



# US-Polish Trade Council Newsletter

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Dear USPTC Member,

It is our pleasure to introduce you to the first quarterly newsletter published by US-Polish Trade Council ("USPTC"), a non-profit organization consisting of Polish and American individuals as well as educational and business entities that share a common goal: building a transatlantic bridge between Poland and the United States, especially Silicon Valley, in several vital sectors of the economy.

If USPTC is new to you, we encourage you to visit its website located at [www.usptc.org](http://www.usptc.org) and learn about USPTC's mission, history, officers, board of directors ("Board") and its activities. We also invite you to consider becoming a member of USPTC at <http://www.usptc.org/membership.htm>. See also the end of this newsletter for benefits of membership

## HISTORY OF USPTC

USPTC was incorporated in 2002 as a California nonprofit mutual benefit corporation. It is currently considered to be the leading organization in Silicon Valley that has successfully established the foundation for building education-, technology- and business-focused relationships between Poland and the United States. Since its inception, USPTC has regularly worked in partnership with a network of Polish and American organizations, including corporate, academic and government entities. USPTC has also partnered with trade organizations of other countries to promote trade and advanced technology trends among professionals.

On the list of its significant achievements, USPTC has recorded the organization in early 2003 of the first visit of Prime Minister of Poland to Silicon Valley along with 25 of Poland's technology business leaders. With the assistance of sponsoring businesses, including Lockheed Martin, Exponent, LOT Polish Airlines, and IMMA Ltd., the Polish delegation met with the corporate leaders of Intel Corporation, Microsoft, Hewlett-Packard, Cisco and other companies to explore potential for

new Polish-American economic initiatives.

Subsequent events organized by USPTC include the visit of the Senate of the Conference of Rectors of Academic Schools in Poland to Stanford University ("CRASP"). The CRASP delegation met with the President of Stanford University, John Hennessy, learned about Stanford's operations and management of intellectual property rights as well as visited several organizations and companies in Silicon Valley.

Other events at Stanford University in 2005 and 2006 include symposiums titled "Stem Cell Research in the U.S. and in Poland" and "Web 2.0 Wave in the U.S. and in Poland," respectively. The first event brought together, among others, professors Breborowicz, Ratajczak, Weissman and Michejda whose discussion was moderated by the Deputy Dean of Stanford University, Channing Robertson. The second event was attended by numerous Polish and American companies including Intel Corporation, Google, Onet/ITI, as well as entrepreneurs operating in the area of Web 2.0 web services involving user-generated content.

In 2008, in Warsaw, USPTC organized the 2008 Venture Capital panel including Franklin Pitcher ("Pitch") Johnson, a legend of the world venture capital business, who shared with the audience the history of Silicon Valley venture capital. USPTC's Chairman, Piotr Moncarz, Ph.D., and Caroline Safian Krawiec Brownstone represented USPTC during that memorable event at Bristol Hotel which was attended by representatives of local intellectual, academic and legislative circles.

Over the years, since 2008, USPTC has been an organizing sponsor of the Global Technology Symposium ("GTS"), an annual conference at Stanford University focused on venture capital, technology trends and entrepreneurship. Leading speakers arranged by USPTC have included, among others, Craig Barrett, Ph.D., Chairman and CEO emeritus of Intel Corporation, and T. Boone Pickens, legendary energy investor and activist.

With the foundation laid out during the USPTC coordinated Intellectual Property Management Workshop at Stanford University and University of California at Berkeley, each spring since 2008, IP Management Poland has brought an increasing number of attendees to Warsaw to learn about management of intellectual property from the best practitioners operating on the international scale. The IP Forum conference and the first European Master in IP Management program were established shortly thereafter.

Besides USPTC's significant role in organizing GTS in 2010, the year added two other events to USPTC's list. The first

event: "Alternative Financing: Freedom from Traditional Money," a seed and early stage financing-focused conference was organized by USPTC with leadership from a Board member Clay Bullwinkel. The panel with representatives of io Ventures, Western Technology Investment and Band of Angels was moderated by Tom Foremski of Silicon Valley Watcher. The audience, comprised of individuals representing multiple Bay Area start-up companies, trade missions, and providers of outsourcing services to U.S. firms, praised the panelists for their sharing of invaluable information for seed and early-stage entities seeking debt or equity financing.

