IT/ICT SECTOR

IN POLAND

IT/ICT SECTOR

IN POLAND

Table of contents

Małgorzata Oleszczuk

President of the Polish Agency for Enterprise Development

No modern industry can be competitive without IT solutions. Most successful economies share a common trait – innovation combined with high efficiency. The latter results from digitization and automation of production and business processes, a phenomenon often referred to as the Industry 4.0.

Information technology improves existing processes, but may also open up paths to completely new business ventures – such as the constantly growing e-commerce sector or services provided with the use of mobile devices.

All studies show that the global demand for IT equipment and services will continue to grow. Polish manufacturers of IT equipment and extremely talented programmers meet these growing expectations, which is reflected in the latest exports data.

The exports of IT/ICT products from Poland in 2018 amounted to EUR 10.7 billion, reaching its historic high. This shows that Polish companies are increasingly confident on foreign markets and are successful in convincing

partners to establish long-term business relationships. They are ever more effective in building their own brand and image as being able to carry out even the most challenging contracts.

This comes as no surprise, since companies from the IT/ICT sector are currently the most innovative in the country – they are responsible for 90% of the Research and Development (R&D) expenditure increase in the enterprise sector. Computer science is also one of the faculties most frequently chosen by young people in Poland. The long history of the Polish IT/ICT industry – tracing its roots over 70 years back – also translates into expertise which pays off every coming year.

The exports of IT services is growing even faster, reaching a record value of EUR 5.6 billion in 2017. It is worth emphasizing that Polish IT service providers are in ever greater demand on the most competitive global markets – including the United States, the United Kingdom, Switzerland and Germany, where the term 'Industry 4.0' was coined in the first place.

The Polish government supports IT/ICT companies in their efforts to build brand awareness and establish business relations. With the help of the IT/ICT Promotion Program implemented by the Polish Agency for Enterprise Development, Polish companies have the opportunity to present their offer, as well as conduct business meetings at national stands during the most important conferences and trade fairs in the world.

This publication aims to broaden the knowledge about Polish IT/ICT sector, provide you with basic facts and figures and answer why it pays off to cooperate with Polish partners. I wish you a pleasant reading and successful business meetings.

Poland in figures 2018

Trade exchange

Imports
EUR 228 billion

Exports
EUR 223 billion

Population

38.5 million

Gross Domestic Product (GDP)

EUR 493 billion

Economy rank

22nd in the world

GDP growth

Poland	EU 28
5.1%	1.9%

GDP

GDP per capita (PPP)

USD 33 thousand

Unemployment rate

5.9%

JOBS
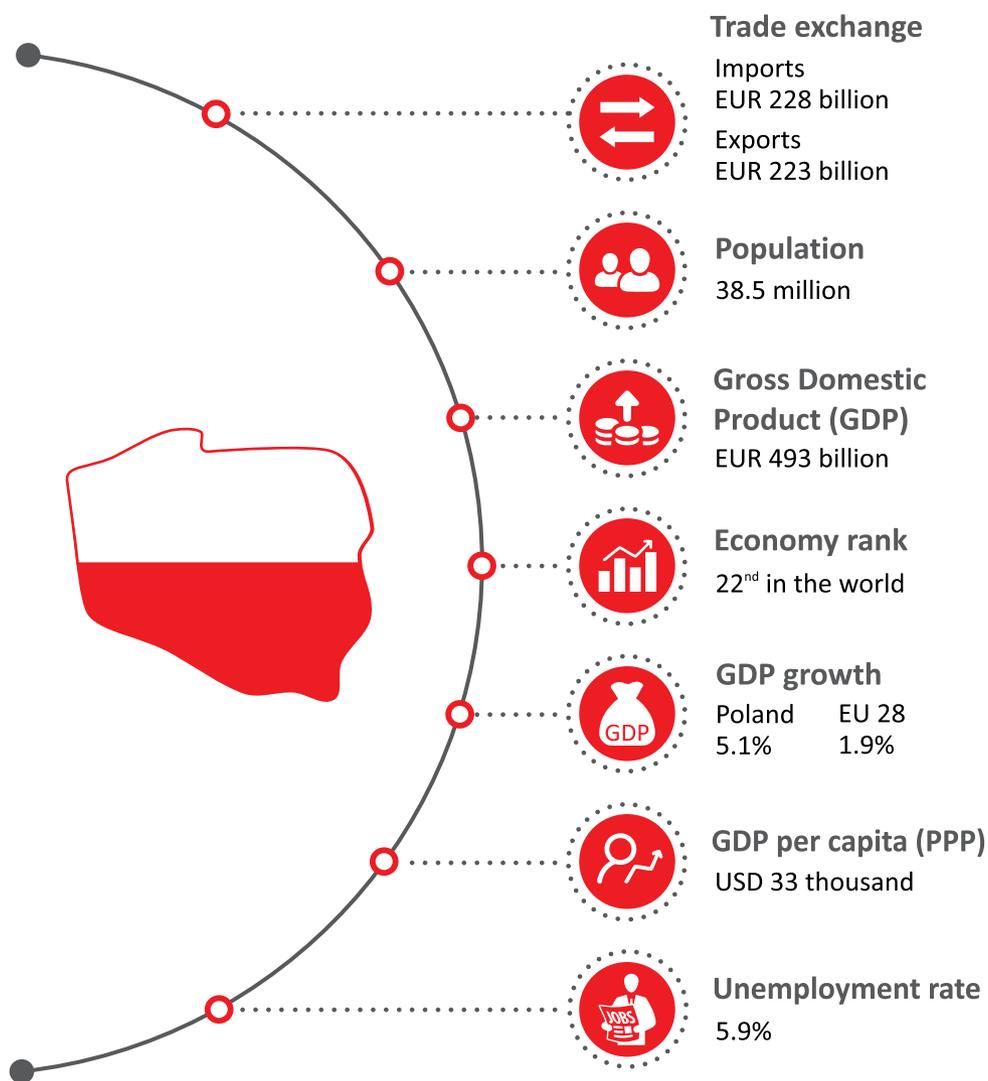
Source: Statistics Poland, Eurostat, International Monetary Fund

The IT/ICT sector is one of the growth engines of the Polish economic development. According to the statistics, this sector is responsible for generating 8% of the country's GDP and employs 430 thousand people. In 2018, the domestic IT/ICT market grew by 7.2%, which generated EUR 16 billion of revenue.

The key to this growth is the qualifications of people working in this sector. Poland appears at the top of all country rankings that have the most talented programmers. One also needs to commend the emphasis placed by technical universities on mathematics and mathematical analysis, as it provides our specialists with a much better conceptual framework compared to their foreign colleagues. Locating R&D centres of global brands, such as Samsung and Intel, in Poland is the best proof of this claim.

The relatively low cost of living combined with a high level of public services is also a benefit for the IT industry in Poland. Salaries of the Polish IT professionals are comparable to those of their foreign colleagues, as many of them work as contractors for multinational corporations. At the same time, living in Warsaw is still more affordable than in London or Paris. We have clean, well-connected cities and a rich cultural offer.

The prospect of high living standards encourage IT specialists to work in Poland – especially in smaller cities such as Bydgoszcz or Białystok. Passion and competence are the most vital things in this industry. Current Polish IT giants were set up in garages, driven mainly by the energy of their talented founders.

This situation is distinctively intertwined with the country's openness to innovation, and the Polish banking sector may serve as a prime example. The Elixir system is a sensation on a global scale – it allows participating banks to do their clearings instantly and interbank transfers reach destination accounts on the same day. According to the Interactive Advertising Bureau (IAB), in 2019 up to 90% of Polish Internet users will have a smartphone. On average, every third user indicates watching movies on the phone as one of their favourite activities related to mobile devices. For this reason, the 5G standard will become another element stimulating the growth of the Polish ICT sector.

Additionally, Poland already has a strong position as a manufacturer of computer games. We have many companies operating successfully on the global market. Last but not least, we have a good brand – a great asset, which should not be wasted.

Andrzej Dulka
President of the Polish Chamber of Information Technology
and Telecommunications
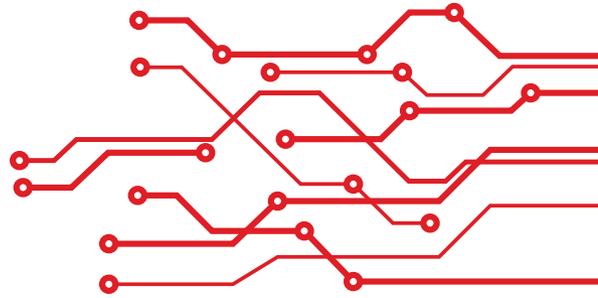
IT/ICT market in Poland

The IT/ICT industry constitutes about 8% of Polish GDP, employing over 430 thousand people, of which three quarters are employed in the services sector. Every year, the number of employees increases by approx. 6%. The domestic market includes around 60 thousand companies, both Polish and foreign.

Table 1. IT/ICT market in Poland

Income of the domestic IT/ICT market in 2018	EUR 26.2 billion
Number of companies	60 thousand
Employees, including 250 thousand programmers	450 thousand
Contribution of the IT/ICT sector in employment	4.6%
Annual growth rate of companies in the industry	10%
Contribution of the IT/ICT sector in GDP	8%
Contribution of the IT/ICT sector in Poland's exports	5%
Contribution of the Polish IT/ICT sector in the EU market	8%
Value of IT/ICT equipment exports	EUR 10.7 billion
Value of IT/ICT services exports	EUR 5.6 billion
Number of service centres: BPO, SSC, IT, Research and Development (R&D)	>1200

Source: Computerworld Top 200, Statistics Poland, Association of Business Service Leaders (ABSL) own description

The revenues of the Polish IT sector in 2018 amounted to EUR 16 billion, increasing by 7.2% compared to the previous year, almost double

the average growth for the global IT market, which according to the leading research and advisory company Gartner showed the increase of 3.9%.

In 2017, sales of IT equipment constituted as much as 55% of the Polish market. Services came in second, with 29% of the market. The smallest share belonged to software, with 16%.

Chart 1. Structure of IT market in Poland (%)

- IT equipment sales – 55%
- Software – 16%
- Sevices – 29%
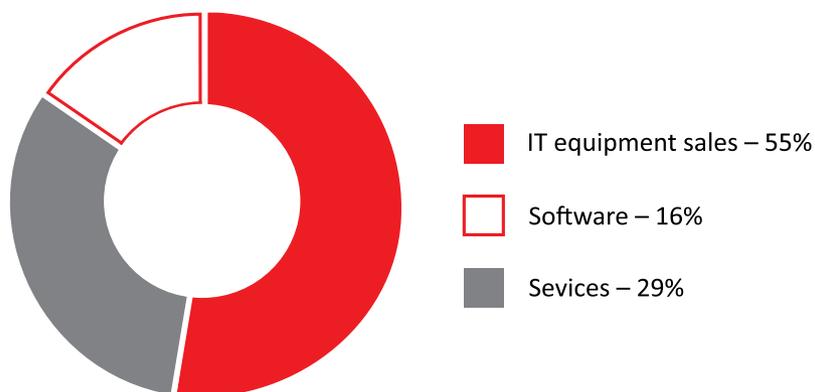
Source: Computerworld Top 200, International Data Corporation (IDC), PMR

The two main business models of IT companies operating on the Polish market are sales of infrastructure under public contracts and production of custom software together with staff outsourcing.

Chart 2. Sales of cloud technologies (EUR million)

2017	2018	2022
200	300	450
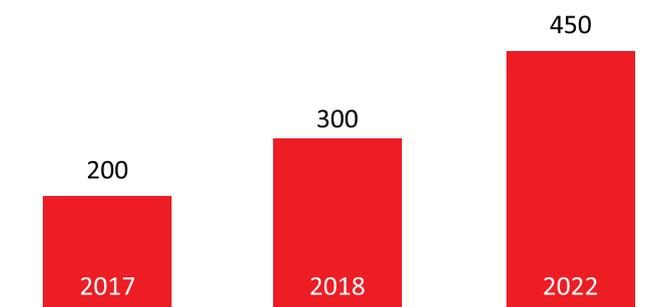
Source: IDC

The domestic IT services market is driven primarily by the digitization of public administration, the enterprise sector and services. In 2017, expenditures in the cloud technologies in Poland amounted to nearly EUR 200 million, while a year later it reached almost EUR 300 million. The potential for growth is high, because, statistically, one in ten companies uses this type of services, and the demand increases. The International Data Corporation (IDC) forecasts that by 2022 the cloud technology market, which alone is developing five times faster than the entire Polish IT services sector, will reach a value of approx. EUR 450 million.

