentation

- Dr Nicholas Spiro, Spiro Sovereign Strategy, Managing Director

16:00 – 16:45 Regional and urban development challenges in Poland

MODERATOR: Tadeusz Mosz, TVP, Journalist

- Jarosław Pawłowski, Ministry of Regional Development, Undersecretaries of State
- Thomas Laursen, Country Manager for Poland & Baltic Countries, World Bank
- Roman Rewald, American Chamber of Commerce in Poland, President of the Board
- Tadeusz Truskolaski, City of Białystok, President
- Andrzej Bojanowski, Gdańsk, Vice President
- Maciej Grześkowiak, City of Bydgoszcz, Vice President

16:45-17:30

The perception of Poland in the world and the foreign investment inflows

MODERATOR: Igor Mitroczyk, Ministry of Economy, Head of Department of Economic Promotion

- Rafał Baniak, Ministry of Economy, Secretary of State
- Sławomir Majman, Polish Information and Foreign Investments Agency, President
- Andrzej Arendarski, Polish Chamber of Commerce, President
- Jarosław Górski, Foundation of the Polish Promotion Program, President Adviser

	<ul style="list-style-type: none"> • Adam Żołnowski, PricewaterhouseCoopers, Director • Bożena Lubińska – Kasprzak, President, Polish Agency for Enterprise Development • Andrzej Arendarski, Polish Chamber of Commerce, President 		
17:30 -17:45	Experience and references of a foreign investor - presentation <ul style="list-style-type: none"> • Pedro Pereira da Silva, Jeronimo Martins, C.O.O. Jeronimo Martins Group, Country Manager J.M.Poland 	17:30-18:15	Advantages and disadvantages of low-cost locations <ul style="list-style-type: none"> • Comparison of costs • Location (journey time, availability of transport means, time differences) • Personnel: quality, command of languages • Availability of office space • Administration, language barriers • Geopolitical, economic situation • Support tools <p>MODERATOR: Wojciech Szelaĝ, Polsat News, Head of the Economic Editors Office</p> <ul style="list-style-type: none"> • Peter Horsten, Goyello, Managing Director • Krystian Bestry, Infosys BPO Europe, Managing Director • Gurdeep Grewal, Zensar, Head of Zensar's European operations • Nigel Edwards, Cognizant Vice President and Head of BPO Europe
17:45-18:15	India as a modern player in global economy - presentations <ul style="list-style-type: none"> • JJ Singh, Indo Polish Chambers of Commerce and Industries, President • Sameer Chawla, HCL Poland, Center Head • Mirosław Motyka, ArcelorMittal Poland SA, Director 		
18:15-18:45	Experience and successes of the city in supporting investors - presentation <ul style="list-style-type: none"> • Alan Aleksandrowicz, Gdansk Economic Development Agency InvestGDA, President <p>"Why it is worth to invest in Katowice"- presentation</p> <ul style="list-style-type: none"> • Mateusz Skowroński, Katowice City Hall, Mayor's Plenipotentiary for Contacts with Strategic Investors 	18:15-18:30	Presentation of a chosen BPO/SSC investment in Poland - Success Story <ul style="list-style-type: none"> • Michał Gryglewski, Sony Pictures Global Business Services, Executive Director
18:45-19:30	Investment financing / Capital market in Poland <ul style="list-style-type: none"> • Possibilities of financing self-government investment by International Financial Organizations • Insurance guarantee as a security of the project carried out with participation of Local Self-Governments and commercial partnerships/companies • Availability of financing for projects carried out as PPP. Key issues related to preparing PPP transactions with profile acceptable for financial organizations <p>MODERATOR: Tadeusz Mosz, TVP, Journalist</p> <ul style="list-style-type: none"> • Krzysztof Pietraszkiewicz, The Polish Bank Association, President • Joao Bras Jorge, Bank Millennium, Member of the Board • Lucyna Stańczak, EBOR, Country Director Poland • Piotr Zakrzewski, Management Observatory Foundation, Capital Markets Expert • Dariusz Tokarczuk, Gide Loyrette Nouel, Legal Advisor, Managing Partner 	18:30-19:15	Outsourcing models: BPO or SSC + combined models; greenfield or takeover? <ul style="list-style-type: none"> • Introduction, explanation of terms • Discussing the most recognizable outsourcing models in the Polish market • Short and long-term advantages and disadvantages of individual outsourcing models • Searching for a local partner • Accuracy of matching the model to the specificity of the company, process • BPO/SSC from the perspective of existing models • What tendencies do we see considering BPO/SSC sector? <p>MODERATOR: Wojciech Szelaĝ, Polsat News, Head of the Economic Editors Office</p> <ul style="list-style-type: none"> • Paweł Panczyj, Ernst & Young Business Advisory, Advisor • Michał Gryglewski, Sony Pictures Global Business Services, Executive Director • Arne Sorensen, Arla Global Financial Service Centre, Director • dr Mariusz Jan Radło, SEENDICO Advisors/ Partner, Warsaw School of Economics
		19:15 -19:30	Presentation of the model/models based on the experience of chosen company - Success Story <ul style="list-style-type: none"> • Arne Sorensen, Arla Global Financial Service Centre, Director
19:45	Cocktail in Artus Court Cultural Centre		

