



US-Polish Trade Council Newsletter

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US-Polish Trade Council
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Dear USPTC Member,

The 2014 edition of Poland Day in Silicon Valley, a networking event aimed at enhancing collaboration between Polish and American science and business partners organized by US-Polish Trade Council (USPTC) and the alumni of the Top 500 Innovators Program, brought together experts from Silicon Valley, including professors from Stanford University, venture capitalists, business and legal advisors as well as representatives of innovative companies and institutions promoting innovation and entrepreneurship in Poland.

This year's event started with a business breakfast on May 13, at the San Francisco City Hall, where Mark Chandler, Director of San Francisco Mayor's Office of International Trade and Commerce, and Jerzy Orkiszewski, President of USPTC, welcomed numerous participants, including select graduates of the Top500 Program, Polish companies, representatives of Polish government agencies as well as USPTC members. Mark Chandler shared the history of the city's architectural gem, the City Hall with its tallest dome in the U.S. He also presented San Francisco as "the hottest and most vibrant economy in the U.S.," one that attracts innovative companies and tech talent from all over the world. Piotr Moncarz, Chairman of USPTC and Consulting Professor at Stanford University, highlighted the goals of USPTC, a nonprofit organization, which since 2002 has acted as "a vehicle connecting Polish diaspora in the U.S. and Polish community back in Poland." Thanks to "people who are talented and willing to put their time to a better good," USPTC has devoted substantial resources to the Top500 Innovators Program and the US-Poland Innovation Hub. The third speaker, Mark Iwanowski from US-Poland Bridge Fund, spoke enthusiastically about Poland's potential and a growing number of Polish companies that are ready to expand globally. Mr. Iwanowski's goal is to "bridge together the strengths of Silicon Valley and Poland to build cross-border Polish companies." With this positive note, we concluded the meeting in a special setting of enchanting San Francisco.

During USPTC Open Day in Palo Alto on May 14, several Polish companies had business meetings with numerous USPTC experts (Sara Rauchwerger, Soody Tronson, Stewart Guenther and Stan Lewandowski), a VC representative (Mark Iwanowski), Professor Piotr Moncarz and members of the USPTC team that focused on topics related to successful global expansion. USPTC is dedicated

to helping all suitable companies reach that milestone.

The main event of Poland Day took place on May 15, 2014, at the Stanford Faculty Club. Mariusz Brymora, Consul General of the Republic of Poland in Los Angeles, gave his honorary patronage to this year's edition of Poland Day themed *The New Financial Perspective and Cooperation between Poland and US*. Among the attendees of Poland Day were, among others, Mark Chandler, participants from previous editions of US-Poland Innovation HUB (LGBS and Intratel) and beneficiaries of the GO_Global.PL program created by National Center for Research and Development (NCRD), including GTH Solutions.

Over sixty entrepreneurs, scientists, business and legal experts as well as representatives of agencies and government organizations from Poland and the U.S. were welcomed by Consul General Brymora, who accented that Poland is among the strongest and fastest growing economies in Europe; Carissa Little, Director of Programs at Stanford Center of Professional Development, stated that the Top500 Innovators Program was "one of the greater success stories" amid programs at Stanford Center; together with Jerzy Orkiszewski and Piotr Moncarz, USPTC's President and Chairman, respectively, who gave a summary of the Top500 Innovators Program whose accomplished and dedicated participants laid the foundations for the US-Poland Innovation Hub. Piotr Moncarz proudly emphasized that twenty people from that Program have been engaged in and out in the Hub's activities.

The program of this year's Poland Day included five panel discussions. The first panel focused on the Top 500 Innovators Program in which the graduates of the Program (Magdalena Diering, Krzysztof Dyczkowski and Tomasz Grzybowski) and its academic directors from Stanford University (Michal Lepech and Piotr Moncarz) discussed the future collaboration between Polish innovators and Silicon Valley. According to Michael Lepech, Program's main idea was to teach Top 500 innovators "how to think and act globally, how to take it forward and move it forward." Piotr Moncarz accentuated: "Such an amazing group. They were not a group when they arrived here, but now they are a group." Few quotes from the graduates of the Top 500 Innovators Program: Magdalena Diering underlined that the Program has taught her "how to put science into practice, how to put business into science, commercialize it." After the graduation, Krzysztof Dyczkowski decided to "work on projects in Poland which have been more useful for the people and market." The Program "changed my mind," said Tomasz Grzybowski, "opened up the access to business concept, how to combine science and business together."

The second panel with Izabela Senderecka, Michal Bańka, Daniel Maksym, Mark Iwanowski and Dominik Schmidt explored the cooperation between Poland and the U.S. sources for financing such partnership, including the funding available from the Horizon 2020 Program. Daniel Maksym, Manager at the NCRD, presented

the institution's program offer in relation to such partnership-related activities. Michał Bańka, Director of Polish Agency for Enterprise Development (PAED) outlined PAED's programs that support entrepreneurs and scientists-innovators. Mark Iwanowski concluded: "Very good things are happening in Poland in terms of investment, business development and entrepreneurship. (...) We have to speak about that progress to make it a success. I want to be part of it."

During the third panel discussion, the panelists Wojciech Wolny, Mariusz Tomaka, Anna Daszuta-Zalewska, Mariusz Prószyński and Robert Barski elaborated on human cloud opportunity and human resources visibility.

The fourth panel session members Beata Adamczyk, Kamil Kuchta, Adam M. Cudny, Mariusz Prószyński and Stan Lewandowski shared their experiences related to the activities of Polish entrepreneurs in the U.S., their successes and challenges that are part of the global expansion. According to the panelists, if a company desires to be global it needs to be present in the U.S.

In the last panel, American VC investors (Mark Iwanowski and Voytek Siewierski) and experts addressing issues related to intellectual property, business strategies and models (Soody Tronson, Sara Rauchwerger and Stewart Guenther) shared with the Poland Day participants their insights about the composition, development and financial condition of the companies entering the global market.

The culmination of Poland Day conference was Gala Dinner, at which USPTC's experts, panelists, members and guests enjoyed more networking possibilities. During the Dinner, Keynote Speaker, Piotr Moncarz, presented an idea of building US-Poland Accelerator where Polish companies would work, create and be part of innovative Silicon Valley.

We are very honored to share with you that on May 2, 2014, Bronisław Komorowski, President of the Republic of Poland, awarded Piotr Moncarz, Chairman of USPTC, the Order of Polonia Restituta for extraordinary and distinguished achievements related to the promotion of Poland, Polish Diaspora and furthering of good relations between Poland and Polonia-U.S. Piotr Moncarz is "a real catalyst of innovation in Poland," said Mariusz Tomaka, USPTC Chairman in Poland. USPTC team congratulates Piotr Moncarz on this great achievement which crowns Professor Moncarz's long time passion and hard work for Poland.

The last part of Poland Day consisted of a series of business meetings on May 16, 2014, at the Palo Alto office of USPTC where Polish entrepreneurs had individual co-working sessions with partners from Silicon Valley.

On behalf of the organizers, USPTC would like to express our gratitude to all of our sponsors, moderators, panelists, experts,

speakers and attendees for making this year's Poland Day another successful and enriching event. We greatly appreciate and thank you for your contributions and continued support.

The Poland Day in Silicon Valley 2014 is over, but we, at USPTC, are already planning the next science and business event that will take place in November of this year. A detailed agenda will be available in the next newsletter. Eagerly anticipate news from us!

USPTC Team