The largest part of the cloud technology market is Software as a Service (SaaS) and it amounts to around 60%, while Infrastructure as a Service (IaaS) constitutes 20% of sales, and the remaining part of the market belongs to Platform as a Service (PaaS). The market for SaaS is mostly dominated by project management and communication solutions, but the CRM, sales and marketing support segments are growing rapidly. The 12% increase of mass storage sales, to the amount of PLN 132 million, derives from cloud development.

Chart 3. Structure of cloud technology market (%)

SaaS – 60%

PaaS – 20%

IaaS – 20%
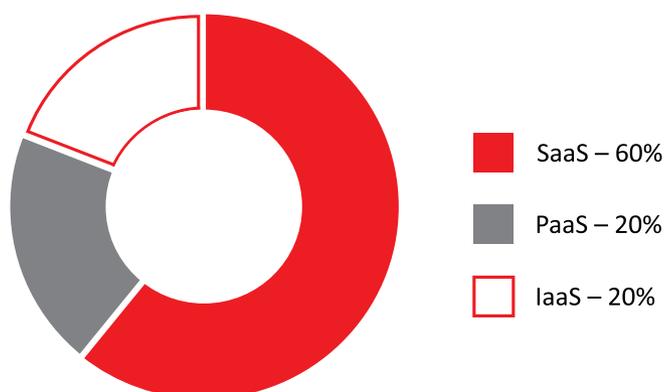
Source: IDC

The Polish IT/ICT market is the second largest when it comes to the number of mergers and acquisitions in Central and Eastern Europe. In 2017, 288 transactions worth a total of EUR 10.6 billion were concluded. The record high merger, i.e. the takeover of Netia (provider of television, mobile internet and telephone services) by Cyfrowy Polsat, amounted to almost EUR 150 million.

Poland is a regional leader providing modern business services to global corporations. In the first quarter of 2018, there were a total of 1236 Business Process Outsourcing (BPO) entities, Shared Services Centres (SSC), IT, and R&D (Polish and foreign) service centres in Poland, employing 279 thousand staff.

BPO, SSC, IT and R&D centres in Poland
- 90 new job offers a day
- 300 thousand people employed in 2019, 81% of them by foreign investors
- 30% – percentage of centres with automation and artificial intelligence tools
- 39% – percentage of centres that are working on a pilot implementation of such solutions

Source: ABSL – Modern Business Services Sector in Poland 2018

Among the 831 companies having their own service centres, 10% (83 investors) are companies from the Fortune Global 500 list (2017). The most important target countries for which services in Poland are provided are Germany, the United Kingdom and the United States. Next on that list is Poland itself and France closes the top five.

The development of the domestic IT/ICT market is also influenced by the increasingly successful online shopping market. The value of the Polish e-commerce market in 2018 amounted to almost EUR 10 billion. Forecasts indicate that in 2019 it will grow by another EUR 2 billion. Poland is currently the 13th fastest growing e-commerce market – in 2018 the number of online stores exceeded 30 thousand.

Chart 4. The value of the Polish e-commerce market (EUR billion)

11.5

6.5

2015

2019
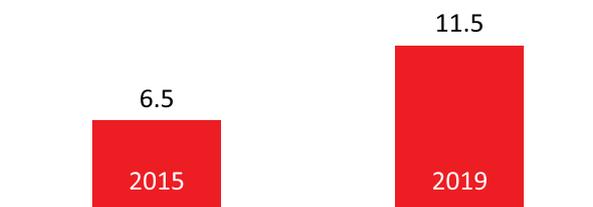
Source: Bisnode Polska, Sky-Shop.pl

The gaming industry is playing an increasingly important role on the IT market. There are around 250 game developers in Poland, including small studios as well as internationally and even globally recognized companies. However, the number of major production studios listed on the stock exchange is less than 20. The Polish gaming market in terms of revenue currently ranks 23rd in the world, generating almost EUR 500 million from the sales of games.

Global drivers of growth on the services and IT devices market

No modern business or public administration can manage without IT solutions. According to Gartner, in 2019 the global IT services market will exceed the magic value of one trillion dollars (EUR 900 billion). Driven by the demand for cloud solutions, services are growing much faster than the IT market as a whole, i.e. services, software and hardware combined. The entire IT market will reach close to EUR 3.3 trillion in 2019. In the year-to-year terms, this gives an increase of 3.2%. The highest increase in turnover on this market – by 8.3% – was recorded in the area of software sold to enterprises.

Cloud services

According to Gartner, in 2020 the cloud services market will reach EUR 350 billion. SaaS is the fastest-growing global segment of IT services. Market Research Future (MRFR) reports that over the next few years the average year-to-year growth rate will reach 21%, and in 2022 this market will be worth EUR 105 billion. Subscription-based SaaS solutions not only free users, mainly small and medium-sized companies, from the need to purchase licenses and maintain servers, but they are also flexible in terms of payments. Research carried out at the request of the European Commission shows that the implementation of cloud services reduces the costs of operating the IT departments by 10 to 20%.

Global cloud services market

- EUR 350 billion – value of the entire services market in 2020
- EUR 105 billion – value of the SaaS market in 2022
- 21% CAGR – growth rate of the SaaS market

Source: Market Research Future

Big Data

Enterprises produce countless amounts of data that can be a treasury of knowledge pointing the way of development for a company. All that is needed are the right analytical tools, which are, coincidently, in great demand. Estimates show that the global market for Big Data collection and processing services will grow from EUR 38 billion in 2018 to EUR 93 billion in 2027, and its year-to-year growth rate will reach 10.48%.

Chart 5. Big Data global market size (EUR billion)
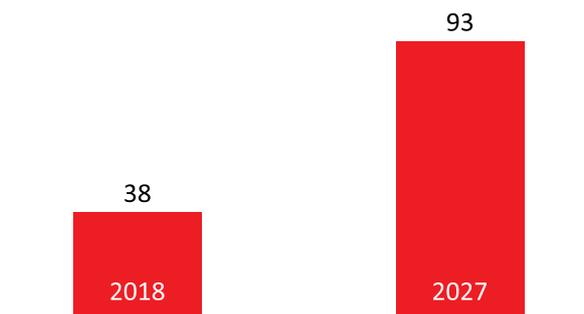
Source: Wikibon, Statista

Artificial Intelligence and Industry 4.0

Without artificial intelligence, it is hard to imagine the automation of production, business processes or Big Data analysis. Technologies such as machine learning or artificial neural networks are used in such areas

as healthcare, automotive industry, finance and banking, e-commerce, transport and logistics, entertainment, communication, energy and industrial production.

PwC predicts that in 2030 45% of profits generated by the world economy will result from the fine-tuning and increase of productivity, brought about by the artificial intelligence. Its share in GDP will reach 26% (EUR 6.3 trillion) in China, 14.5% (EUR 3.3 trillion) in the United States and 11% (EUR 2.5 trillion) in Europe. Globally – EUR 14.1 trillion. It is estimated that about 50 to 60 thousand IT positions were eliminated in India last year. They were replaced by robots.

Sales of mobile devices and smartphones

The growing market of mobile devices drives the development of mobile internet and mobile applications – they were downloaded 192 billion times in 2018. The Global Mobile Market Report shows that in 2018 there were 3 billion smartphone users worldwide. In 2019, another 300 million, and in 2021, 3.8 billion people more will be using these devices. A larger number of users with access to the Internet translates to increased demand in the field of web and mobile development.

Chart 6. Global number of smartphone users (EUR billion)
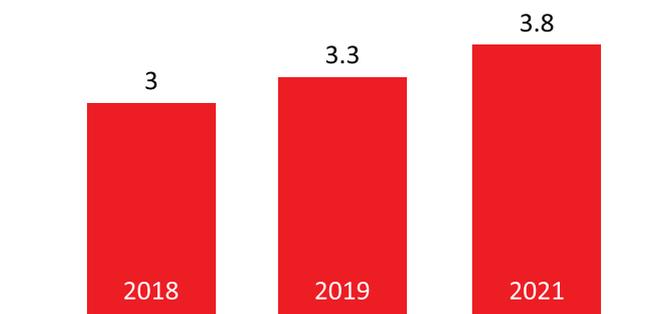
Source: Global Mobile Market Report 2018

E-commerce and digital marketing

The growing popularity of online shopping drives the demand for IT solutions for e-commerce and online marketing. In China, one-fifth of all purchases are made online. In Poland, 54% of Internet users buy online. Revenues of only three largest global e-commerce platforms amounted to over EUR 90 billion in 2017. The value of the global e-commerce market in 2018 was estimated at EUR 2.5 trillion – in 2021 it will already be worth EUR 4.3 trillion, growing at a rate of 25% per year.

Chart 7. Value of the global e-commerce market (EUR trillion)
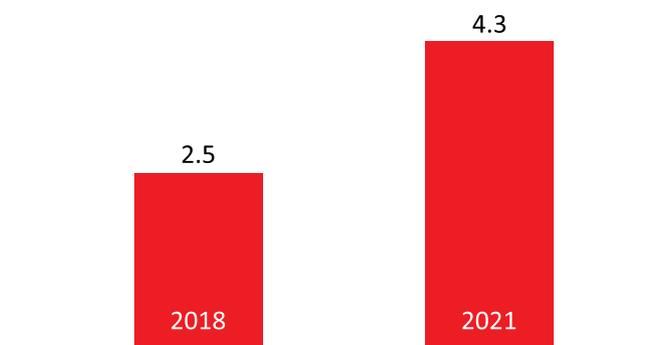
Source: Statista, E-commerce in Poland, 2017

IoT – Internet of Things

Within five years, between 2017 and 2021, the value of the global IoT market will double – from EUR 211 to 468 billion. The data centres and data processing are the fastest-growing segment of the industry, which in the mentioned period, will grow at a rate of 50% year-to-year.

Chart 8. Value of the global IoT market (EUR billion)
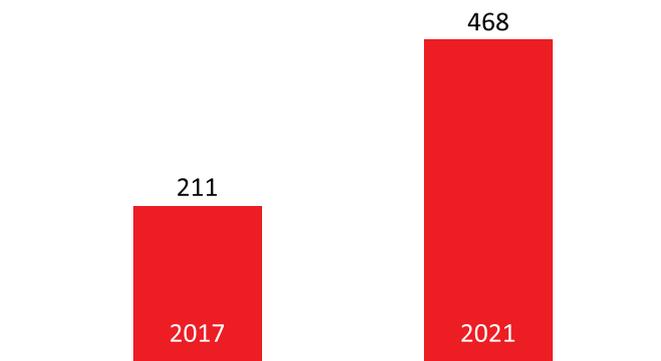
Source: Bain and Company – Unlocking Opportunities in the Internet of Things

Cybersecurity

Legal regulations of data security and threats related to cyberterrorism
are the main reason for the rapid growth of the cybersecurity market.
An important factor driving the development of this segment is the growing
SMEs' demand for cybersecurity cloud solutions. Between 2018 and 2023,
the global cybersecurity market will grow at a rate of 10.2% year-to-year – from
USD 152 billion to USD 248 billion.