DAY 2 , 05.11.2010



Conference / Sponsored evening program

8:30 – 9:00 Registration of participants

<p>9:00-10:15</p>	<p>Euro 2012 - Stress Test</p> <ul style="list-style-type: none"> • Marcin Herra, Spółka PL.2012, President of the Board – introductory presentation <p><i>MODERATOR: Wojciech Szelaąg, Polsat News, Head of the Economic Editors Office</i></p> <ul style="list-style-type: none"> • Adam Giersz, Ministry of Sport and Tourism, Minister • Marcin Herra, PL.2012, President of the Board • dr Jakub Borowski, Warsaw School of Economics, Chief Economist of Invest-Bank • Michał Brandt, Public Relations and Press Officer of Gdansk's UEFA Euro 2012 project • Barbara Janik, City of Krakow, Adviser to the Mayor of the City of Krakow 		
<p>10:15-11:00</p>	<p>Case studies of successful outsourcing in public sector – presentations</p> <p><i>MODERATOR: Paweł Farfał, Outsourcing institute, Business Development Executive, Xerox</i></p> <ul style="list-style-type: none"> • Brian Gannon, Kainos UK, Management Consultant • Szymon Nowakowski, Datera, Sales Manager • Michał Pietrus, FreecoNet Tlenofon SA, Sales Director • Michał Wroczyński, Fido Intelligence, President • Bartłomiej Michałowski, CISCO, Public Sector Manager Central Europe & Turkey 		
<p>11:00-11:45</p>	<p>Forecasts for BPO and SSC sector in Poland</p> <ul style="list-style-type: none"> • What is the current situation of BPO/SSC sector in Poland? • BPO/SSC and the real estate market? • How will investment flow? From which sectors will the investment come? • Support tools for BPO/SSC sector <p><i>MODERATOR: Robert Seges, Polish Information and Foreign Investments Agency, Head of the Shared Services Centre Section</i></p> <ul style="list-style-type: none"> • Jacek Levernes, HP Global Business Services-Europe, Middle East & Africa, Managing Director Global Business Center in Wrocław Poland, President of the Management Board of ABSL • Agata Szeliga - Staszkievicz, Acxiom Global Service Center Polska, Acxiom Polska, Managing Director • Paweł Tynel, Ernst&Young, Director • Marcin Faleńczyk, Pomerania Development Agency, Expert • Wojciech Szelaągowski, Investment Consultants, Expert 		
<p>11:45-13:00</p>	<p>Power of renewable energy sources industry</p> <ul style="list-style-type: none"> • Renewable energy sources – the future of power industry • Types of renewable energy sources in Poland - which have the best chance of success? • What are the development trends in renewable energy sources in Poland? • Innovation in renewable energy sources technologies • Public-Private Partnership in the context of renewable energy sources projects • Poland's opportunities to win foreign investment in this sector (the production of machines and equipment for energy generation) • Does Poland have an effective system of incentives for projects related to renewable energy sources? • European programs for supporting technology the development of technology related to environment protection, alternative sources of renewable energy in Poland • Which sources should be supported? Which technologies should be developed? What should the public funds be spent on? 	<p>11:45-12:45</p>	<p>After investment care</p> <ul style="list-style-type: none"> • Financial support for foreign investment • Changes in national law for the development of outsourcing investments • Support programs for staff development • Organizations supporting the development of BPO/SSC sector • After investment care at the local level on the example of Gdansk and Wrocław <p><i>MODERATOR: Gareth Price, Warsaw Business Journal, Online editor</i></p> <ul style="list-style-type: none"> • Jacek Levernes, HP Global Business Services-Europe, Middle East & Africa/ Managing Director Global Business Center in Wrocław- Poland and President of the Management Board of ABSL • Alan Aleksandrowicz, Gdansk Economic Development Agency InvestGDA, President • Dariusz Ostrowski, ARAW, President • Iwona Chojnowska- Haponik, Polish Information and Foreign Investments Agency, Department Director • Paweł Panczyj, Ernst & Young Business Advisory, Advisor