The Poland-Silicon Valley Technology Symposium ([www.psvts.org](http://www.psvts.org)) held at Stanford University in December 2010, was co-organized by USPTC in partnership with the Polish American Engineers' Club and Advanced Technologies Committee of the San Francisco-Krakow Sister Cities Partnership. The representatives of the Polish government, academia and multiple technology companies based in Poland and the United States were among the participants of this four-day international event. Several local institutions and companies, including Stanford University, San Francisco Water Management, Google, Stanford Linear Accelerator Laboratory, KLA-Tencor, Intel Corporation, EPRI, and Exponent allowed their guests from Poland to tour their respective facilities. The event was widely praised as a great success. The event was sponsored by Poland's Ministry of Economy, Polish Consulate General in Los Angeles as well as several Polish and U.S. corporations. The Official Delegation from Poland included senior leaders such as Mr. O. Dziekonski (Minister and Chief of the Advisory Council in the Cabinet of the President of Poland), Mr. D. Bogdan (Deputy Minister of the Ministry of Economy) and Mr. K. Bujakowski (Deputy Mayor of Krakow). On December 8, 2010, a delegation of USPTC's Board representatives, Piotr Moncarz, Ph.D., Jerzy Orkiszewski and Stan Lewandowski, Chairman, President and Secretary, respectively, traveled to Washington, DC to meet with Mr. Bronislaw Komorowski, the President of the Republic of Poland, during his trip to the United States. During a discussion with President Komorowski, USPTC's representatives expressed the organization's intent to assist the President in the organization of internships with leading companies in Silicon Valley for outstanding graduates of Polish institutions of higher education. The private reception at the Blair House was attended by various Polish and American government officials, scientists, entrepreneurs and activists.

Finally, over the last nine years, USPTC assisted numerous delegations of Polish state- and local-level government officials, academia and representatives of successful internationally-minded enterprises with the organization of their multiple trips to Silicon Valley.

## PLANNED EVENTS IN THE FIRST QUARTER OF 2011\*

- Energy Series - Sector Leader: Chris Pawlik  
"Powering Large Properties for Less: The Next Breakthroughs" - February 23, 6:30 p.m. to 9:00 p.m.
- Microprocessor Series - Sector Leader: Dominik Schmidt  
"Multi-Core Design and Manufacturing" - March 2, 6:30 p.m. to 9:00 p.m.
- Cloud Computing Series - Sector Leader: Michal Skiba  
"Security in the Cloud: Multi-Tenancy, Identity and Authentication" - March 8, 6:30 p.m. to 9:00 p.m.
- Fourth Annual IP Forum organized by IP Management Poland, Warsaw, March 9-11
- Outsourcing Series - Sector Leader: George Slawek  
"Better Enterprise Applications with Less Time and Cost" - March 10, 6:30 p.m. to 9:00 p.m.
- Legal Series - Sector Leader: Stan Lewandowski  
"Keeping Your Stockholder House in Order" - March 15, 6:30 p.m. to 9:00 p.m.
- Eighth Annual Global Technology Symposium in Silicon Valley - March 23-25 focused on "The Silicon Valleys of the World." ([www.globaltechsymposium.com](http://www.globaltechsymposium.com).)
- Communications Series - Sector Leader: Clay Bullwinkel  
"The Social Networks - How Tomorrow's Will Blow Away Today's" - March 30, 6:30 p.m. to 9:00 p.m.
- Joint networking events with other country organizations including, among others, the German American Business Association, French American Chamber of Commerce and British American Business Council.

\*The information for the above events is subject to change.

## MEMBERSHIP

Please consider becoming a member and join USPTC today by visiting <http://www.usptc.org/membership.htm>.

USPTC offers several levels of membership such as student, individual, early stage company and regular corporate. Each membership level has specific benefits assigned to it such as event registration discounts, information flows including email announcements and listings in USPTC's online directory, sponsorship opportunities, and access to USPTC leadership, to name a few.

USPTC would like to acknowledge George Suwala, Cisco professional and long-time supporter of USPTC activities, who became the organization's first member. The list of USPTC's members is growing each month.

## MEMBER RESOURCES

If you are an international business based outside the United States, are considering entering the U.S. market and would like to know more about doing business in the United States, please email Stan Lewandowski at [stan.lewandowski@klgates.com](mailto:stan.lewandowski@klgates.com) to receive free copy of the guidebook for foreign companies operating in the United States titled "Doing Business in the United States." You will learn about essential issues that need to be considered by any foreign person considering operations in the United States.

## ANNUAL SPONSORSHIP

In the U.S. and Poland, USPTC's activities reach many industry professionals in product development, manufacturing, marketing, sales, finance, research, and operations. If you are associated with an enterprise which benefits from ties to industry professionals or has international business, we encourage you to inquire about our annual sponsorship program. Annual sponsors will be promoted at USPTC events, and receive special promotion in USPTC communications such as its web site, emails, newsletter, and social networking groups. Annual sponsors will also have priority access to USPTC officers and Board members.