Chart 9. Value of the global cybersecurity market (EUR billion)
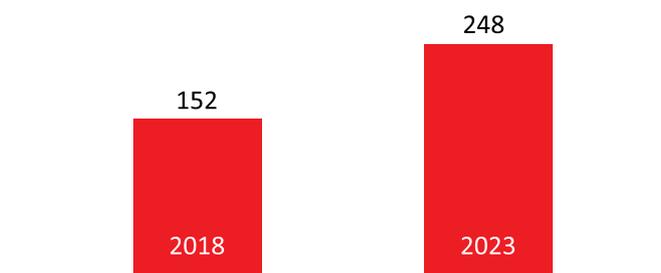
Source: Markets and Markets: Cybersecurity Market by Solution, Service, Security Type,
Deployment Mode, Organization Size, Industry Vertical, and Region – Global Forecast
to 2023
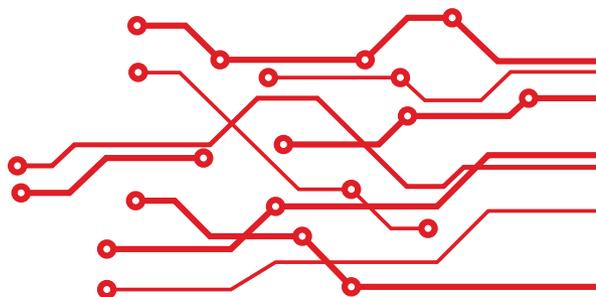
Why it is worth buying Polish IT/ICT products and services

Polish IT/ICT industry is backed by over 70 years of experience in the construction of computer devices and software creation. Computer science is currently the most popular field of study in Poland. About 70 thousand people study it annually. Every major city has a technical university, and there are over 20 of them in total. Every year, 20 thousand high school graduates start IT studies there.

Polish programmers are among the best in the world while offering competitive prices. According to a ranking conducted by HackerRank, they took third place out of 50 classified countries. As for the Java programming language they were recognized as the best in the world.

According to analysis and forecasts, AI software-driven products, which require knowledge of machine learning algorithms and artificial neural networks, will play an increasingly important role in the future. Polish software houses already have extensive experience in this field and are constantly improving themselves by implementing innovative projects.

Growing technological competitiveness and openness to changing market needs makes Polish entrepreneurs increasingly willing to invest in IT business support solutions. Therefore, Polish IT/ICT companies can scale up

domestically and effectively sell their solutions and services also on foreign markets.

The Polish IT industry is not limited to the role of an importer of solutions and an exporter of employees. Software created by small Polish companies is exported not only to other European Union countries but also to Asia, the Americas, Africa and the Middle East. According to the data provided by PwC, Polish IT companies are the most innovative among all the sectors surveyed in the country.

Deloitte publishes annually a ranking of the 50 fastest-growing technology companies in Central Europe. In 2018, there were 19 companies from Poland on the list, including RTB House placed in the top five. Polish technology companies are also constantly present in the ranking made by the Financial Times and Statista, which groups the first thousand fastest-growing companies in Europe.
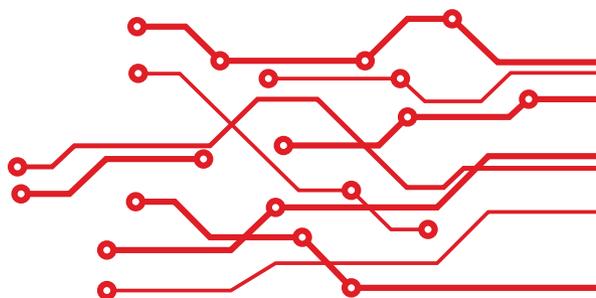
Over 70 years of Polish IT/ICT

It is no coincidence, that Polish programmers are among the world leaders. The rich, decades-old history of Polish IT can be traced back to Abraham Stern, who in 1810 constructed calculating machines capable of performing four basic mathematical operations and extracting square roots. He is considered to be one of the computer science pioneers worldwide.

Polish IT industry has its beginnings in the first years after World War II. In 1948, at the National Mathematical Institute, a special team called "Mathematical Apparatus Group" was created. And that is how computers were called back in the day.

In 1957 the group created the first Polish fully functioning computer EMAL 2 used for practical calculations. However, the first mass-produced Polish computer was called ZAM 2. Its production began in 1961. Around the same time, the ELWRO state enterprise based in Wrocław produced a prototype of the first-generation Polish computer – Odra 1001. Its improved version – 1003 – went into mass production four years later and more than half of the units produced were exported. The Odra series stood apart due to its ability to work on third-party software and the option of connecting peripheral devices.

However, the MERA-80 computer – designed to control technological processes, engineering calculations and scientific research – turned out to be

the real export hit. It was produced from 1979 in CNPSS MERASTER, which also created advanced operating systems. Around the same time, ELWRO began the production of Polish TVG-10 video game consoles. In over five years, more than 100 thousand of these devices were produced and sold.

The 1980s were a period of the growing importance of personal computers, used primarily for office work and entertainment. This trend also reached Poland. In the second half of the 1980s, a microcomputer production program was launched and it resulted in the production of ELWRO 801 AT desktop computers which were on par with the quality of contemporary American computers. At the beginning of the 1990s, the Polish IT/ICT industry underwent a wave of turmoil related to political transformation. Many state-owned enterprises collapsed after privatization, and new private enterprises dealing with software development and implementation took their place. Three of them – Comarch, Asseco and Transition Technologies are now the largest Polish IT companies offering software.

Currently, 60 thousand companies operate in this sector, including highly innovative and technologically advanced companies with high sales of products and services abroad. One of them is Digital Core Design, which designs super-fast processors and System-on-a-chip solutions. There are also startups operating at the intersection of IT, medicine, education, finance, marketing, entertainment and services. In 2018, Photon, the world's first educational robot, which develops and 'learns' together with its' child-owner, entered the market. Global companies have been supplied with Zortrax 3D printers for several years. BOHR Technology programmers think outside the box and are already working on creating software for the next generation of computers – quantum computers. Gaming company CD Projekt Red, producer of The Witcher game series, a global bestseller, generated a net profit of EUR 25 million in 2018 and is preparing further titles.
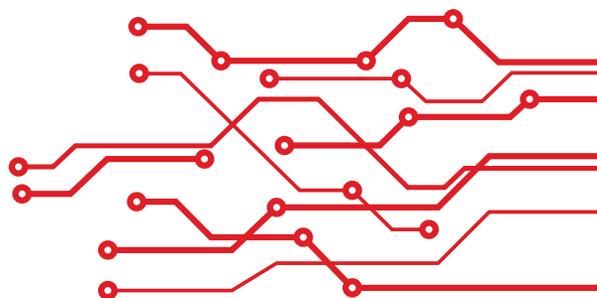
Polish companies in IT/ICT sector

About 60 thousand companies operate in the sector. From large ones with several decades of tradition, to medium and small entities established mostly after 1989. The last decade witnessed the dynamic development of technological startups. Some of them have already entered the European and even global market.

Categories:
- Software
- Services
- Production and servicing of computer equipment

Electronic components and devices:
- Automatic data processing equipment
- Microprocessors
- Storage and memory devices (e.g. solid-state drives, hard disc drives, memory modules, memory cards, USB Flash Drives, etc.)
- Computer screens and monitors
- Mobile devices
- PCs
- Broadcast and production equipment for TV and radio
- Automatic circuit breakers

Specializations:

- Big Data
- Analitycs – research tools, business intelligence
- IoT – beacons, NFC tags, software
- 3D printing
- Cloud Computing
- Deep Tech – Machine Learning, Artificial Intelligence, Artificial Neural Network, blockchain
- Virtual/Augmented Reality
- Programming and developing tools
- Productivity/CRM/ERP management
- Telematics

Innovation leaders

In 2004, Poland joined the European Union. Many companies have benefited from the EU cohesion funds and used them for research and development as well as production facilities modernization. In addition, the EU single market opened up for competition – in terms of value, the EU currently accounts for 88% of all Polish IT/ICT exports. The IT/ICT industry is the most innovative sector of the Polish economy. Each year marks an increase in spending on research and development, and IT/ICT stands for 90% of the increase in R&D expenditure in the enterprise sector.

In 2017, gross domestic expenditure on R&D amounted to EUR 5.1 billion and increased by 14.7% compared to the previous year.

Chart 10. Gross domestic expenditure on R&D (EUR billion)
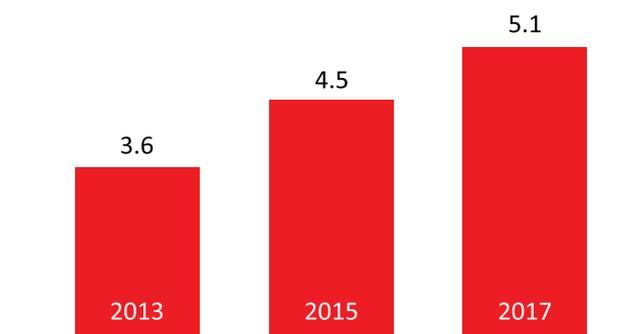
Source: Statistics Poland

Structure of R&D expenditure

- EUR 3.3 billion – enterprise sector – 64.5%
- EUR 1.6 billion – higher education – 2.3%
- Government sector – 32.9%
- Private non-profit institutions – 0.3%

Export of IT/ICT products

In 2018, exports of IT/ICT products from Poland amounted to EUR 10.7 billion, and increased year-to-year by 6.3%. It is also the highest exports value of Polish products from the ICT industry in history. Over the past decade, it has grown more than two and a half times. The largest categories of exported products in terms of size are machines and devices for automatic data processing as well as telecommunications equipment – they constitute slightly more than half of all the devices sold abroad.

Chart 11. Export of IT/ICT products (EUR billion)

Year	Value
2014	9.3
2015	10.2
2016	9.9
2017	10
2018	10.7
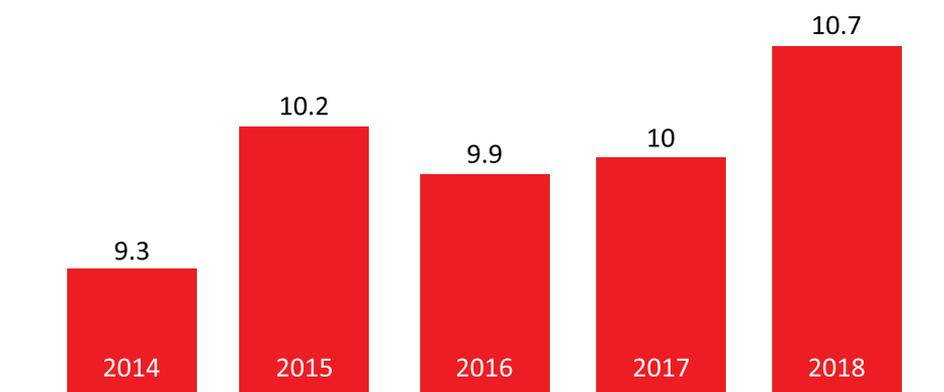
Source: Statistics Poland

Other categories of exported IT/ICT products include magnetic tapes and disks (EUR 1.2 billion), electronic integrated circuits and micro-assemblies (EUR 417 million), video tuners (EUR 309 million)

and broadcasting equipment for radio and television (EUR 190 million), circuit breakers and surge protectors.