	<ul style="list-style-type: none"> Clean coal technologies, barriers for the use of energy sources other than coal, dialogue with the society and its response to new investments, energetic effectiveness and new clean technologies <p>MODERATOR: Wojciech Szelaĝ, Polsat News, Head of the Economic Editors Office</p> <ul style="list-style-type: none"> Alicja Siemieniec, BOŚ Bank, Director of the Ecological Projects Department of BOŚ S.A Radosław Nowak, EDP Renewable, Country Manager Robert Jędrzejczyk, Gide Loyrette Nouel, Solicitor, Partner 	12:45-13:00	<p>After investment care based on the experience of company - Success Story</p> <ul style="list-style-type: none"> Adam Wojewódka, Lufthansa Systems, President
13:00-14:00	Lunch		
14:00 -15:00	<p>Infrastructure</p> <ul style="list-style-type: none"> Poland as an attractive location for infrastructure projects How attractive can projects related to the infrastructure construction in Polish regions and towns be? Does Poland need to develop the a presentation system for such projects, and thus a system to obtain financing for such projects? How can local governments search for investors to implement their own infrastructure projects? Forms of financing the infrastructure projects Public-Private Partnership for project implementation How to obtain financing from private foreign sources Information system for infrastructure projects <p>Construction Industry</p> <ul style="list-style-type: none"> New areas for investments, BPO, logistics, key developers' strategies, investments in sports facilities Do highway construction, railway modernization projects or EURO 2012 projects deplete the reserves of Polish infrastructural projects? <p>MODERATOR: Wojciech Szelaĝ, Polsat News, Head of the Economic Editors Office</p> <ul style="list-style-type: none"> Janusz Piechociński, Envoy Adrian Furgalski, Transport Consultants Group 'TOR' Ltd, Director General Directorate for National Roads and Motorways Ryszard Trykosko, Euro 2012 Gdansk Investment Agency, President 	14:00-14:45	<p>The cooperation with universities</p> <ul style="list-style-type: none"> Principles of cooperation between business and universities Examples of cooperation Do the study programs meet the BPO/SSC sector needs? <p>MODERATOR: Paweł Panczyj, Ernst & Young Business Advisory, Advisor</p> <ul style="list-style-type: none"> Prof. Henryk Krawczyk, Gdansk University of Technology, Rector Dr Burton Lee, Stanford School of Engineering, Lecturer, European Entrepreneurship & Innovation Dr Urszula Mrzygłód, University of Gdansk Dr Jerzy Gwizdała, Chancellor, University of Gdansk Adam Sikorski, Thomson Reuters, Customer Support Manager Dr Marcin Kalinowski, Gdansk School of Banking, Dean of Finance and Management Faculty
		14:45-15:00	<p>Example of the company cooperating with universities - Success Story</p> <ul style="list-style-type: none"> Agata Witczak, Thomson Reuters, Head of HR
15:00-16:00	<p>Employment market in BPO/SSC sector</p> <ul style="list-style-type: none"> Availability of highly specialized staff Discussion on the role of education and training of staff The needs of the BPO/SSC sector in context of quality, training and acquiring staff <p>MODERATOR: Mariusz Jan Radło, SEEDICO Advisors/ Partner, Warsaw School of Economics</p> <ul style="list-style-type: none"> Wojciech Zaremba, Tieto Poland, President of the Board Małgorzata Jasińska, Hays, Corporate Accounts Director CEE Rafał Kijonka, Manpower Poland, KA Business Director Krzysztof Luty, First Data, Shared Services Center, Director Bartłomiej Małek, StartPeople, Sales Manager Radosław Krasowski, HR and Legal Matters Director 		

16:00-17:30	<p>"Real Estate market in Poland" – presentation</p> <ul style="list-style-type: none"> • Richard Petersen, Cushman & Wakefield, Managing Partner- Warsaw <p>Office space market in the context of BPO/SSC sector development Local market of office space in Gdańsk/ Tri-city area</p> <ul style="list-style-type: none"> • Available office space • Leasehold at short term • Lease costs to operating costs • Forecasts for office space development in Poland (Warsaw, Wroclaw, Krakow, Gdansk and other locations) <ul style="list-style-type: none"> • Magdalena Reńska, Jones Lang La Salle, Director - introductory presentation <p>MODERATOR: Mariusz Wiśniewski, Gdansk Economic Development Agency INVESTGDA, Director</p> <ul style="list-style-type: none"> • Segriusz Gniadecki, Allcon Investment, President of the Board • Maciej Kotarski, TPS, Partner • Tomasz Torłop, Hossa, Head of the Commercial Department • Maciej Brożek, Torus, Leasing Manager • Daniel Bienias, CB Richard Ellis, Director of Office Agency – Tenant Representation
17:30 -18:00	SUMMARY OF THE FORUM – CONSLUSIONS, DISCUSSION
18:00	Sponsored evening program
<p><u>DAY 3 , 06.11.2010</u></p> <p>Study Tour – Sightseeing organized by the city of Gdańsk and Gdańsk Economic Development Agency InvestGDA</p>	

-  **Hall A**
-  **Hall B**