Chart 12. Share of IT/ICT product categories in exports (%)

- Surge protectors and circuit breakers – 4.7%
- Monitors – 1.5%
- Video tuners – 2.8%
- Electronic integrated circuits, microassemblies, processors – 3.7%
- Data recording tapes and discs – 11.2%
- Telecommunications devices – 21.5%
- Automatic data processing equipment – 35.5%
- Others – 19.1%
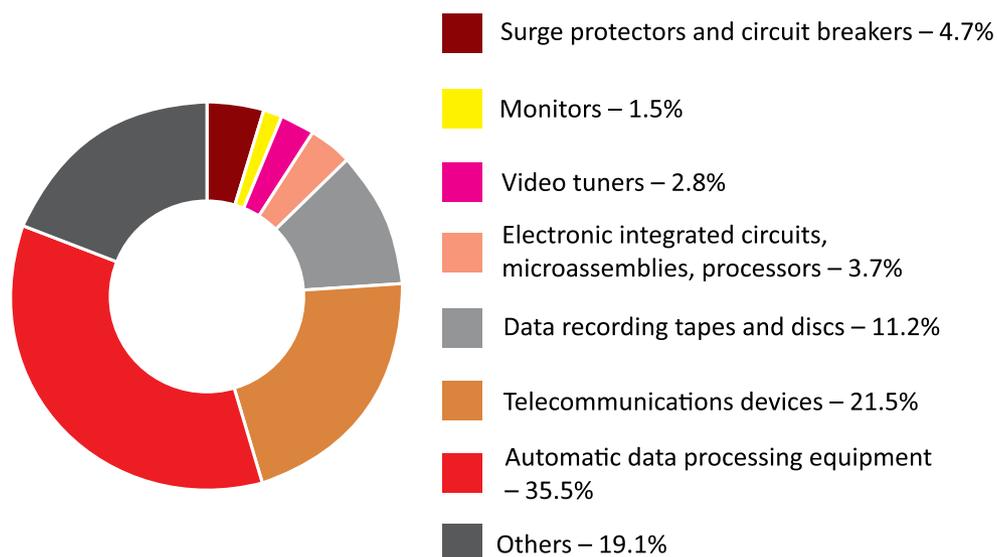
Source: Statistics Poland

113% – 10-year average exports dynamic

EUR 7067 mln – 10-year average exports value

Chart 13. Share of IT/ICT products in total exports value (%)

2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
3.11	4.21	4.45	3.67	4.18	4.60	5.63	5.67	5.35	4.85
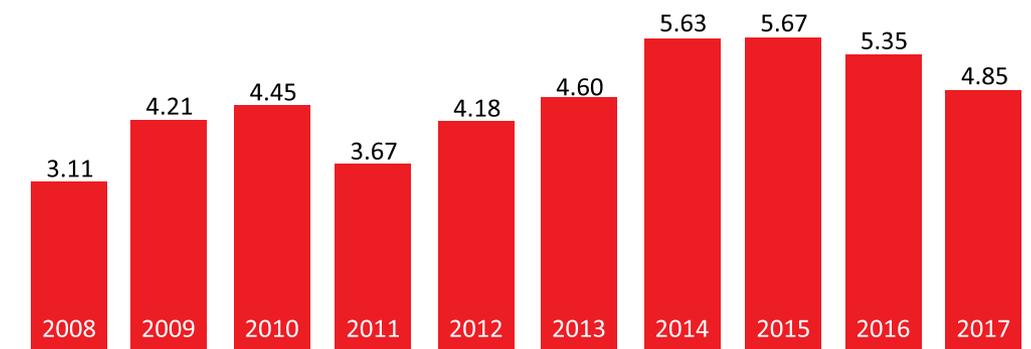
Source: Statistics Poland

Exports to EU countries

IT/ICT products are among the main and most important Polish export specialties – they make up the value of circa 5% of all exports. The main recipient (nearly 90% of IT/ICT equipment) of Polish products are European Union countries. The key target countries are Germany, the Netherlands, the United Kingdom, France and Czechia.

Chart 14. Key recipients of Polish IT/ICT products from the EU countries in 2017 (EUR billion)
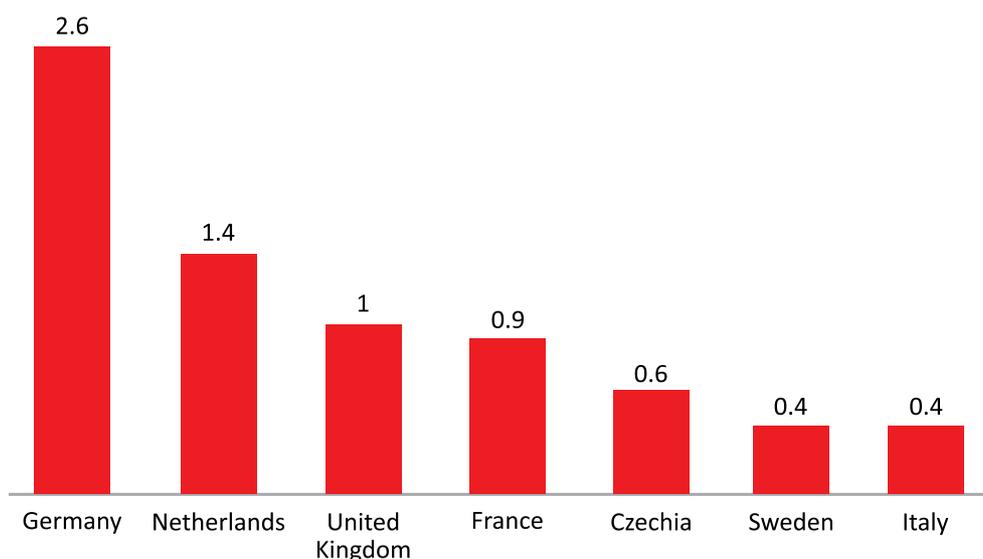
Source: Statistics Poland

Germany, an extremely demanding business partner which expects a very high quality of IT/ICT products, buys a quarter of all Polish devices sold to the EU. In 2017, German partners purchased equipment for over EUR 2.6 billion – that is, in excess of EUR 1 billion higher than the average of the last decade. Exports to the Netherlands is also growing rapidly. The United Kingdom, France, Czechia, Sweden, as well as Italy and Spain are also showing an increasing demand for IT/ICT equipment from Poland.

Chart 15. Average yearly exports of IT/ICT products to the EU countries in 2008–2017 (EUR billion)
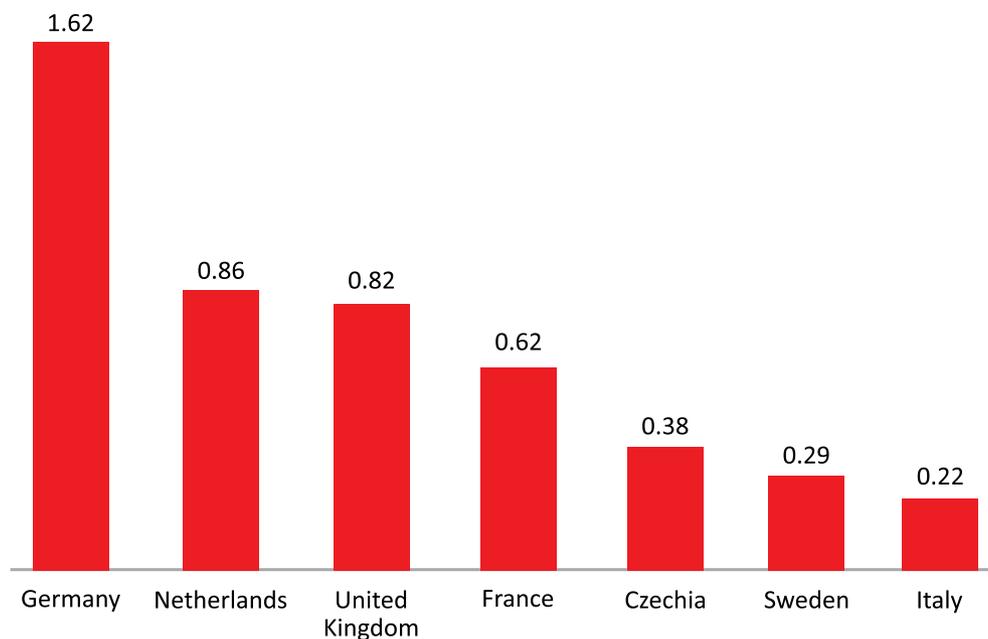
Source: Statistics Poland

A relatively large share of Polish machines and devices for automatic data processing (the highest in terms of value in the exports category) can be seen in the imports of the United Kingdom (5.81%), France (5.41%), Germany (3.92%), as well as Spain (2.47%), Russia (2.47%), and Italy (2.25%).

Exports to countries outside the EU

The largest importers of Polish IT/ICT equipment outside the European Union are the United States, Russia, China, Ukraine, South Africa, the United Arab Emirates and Switzerland.

Analysis of the year-average exports over the last decade shows that the UAE, followed by the United States were the key markets. Nevertheless, exports to the latter have increased significantly over the past two years.

In 2017, it was almost twice as high as the last decade average – EUR 212 million against EUR 112 million.

A similar trend can be seen in the case of exports to Russia. In 2017, exports to China were by almost a third higher than the last decade average. The top ten non-EU importers also include countries such as Switzerland, Turkey and India.

Chart 16. Key recipients of Polish IT/ICT products from outside the EU in 2017 (EUR million)
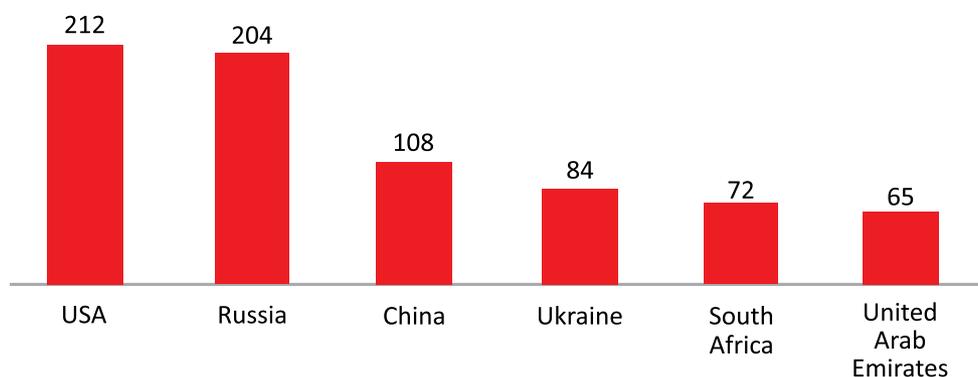
Source: Statistics Poland

Chart 17. Average annual exports of IT/ICT products to countries outside the EU in 2008–2017 (EUR million)
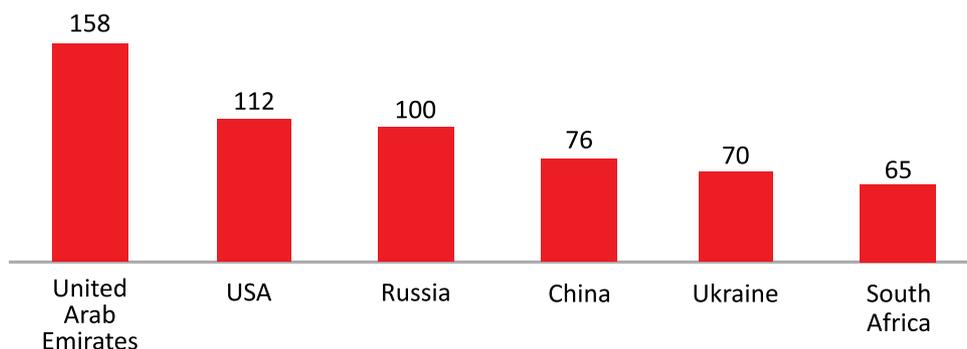
Source: Statistics Poland

Cooperation with Polish programmers is a very reasonable choice

The growing demand for IT services, regardless of the current economic situation, makes technology both a catalyst for growth and protection from the competitors. The world continues to be ever more digital, new technologies are emerging and we need talented people who can build useful solutions. According to the rankings, Polish programmers are among the top three in the world. We have many technical universities that educate hundreds of programmers every year. Poles are valued for the high quality of work, quick adaptation to new cultures and diligence. Polish software houses work with clients from all over the world, although for logistical reasons it is much easier for them to operate in Europe and countries where the time zone difference does not exceed six hours. We are present in Scandinavia, Germany, the United Kingdom and many other countries where we are perceived as competitive business partners.

The demand for IT services from Poland is very high. The growing number of inquiries from abroad and programming companies, which increase employment by several dozen or even several hundred people in two or three years of operation, proves that. Projects implemented for foreign partners not only increase their trust for individual companies from Poland, but also for the whole country. The country where they can find reliable employees. At Software Development Association (SoDA) we bring together over 50 entities and the scope of their activities is huge – from medical systems, through food ordering applications to software simulating aircraft assembly (in VR technology). We are also getting stronger

in industries such as fintech and energy, where our products solve really serious problems and help people around the world.

It is worth cooperating with Polish programming companies because their services are on par with the best the world can offer. In addition to programming, they also provide sector-specific consultancy, because they have experience in selected industries, i.e. healthcare or specific solutions such as marketplace. Cooperation with Polish programmers is a very reasonable choice.

Damian Winkowski
Founder and Vice President of Software Development Association Poland (SoDA)
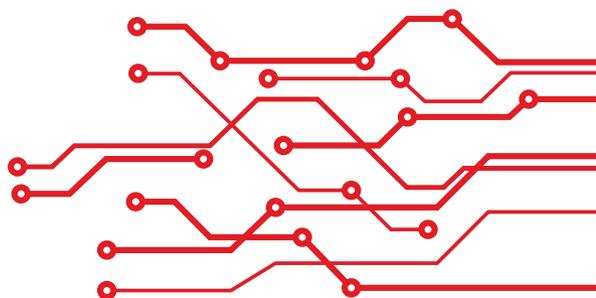
Export of IT/ICT services

The value of telecommunications, information and IT services provided by the Polish companies to foreign partners in 2017 reached EUR 5.6 billion – a historic high. Within two years, exports of IT services increased by almost EUR 1.7 billion (nearly 50%).

The United Kingdom is the main recipient of Polish IT services, followed by the United States. Switzerland and Germany are respectively third and fourth.

It is significant that Polish IT services are increasingly recognized in the United States, where the market is very competitive and demanding. It is one of the main target markets chosen by the Polish companies providing ICT services. Between 2015 and 2017, exports of services to the United States grew from EUR 545 million to 889 million. Exports to the United Kingdom, Switzerland and Germany is growing at a similar pace.

The value of IT/ICT services exports
- 2015 – EUR 3.9 billion
- 2017 – EUR 5.6 billion

Chart 18. Top ten recipients of Polish IT/ICT services in 2017 (EUR million)
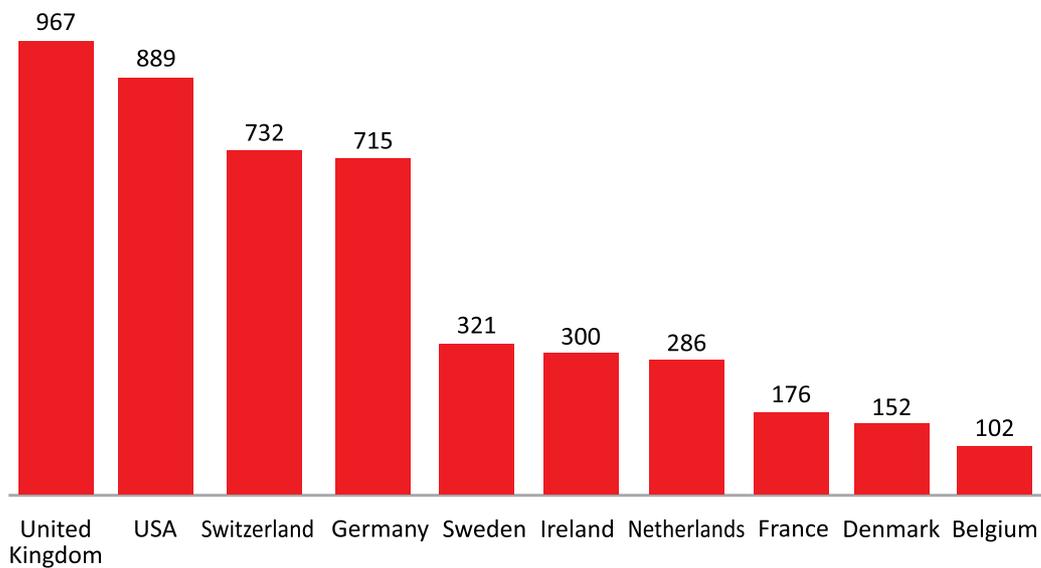
Source: Statistics Poland
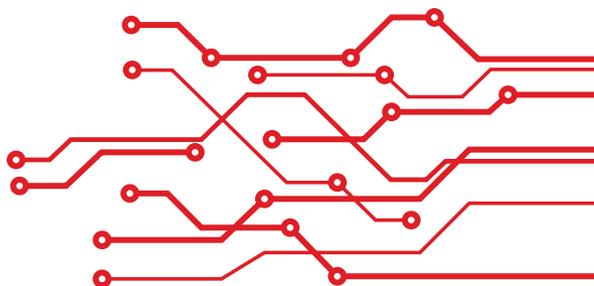
Polish gamedev

The Polish gamedev industry is made up of about 250 entities, most of which are small development studios. However, there are also big players listed on the stock exchange like CD Projekt Red, Techland, CI Games and 11 bit studios.

Table 2. Gaming market in Poland

Number of developers	250
Estimated market value *	EUR 6.2 billion
Annual revenues of Polish producers from the sale of games *	EUR 440 million
Number of players	16 million
Share in GDP	0.10%
The number of copies of the "Witcher" series sold	25 million
* Taking into account only the value of companies listed on the stock exchange and providing financial statements	

Source: Forbes, newzoo.com

According to Forbes, the value of several listed gaming companies and several other companies that provide financial reports, amounts to a total of over EUR 6 billion. Their annual revenues from the sale of games reach around EUR 500 million. Gamedev is the most globalized technology industry in the country – over 90% of revenues come from sales

of products abroad. In 2016, the value of the Polish gaming market reached over EUR 400 million. Estimates show that at the end of 2019, sales of games on the domestic market should exceed EUR 500 million.

The largest percentage, nearly one-third of games sold, were PC and console games in the over the counter retail. However, forecasts predict that thanks to the global trend of increasing popularity of online games at the end of 2019 the online gaming segment will be equal to it or even larger. This segment is growing fastest in the world (25.5% per year), and its value has already reached the value of half of the entire market (USD 70.3 billion).

Chart 19. Value of the Polish gaming market in 2016 and forecast for 2019 (%)
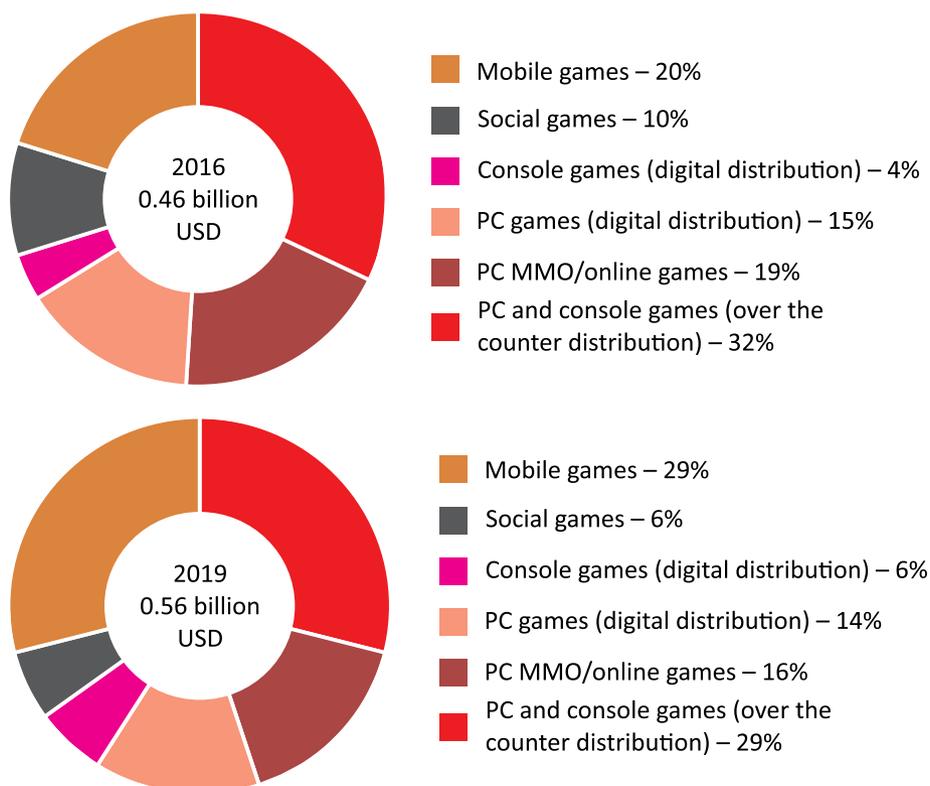
2016
0.46 billion
USD

- Mobile games – 20%
- Social games – 10%
- Console games (digital distribution) – 4%
- PC games (digital distribution) – 15%
- PC MMO/online games – 19%
- PC and console games (over the counter distribution) – 32%

2019
0.56 billion
USD

- Mobile games – 29%
- Social games – 6%
- Console games (digital distribution) – 6%
- PC games (digital distribution) – 14%
- PC MMO/online games – 16%
- PC and console games (over the counter distribution) – 29%

Source: Report on the Condition of the Polish Game Industry 2017 – own study based on SuperData Research, DFC Intelligence, Newzoo data and information obtained from representatives of the Polish video game industry

Ten Square Games stands out on this market in Poland. The company has almost 600 million game downloads and 21 million active players every month. The secret of this success are the two fishing games: "Let's Fish" and "Fishing Clash".

Polish game developers show a high degree of their own financial commitment to the products they create – over 85% of them declare self-funding of their companies. At the same time, slightly more than a quarter declares publisher's co-financing, one-fifth are supported by an investor from outside the industry, and less than 17% of them are supported by an industry investor. Equity investors provide support for every tenth company.

Chart 20. Current funding source (%)
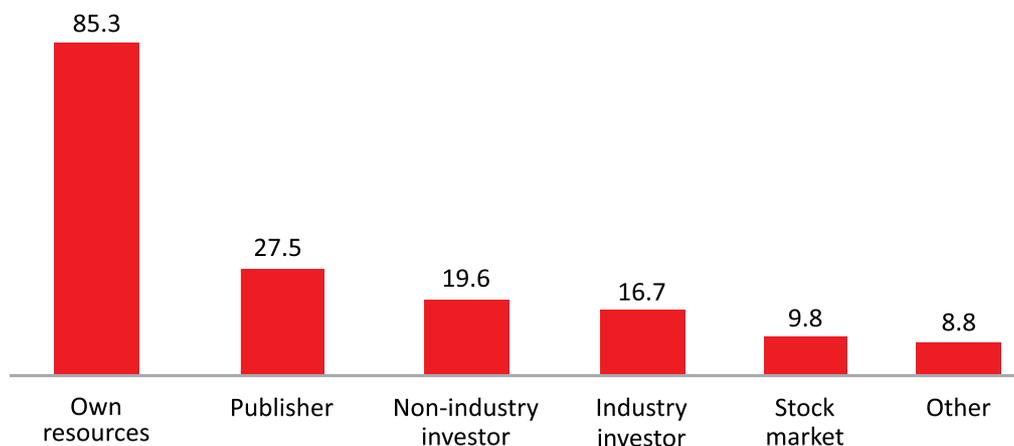
Source: Report on the Condition of the Polish Game Industry 2017 – own study based on the results of Polish Gamedev 2017

The high level of financial self-reliance has consequences in the prevailing game release model. More than 68% of companies launch games through self-publishing. Others are looking for publishers both at home and abroad.

The Polish gaming industry is in excellent shape and over the years it has managed to build a strong position. Countries with comparable potential, such as Spain or Italy, do not operate at such a scale as game producers as Poland. The consumer market for games in these countries is of course larger than ours, but we have definitely more titles that receive awards and get to bestseller lists. The Polish scene was pushed forward by titles such as "Dying Light" (Techland), the game series "The Witcher" (CD Projekt Red) and finally "This War of Mine" (11 bit studios). Games are a global market – thanks to digital distribution, borders are no longer relevant. We sell the vast majority of games abroad.

Paweł Miechowski
Partnerships manager, 11 bit studios
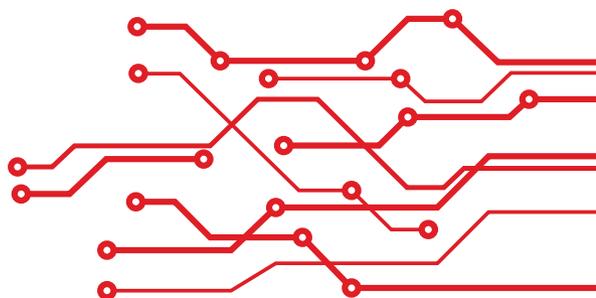
Polish technological startups

Chart 21. Specializations of Polish startups (%)

Big data – 15%

IoT – 14%

Analytics/research tools/business intelligence – 13%

Fintech – 11%

Martech – 10%

Productivity and management, ERP/CRM – 10%

Machine learning – 9%

Edtech – 9%

Programming and developer tools – 9%
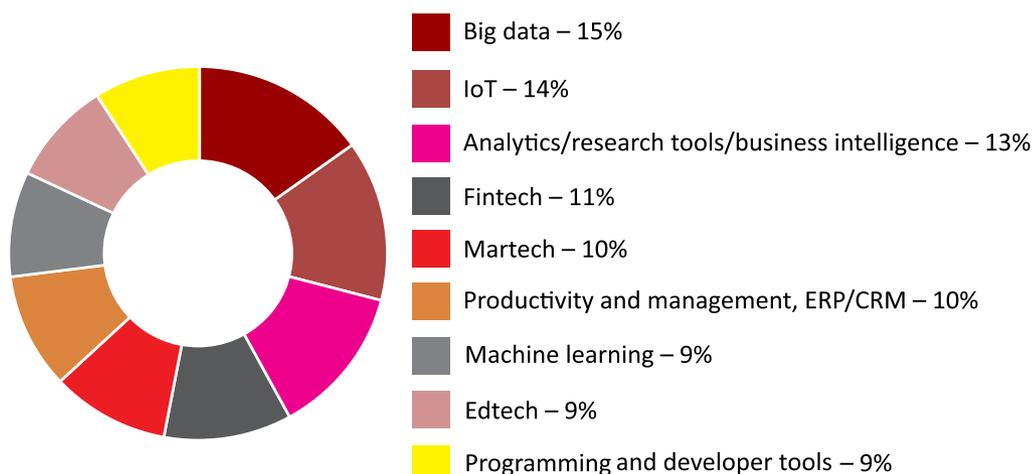
Polish startups 2018

- 46% of Polish startups are exporters
- 35% of them passed the local market test before selling the product globally
- Every fifth has its office abroad
- 1 of 3 works with a corporation
- 26% of startups have a female among founders
- 83% sells in the B2B model

Source: Startup Poland Foundation: Polish Startups Report 2018, The Golden Book of Venture Capital in Poland 2019

Public support for startups

- EUR 220 million from Polish Agency for Enterprise Development (PARP)
- EUR 110 million from National Capital Fund (KFK)
- EUR 60 million from National Centre for Research and Development (NCBiR)
- Another EUR 500 million to stimulate investment in innovative companies will be allocated by PFR Ventures

Source: Startup Poland Foundation: Polish Startups Report 2018, The Golden Book of Venture Capital in Poland 2019

Human capital – the strength of the Polish startup scene

While, according to the statistics, the specialty of Polish startups is Big Data and IoT, it is fintech (IT solutions for the financial sector) that recently attracts the largest group of investors.

From year-to-year, Polish startups are gradually moving towards the B2B business model – cooperation with large corporations, which in the course of their activity generate a large amount of data and need tools for their analysis. Very good knowledge of technologies such as machine learning allows Polish startups to create and deliver solutions needed by their corporate clients.

Human capital is one of the strong assets of the Polish startup scene. Computer science is currently the most popular field of study in Poland, with over 70 thousand academic students attending every year. Our programmers are among the best in the world. We have over 250 thousand software developers whose services are still cheaper than their American or Western European competitors. Compared

to other countries, in Poland women play a much larger role in creating innovative ventures – in Europe, we are in the first place in terms of the share of women-founders in startups.

Many global software houses focus mainly on maintaining their infrastructure. Polish companies, however, are doing great in custom, boutique projects as well as in creating new tailor-made solutions, even for giants such as Pinterest. They do not do it under their own brand, but they gain valuable experience, which may soon result in a globally recognizable enterprise.

Julia Krysztofiak-Szopa
President of the Startup Poland Foundation

Promising startups

Combining spatial design, 3D printing, programming, robotics and an e-learning platform into one educational ecosystem is the idea of the Skriware startup for effective teaching in the increasingly popular STEAM scheme (Science, Technology, Engineering, the Arts and Mathematics). Warsaw-based company wants to inspire users to act creatively and implement unconventional ideas through the creative use of its' methodology. The innovation and efficiency of Skriware solutions has been recognized, among others by Microsoft, which invited the startup to cooperate under a certified partner system. Last year, the company started distribution in 7 new regions, signing contracts in Singapore, Malaysia and Germany. Skriware uses new technologies also in social activities. In 2018, the company began cooperation with Coca-Cola as part of the "World Without Waste" program, combining children's education on environmental protection with digital competence education.

Photon is another Polish startup that is doing very well in the industry at the intersection of technology and education. It's the first interactive robot in the world which develops with your child. After pairing it with a tablet or computer, the user creates an account and begins to develop the skills of the robot and his own, performing tasks, teaching him logical thinking and programming. The design and appearance of Photon is the result of cooperation of the startup with children. During the first year of market debut (the beginning of 2018), 11 thousand copies of the robot were sold. In the spring of 2019, the company signed a distribution agreement in the United States, one of the largest edtech markets in the world.

One of the areas in which Polish technology startups have gained global recognition is the Internet of Things. Companies such as Estimote or Kontakt.io are among the world's leading producers of beacons. The latter, in addition to the production of these small electronic devices used for geolocation, is the only one on the market offering cloud-based solutions. They enable the users to manage the fleet of beacons from anywhere on Earth. Since its beginnings in 2013, the company has installed 1.5 million devices, and its services are currently used by 20 thousand clients from over one hundred countries. The rapid development of the company is reflected in acquisitions. Kontakt.io acquired, among others, one of the American production companies associated with IoT – ramp.digital from San Jose. Its boss and founder joined the Cracow based company and is currently responsible for the development of Simon AI, a new generation of software intended for managing beacon infrastructure.

Warsaw-based startup Talkin' Things is a complete IoT ecosystem provider for connected products to enable digital transformation of FMCG goods. Today, the company works with major international brands, such as Coca-Cola, GSK, Sanofi, Nestlé or L'Oréal to develop ideas and solutions for smart products. The long-term relationships with the world's biggest packaging companies:

MCC, CSI, West Rock and others resulted in the development of unique solutions and reliable mass production implementation techniques. Company offers the whole spectrum of technologies, from QR Codes, Augmented Reality trough NFC/RFID to temperature sensors for "Cold chain" monitoring, that can be used in different divisions within one company. Solutions offered by Talkin' Things prevent counterfeit, track delivery and can be used for digital marketing campaigns. Among them: the world's first, mass-produced packaging with embedded 2 stage NFC technology, which records each opening, thus preventing refilling original packaging with counterfeit content, and smart label that activates mobile AR app which can recognize the user's mood by analysing his or her facial expression.

Success stories

Having a good memory

GOODRAM is currently the only European producer of computer memory storage. The brand belongs to Wilk Elektronik SA, a company founded in 1991 by Wiesław Wilk. At first, the company run by Mr. Wilk imported and distributed memory chips for personal computers – first to Atari and Commodore, then to PCs. Over the past five years, it has become the leader on the domestic market, supplying 60% of its memory chips.

– With such a high percentage, the possibilities for domestic expansion have become limited. The need for exports became necessary for further growth, so I decided to build my own brand and start production in my own factory located in Poland – explains Wiesław Wilk, founder and President of Wilk SA, the owner of the GOODRAM brand.

In Poland, GOODRAM memory chips win the competition with global brands from Asia. The company from Łaziska Górne has a 40% share on the memory chip market, and 60% of the total production is exported. – We are present in 49 countries – 39 in Europe and 10 overseas. We were looking for partners by participating in business missions and visiting trade fairs. At first, in neighbouring countries such as Czechia and Ukraine – recalls President Wilk. The company currently has distributors

in France, Spain, Italy, Germany, Japan, Ukraine, Russia, Romania, Czechia and Slovakia.

– Our products can be found in shops in Paris, Moscow, Tokyo and Vladivostok. For customers we are synonymous with quality. We are perceived as a manufacturer which delivers a high-quality product at a competitive price – says Wiesław Wilk.

The product group which generates the biggest demand are the Dram memory modules and – more recently – solid-state drives (SSDs). To meet market expectations, President Wilk decided to produce memory chips dedicated to industrial devices operating in extreme conditions, e.g. at –20 degrees Celsius or for continuous up-time – 24 hours, seven days a week.

– They are used in cash registers, parking meters, industrial robots, infotainment systems in airplanes or systems controlling the display of information at railway stations or in trams and trains – explains Wilk. For this reason, GOODRAM products for the industry are built from special components suitable for work in extreme conditions and are subject to a special technological regime during production – e.g. they are tested in special climate chambers.

Go beyond the competences of competitors

Over 500 power plants around the world use the Transition Technologies's (TT) software, and the company currently has over 60 copyrighted products in its portfolio. Founded by Konrad Świrski in the early 90s, the company in its early years was a partner offering engineering services to the American Westinghouse Group, which at the time was implementing automation in Polish power plants.

– They were looking for Polish programmers and automation specialists who could implement and modify American systems for use in Polish power plants – recalls Konrad Świrski, President and founder of Transition Technologies.

Closer cooperation with the Americans allowed TT to spread its wings and invest in the production of proprietary software later licensed to foreign clients. At first, the company focused on creating software for power plants in Poland and other European countries. – Currently, most of the systems supporting wholesale of electricity in the country are our software – indicates President Świrski.

Over time, the offer was expanded to include IT solutions for industry, healthcare, gas, business, and the creation of mobile applications and outsourcing of IT services, and TT has grown into a group employing a total of 1.5 thousand specialists.

Since 2010, Transition Technologies has been granted the status of an independent research and development centre, joining a small group of just over thirty such centres in the country. R&D is one of the key areas for the group's development – on average, it allocates from 10 to even 20% of the budget.

Currently, the TT group has foreign offices in the United States, Germany, Sweden, Malaysia, Ukraine, Taiwan and the United Kingdom. In the UK, TT sells custom programming services on the government's Digital Marketplace bidding platform. The company's offer includes cloud technologies, the implementation of which is supported by e-learning, which goes beyond the competences of competitors and ensures a better quality of implementations. – We have also invested in the FlexThings SAS company specializing in IoT and AR from the French market – says Konrad Świrski.

The Group has created advanced operating systems for many industries. Nevertheless, President Świrski is most proud of the Seeing Assistant application – software for the visually impaired and blind people, which supports them in everyday life.

Out of passion for technology, Internet and advertising

In 2012, Robert Dyczkowski, Bartłomiej Romański, Daniel Surmacz and Paweł Chodaczek founded a technology company that quickly became a global enterprise. According to recent Deloitte and Financial Times reports, their RTB House is one of the fastest-growing technology companies in Europe.

– RTB House currently offers its services to over 1600 clients around the world, including Adidas, New Balance, Trivago, Defshop, Reebok, OLX, Decathlon – says Łukasz Abgarowicz, Business Development Director Benelux & Poland in RTB House.

The founders decided to start their own venture when they took note of the rapid development of real-time bidding (RTB) technology – enabling the purchase and sale of advertising space on websites in real-time – in the United States and Western Europe. – They believed that together they could create a solution that would meet the growing demand for the automation of the advertising purchase process, becoming a competitive alternative for key market players – adds Łukasz Abgarowicz.

RTB House is one of the few companies in the world which have developed and implemented a proprietary methodology which allows for the purchase of ads in the RTB model, fully based on deep learning technology. This gives a significant advantage over most of its competitors – better personalization of messages and better results by up to 50% compared to previous campaigns.

RTB House began its first campaigns in 2013 in Western, Central and Eastern Europe, and just two years later expanded to the markets of Indonesia, Malaysia, Taiwan and Vietnam. Within a few years, without additional external financing, the company opened local offices in New York, London, Tokyo, Singapore, Sao Paulo, Moscow, Istanbul, Dubai, Berlin, Prague and Warsaw. In January 2019, the international private equity Cinven signed an investment agreement with RTB House.

In 2017, the company generated nearly EUR 43.6 million revenue. However, RTB House does not intend to be complacent. – We plan to create and develop solutions in the field of digital marketing, that goes beyond available technologies – says Łukasz Abgarowicz. For this purpose, in parallel to the regular research and development department, the company created the AI Marketing Lab and Creatives Lab. They develop solutions like new, fully interactive banners, enriched with gamification theme and evaluation of displayed products.

75 times faster

– For over two decades, we have been designing tailor-made processors with optimized architecture to suit our client needs – says Jacek Hanke, co-founder and President of Digital Core Design.

DCD's first customer was a company from Germany that was looking for a tailor-made processor – faster and more economical than the competition. – We designed such a system, and this company, seeing the innovation of our solutions, has repeatedly benefited from DCD's work – he explains. Within two decades, the solutions designed by DCD have gained recognition among customers from all over the world – it is estimated that about 500 million electronic devices have been built based on them.

According to Jacek Hanke, 99% of the company's customers come from abroad, and its products are exported everywhere where modern electronics are designed – to Japan, the United States, China, Taiwan, Germany, India or Brazil. They are used, among others, in industrial machinery, consumer electronics, medical equipment, electric cars and autonomous vehicles.

The company from Bytom has over seventy different architectures in its portfolio. One of them is DQ80251, the world's fastest processor from the 8051 family, which is over 75 times faster than the standard created by Intel. – Until now, no one in the world has offered comparable performance to a system designed by DCD. This solution works perfectly in Industry 4.0, as well as IoT, consumer electronics, military and automotive sector – indicates Jacek Hanke.

DCD designed the first Polish commercial 32-bit D32PRO processor, which thanks to the extensive programming environment and intuitiveness can compete with products such as ARM MO-M3. The latest DCD solution, i.e. the CryptOne cryptographic system, was based on the computing power of D32PRO. They can be used in almost any electronic device – e-evidence, electronic documents, servers, payment terminals or transmission networks – providing it with an unsurpassed level of security.

However, these are not the only challenges that DCD engineers face. – In some devices it is not profitable to design new systems, because the functionality of the old solution provides the appropriate parameters. That is why we also undertake the tasks of replacing electronic circuits that are no longer manufactured (so-called obsolete parts). We are able to reproduce such a 1:1 system and even increase its functionality by implementing additional interfaces – adds Jacek Hanke.
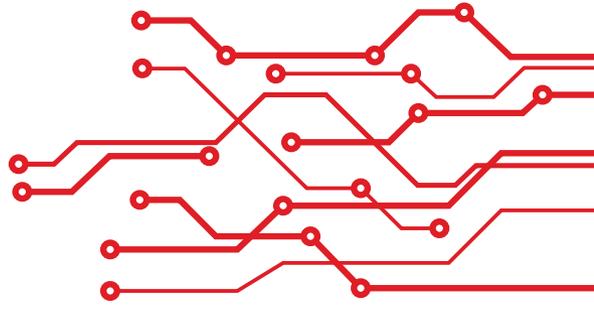
Polish IT/ICT companies
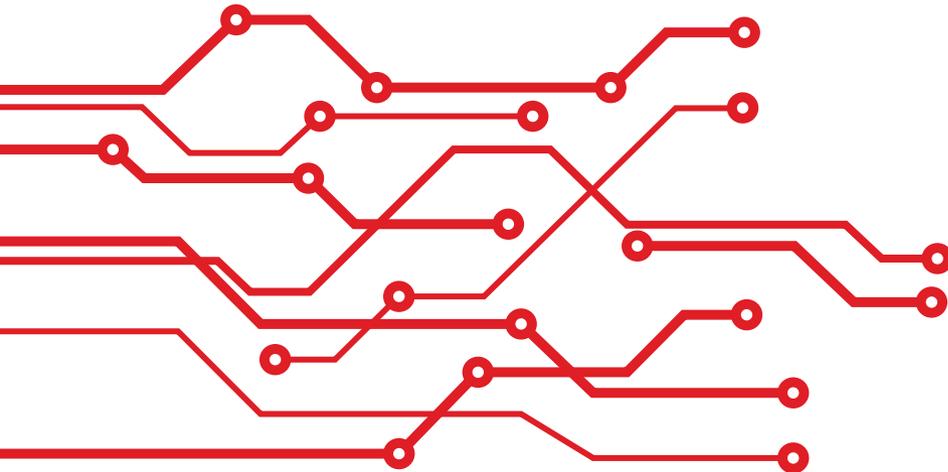
10Clouds

Finlandzka 10, 03-903 Warszawa
www.10clouds.com
tel.: +48 575 909 903
e-mail: hello@10clouds.com

Subsector: software development

We are 10Clouds, a top international design and development company,
named as one of the Fastest Growing Technology Companies in Central
Europe by Deloitte and Financial Times. We are helping our clients
change the world through technology. We have a team of more than
100 experienced developers and designers and we provide a wide range
of services related to web and mobile development, as well as product
design. In our work we use blockchain, machine learning and data science
to address the business needs of our customers. We've won several awards
for our work and have worked for a huge range of global clients, from
startups to large corporations such as Pinterest, PwC and Orange.
We are a member of the Software Development Association Poland (SoDA).

3Soft

Porcelanowa 23, 40-246 Katowice
www.3soft.pl
tel.: +48 32 204 27 86
e-mail: biuro@3soft.pl

Subsector: software development

We help companies implement the data-driven business approach. For over
15 years, we have been supporting the largest enterprises in gaining
and maintaining a competitive advantage through the use of dedicated
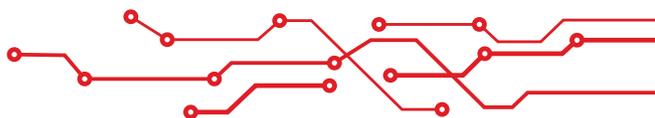
IT systems. We offer solutions in the fields of Artificial Intelligence, Data Management and Business Automation.

Our IT platforms allow collecting, processing and analysing data at scale. We specialize in providing solutions for clients from the financial and retail sectors. Thanks to the knowledge, experience and passion of our team, we implement technologically advanced projects, extracting business value from big datasets.

4EXPERIENCE

Widok 5, 43-300 Bielsko-Biała
www.4experience.co
tel.: +48 793 481 302
e-mail: contact@4experience.co

Subsector: AR, VR

Virtual and Augmented Reality development is our core competency. 4Experience is a Virtual Reality team of passionate, experienced, self-driven software experts and engineers who can extend your team or independently deliver custom-tailored solutions. We help businesses gain a competitive advantage with technology and software development. Our support starts with conceptualization and reaching up to your product launch and maintenance, as well as training your team. We offer full-stack solutions and software development services at the highest quality possible on all existing platforms and devices.

We have worked for Cisco, Ford, Omron, Walmart, Pfizer, Wells Fargo, Denver Broncos, STRABAG, Carrefour, Tauron, Viessmann, IKEA, Nike, MGA Entertainment and many more.
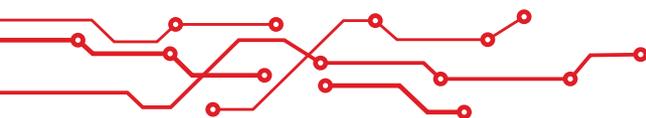
Aberit Interactive Agency & Software House

Langiewicza 50, 35-021 Rzeszów
www.aberit.eu
tel.: +48 783 202 124
e-mail: biuro@aberit.eu

Subsector: big data, CRM, IoT, software development, startup

We specialize in CRM systems, IT outsourcing, mobile solutions, dedicated systems, Big Data applications and data management systems. We also specialize in processes analysis and implementation of optimization and value through new innovative technologies.

One of the 30 best startups in Europe (Wolves Summit 2018) and one of the 246 most innovative projects in Europe, with only 4 projects from Poland funded in a prestige European Union's Program – Horizon 2020 with WARMHIVE project.

The winner of Grand Prix of "Żagle Biznesu SGH" Intelligent Organizations 2019 at Warsaw School of Economic and nominated for the World Summit Award 2019 for their innovative project Multi-Detect.

ABSOLUT Systems

Domaniewska 37/2.43, 02-672 Warszawa
www.absolutsystems.com
tel.: +48 518 022 295
e-mail: contact@absolutsystems.com

Subsector: machine learning, software development

Since 2013, Absolut Systems has been delivering technology solutions tailored to business needs. We specialize in cyber and software security,
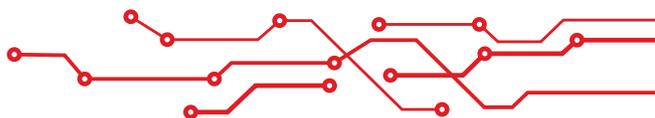
UX/UI design, innovation audits, mobile and web applications, complex web platforms development, backend development.

Accrea Engineering

Hiacyntowa 20, 20-143 Lublin
www.accrea.com
tel.: +48 817 479 095
e-mail: sales@accrea.com

Subsector: hardware

Accrea is a research-oriented company. The company is engaged in the design, prototyping and production of robots. All Accrea projects are created according to expertise and knowledge of the latest technologies.

Adit

Drukarska 18/5, 30-348 Kraków
www.adit.pl
tel.: +48 12 376 95 08
e-mail: kontakt@adit.pl

Subsector: IT security, software services

Adit Ltd is a cybersecurity competence centre providing various kinds of trainings and services related to IT security.
The company goal is focused on delivering IT administrators, IT architects, CIOs, CISOs, projects managers and other persons interested in growing their IT skills, highest quality know-how via online and onsite classes. Adit portfolio contains certification and administration trainings, premium support and implementation services and IT outsourcing.

As an authorized training centre Adit provides WatchGuard, SolarWinds and Cososys Endpoint Protector system management courses run by certified engineers who share their knowledge, experience assuring the best quality of experience.

Agendo

Grunwaldzka 19, 35-068 Rzeszów
www.agendo.pl
tel.: +48 669 514 784
e-mail: biuro@agendo.pl

Subsector: e-commerce, software development

Since 2005, we have been present on the IT market providing effective and competitive solutions. We have implemented Internet projects for many companies and institutions, our team is a support during the whole process of creation and promotion of each idea. We specialize in web design, mobile applications, UI/UX and e-commerce.

AI4Creative

Narutowicza 55B, 20-016 Lublin
www.ai4creative.com
tel.: +48 81 743 51 09
e-mail: contact@ai4creative.com

Subsector: graphic art design, PaaS, SaaS

We aim to build advanced AI solutions. OptiwAI SaaS solution uses the power of Artificial Intelligent algorithms to efficiently increase the quality of your images without any effort from your side.
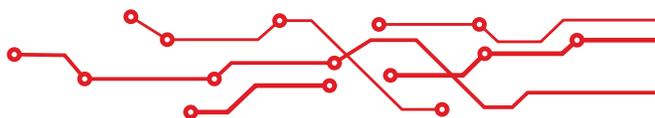
OptiwAI SaaS solution is powered by the latest AI technology to correct the dynamics of the image range. OptiwAI SaaS enables the most modern painting of images to remove defects in photos, natural correction of skin tones and many other unique functions.

We support our customers in balance sheet management, which requires the attention of owners in implementing resource efficiency improvements with a fast ROI's.

All in! Games

Osiedle Złotego Wieku 89, 31-618 Kraków
www.allingames.com
tel.: +48 575 999 037
e-mail: contact@allingames.com

Subsector: gaming

All in! Games is a video game publishing and production company. Founded in 2018, we have already signed nearly twenty titles to bring to the market and are quickly expanding our presence on global markets. Having already raised EUR 10 million in initial capital, All in! Games is well positioned to continue this early growth stage and make the successful transition toward stable, long-term development in a market that has proven to be resilient to economic turbulence and larger financial downturns, making it an attractive investment opportunity. Some of the titles in our portfolio are Ghostrunner (One More Level), Tools Up! (The Knights of Unity), Fort Triumph (CookieByte) and Space Company Simulator (INTERMARUM).
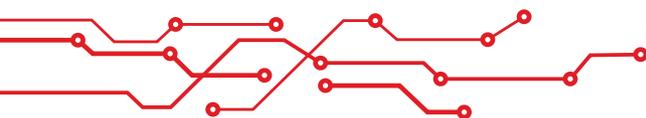
ALLPlayer Group

Sułkowskiego 55, 94-307 Łódź
www.allplayergroup.com
tel.: +48 505 243 394
e-mail: info@allplayer.org

Subsector: AI, software development

We are a software developer. We have launched programs known
to millions of users – ALLPlayer – the most popular Polish movie player,
Catzilla computer benchmark and many more. We are also implementing
the concept of Sara AI – a strong Artificial Intelligence.

amb software

Sulechowska 1, 65-022 Zielona Góra
www.ambsoft.pl
tel.: +48 68 453 70 40
e-mail: office@ambsoft.pl

Subsector: computer services, software development

amb software is an IT group that specializes in high quality IT solutions
development using agile project management technologies. Our full
range of IT services include web, mobile & cloud solutions, IT consulting,
outsourcing & nearshoring services, Digital Asset Management
and a unique 360-degree Product Lifecycle Management Service.
Additionally, you can find innovation, passion and 19+ years of experience
at the heart of each of our services. Our top talents of IT Architects,
Front-end & Back-end Developers, PMs, POs, DevOps, QAs & Testers,
ScrumMasters and Analysts have an extensive knowledge about many
programming languages, web technologies and cloud computing, as well

as great experience regarding dev&CI and testing&QA tools, all modern backend technologies, databases and many others.

ANDRA

Pryzmaty 6/8, 02-226 Warszawa
www.comander.eu
tel.: +48 22 533 63 00
e-mail: comander@andra.com.pl

Subsector: electronics, IoT, M2M

ANDRA offers a complete solution based on the M2M/IoT communications to optimize processes at different levels of utility supply such as energy, water, heat and gas. The process optimization is done by collecting data through telemetry equipment (meters and sensors) and wireless connectivity devices. The systems include advanced terminals and routers that provide data recording, automatic meter reading and sending alarms. The experience in the M2M sector confirmed sales of more than 350.000 IoT modems and routers.

Angry Nerds

Braniborska 40/4B, 53-680 Wrocław
www.angrynerds.pl
tel.: +48 603 151 333
e-mail: hello@angrynerds.pl

Subsector: software development

Angry Nerds is a custom software development company based in Wrocław. We're experienced in designing and delivering innovative

digital products in the field of cloud computing, Internet of Things, AR/VR and more. We also provide technology consultation, as well as offshoring and nearshoring partnership. Since 2015, we have completed over 200 projects for companies from all over the world, including the United States, the United Kingdom, France, Austria, the Netherlands, and Norway. We cover the full lifecycle of the project: design, development, deployment, and maintenance.
We are a member of Software Development Association Poland (SoDA).

Antologic

Władysława Reymonta 13, 50-225 Wrocław
www.antologic.com
tel.: +48 501 155 205
e-mail: jakub.kazek@antologic.com

Subsector: software development

We are Antologic, a group of over 50 software developers. We specialize in e-commerce, CMS and business intelligence. With our highly skilled programmers, working in SAP Hybris, Nemesis, Adobe Experience Manager, and J2EE technologies, we have the experience that you can truly rely on. We are a member of ITCorner and the Software Development Association Poland (SoDA).

Anymind

Aleja 3 Maja 9, 30-062 Kraków
www.anymind.com
tel.: +48 537 315 800
e-mail: hello@anymind.com
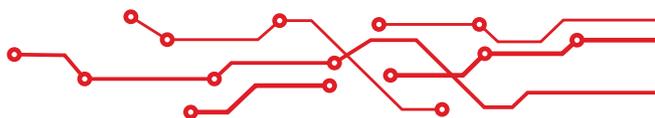
Subsector: software, marketplace

Anymind is a marketplace app that enables people to sell and acquire on-demand advice via pay-as-you-go live audio and video consultations. Our platform consists of a search engine powered by an ML-based algorithm and other features like payment processing, smart rating system, complaints management, and more. In the near future, we plan to make use of voice assistants and create a voice user interface in our applications. We are also developing Anymind for organizations – a platform for easy on-demand access to specialists for both at-work and after-work issues that employees face every day. At work, specialists can help them do their duties better and faster. After-work, the employees can get the benefit of peace of mind thanks to instant access to parental, health, diet, accounting and other kinds of support.

App'n'roll

Jana Czeczota 9, 02-607 Warszawa
www.appnroll.com
tel.: +48 537 628 269
e-mail: hello@appnroll.com

Subsector: software development

App'n'roll is an experienced team of business-driven people who have spent years building world-class products and companies. We focus on product design, mobile & web development. Since 2012, we have delivered tens of international projects, mostly for clients from Western Europe and the United States.
We have been partnering with entrepreneurs to make their idea a reality. We are a great match for clients who want to build their own startup
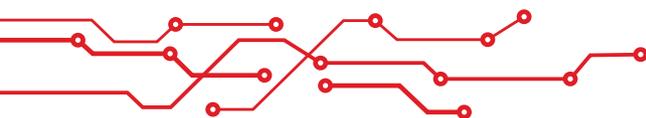
or need a hand scaling up their business. Our work has been appreciated by the designer's community on Behance and Dribbble.

Applandeo

Miłkowskiego 3/302, 30-349 Kraków
www.applandeo.com
e-mail: hi@applandeo.com

Subsector: big data, IoT, software development

We build tailor-made high performance software solutions for businesses across a wide range of industries including logistics, technology, finance, insurance, HR management, tourism and hospitality and marketing.
We specialize in custom web and mobile applications development, tech stack migration, big data and IoT solutions. We have been a trusted technology partner for our clients from Norway, Sweden, the United Kingdom, Switzerland, the United States, the United Arab Emirates, and other countries worldwide.
We are a member of Software Development Association Poland (SoDA).

Appliscale

Prof. M. Życzkowskiego 14, 31-864 Kraków
www.appliscale.io
tel.: +48 669 202 462
e-mail: sales@appliscale.io

Subsector: consulting, software development

Appliscale is a software development company that has worked with some of the biggest names in digital advertising, online gaming, digital publishing
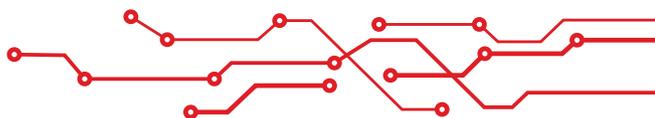
and rocket production. Our references speak for themselves – the former AOL Platforms CTO, former NYIAX CEO and current Eleven Digital CEO, Chief Software Architect Novomatic, former SVP Stroeer Labs, Enterprise Systems Manager and Virgin Orbit.

We are experienced in designing and building highly scalable systems for some of the world's largest technology companies such as Apple, Netscape, Sun Microsystems, AOL, Verizon and Ubiquiti Networks.

We are a member of the Software Development Association Poland (SoDA).

ArCADiasoft

Sienkiewicza 85/87, 90-057 Łódź
www.arcadiabimsystem.com
tel.: +48 42 211 94 00
e-mail: contact@arcadiasoft.eu

Subsector: software for construction and architecture

ArCADiasoft has over 20 years of experience in creating computer applications for the construction industry and more than 100 products for architects and engineers. The programs range from structural design, interior and installation design, energy performance of buildings calculations, to buildings' surroundings design.

ArCADia BIM is the flagship product that is sold all over the world and received numerous awards. It contains 20 industry-specific modules including installation solutions for water, sewage, electricity, heating, etc., and programs meant for engineers to construct and calculate.

These programs use a common database of objects (buildings), enable full cooperation between the various industries and the exchange of information and projects within and outside the system.
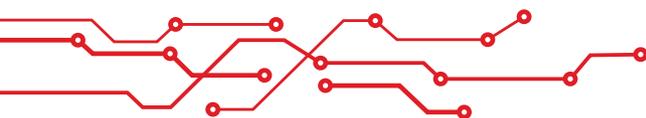
Asseco Data Systems

Podolska 21, 81-321 Gdynia
www.assecods.pl/en/
tel.: +48 22 525 86 01
e-mail: kontakt@assecods.pl

Subsector: cloud solutions, data security, software development

Asseco Data Systems SA is a developer of software for companies and public administration bodies offering dedicated applications, cloud solutions, smart city solutions, HR management systems,data security and mass communication. The company integrates knowledge and experience of 900 experts and a multitude of competencies making it a credible partner in creating developing and maintaining IT systems both for the business and the public sector. The driving force behind Asseco Data Systems SA is its close contact with the customer and excellent understanding of its needs supported by operations carried out in several offices throughout Poland. Those assets enable the flexibility typical for smaller companies while drawing upon the Asseco Group potential – the Polish IT giant with an international scale of operation.

Avra

Powstańców Śląskich 7a, 53-332 Wrocław
www.avra.pl
tel.: +48 603 431 529
e-mail: biuro@avra.pl

Subsector: software development

Avra is an agile software house based in Wrocław. Since 2004 we have been specializing in building end-to-end software solutions for startups,
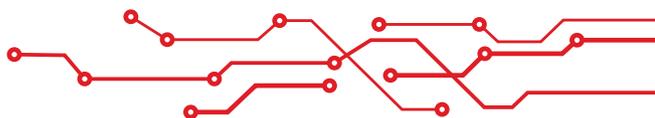
companies and system integrations (Mule ESB). Avra Software gained the trust of many valuable clients and have developed the software product for companies such as MyBenefit, Pitax.pl, Leroy Merlin, and many others. Currently, Avra employs over 60 IT specialists – the entire team works on-site in our headquarter in the centre of Wrocław. They maintain their excellence by continuous certification in Java, Oracle, ISTQB, MuleSoft, Scrum.org, and others. We believe in long-term and partner relationships. That's why our clients have been with us for almost 10 years.
We are a member of the Software Development Association Poland (SoDA).

B-MIND

Libelta 29A/10, 61-707 Poznań
www.b-mind.co
tel.: +48 61 226 79 90
e-mail: newbusiness@b-mind.co

Subsector: business processes digitization, consulting, e-commerce, IoT, outsourcing, software development, UX design, web development

B-MIND makes it easy to use powerful web and mobile applications with the best ready-made and custom solutions. We work with industries like IoT, Industry 4.0, media, healthcare & insurance, manufacturing, entertainment & lifestyle, travel & transportation, automotive, administration & HR, e-commerce & retail, ERP, CRM.
We are a member of the Software Development Association Poland (SoDA).
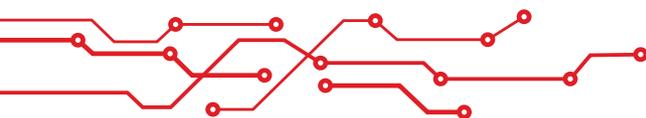
Bakotech

Drukarska 18/5, 30-348 Kraków
www.bakotech.pl
tel.: +48 12 376 95 08
e-mail: kontakt@bakotech.pl

Subsector: hardware services, software development

Bakotech Ltd. is part of BAKOTECH international distribution group.
As a specialized distributor in the field of IT security and network
monitoring, we focus on delivering top products and high-quality
value-added services across Central and Eastern Europe, particularly
in Poland, Czechia, Slovakia, Hungary, Romania, Bulgaria, Slovenia
and Croatia.
We offer a wide range of IT solutions, including anti-viruses, anti-spam, full
disk encryption, DLP, SIEM, vulnerability scanners, change audit solutions
and various types of network monitoring solutions.

BeCREO Technologies

Plac Władysława Andersa 7, 61-894 Poznań
www.becreo.com
tel.: +48 697 070 858
e-mail: pawel.czerwony@becreo.com

Subsector: EdTech

We operate in product development for educational purposes in the areas
of programming and building smart electronic circuits. Thanks to close
cooperation with top research centres, BeCREO Technologies has
access to excellent insights about the potential of innovative ideas.
The strength of the company lies in its experience with the improvement
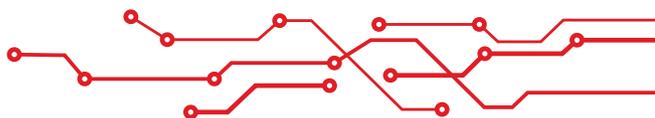
and subsequent commercialization of incubated research projects. BeCREO is a modular teaching platform introducing the basics of coding, electronics, mechatronics and robotics to children. The environment comprises a set of electronic, programmable modules, and an application containing a comprehensive course of lessons and challenges at gradually increasing levels of difficulty.

Billon

Aleja Jana Pawła II 29, 00-867 Warszawa
www.billongroup.com
e-mail: contact@billongroup.com

Subsector: blockhchain, DLT

Billon created the first enterprise DLT system unifying national currency transactions, document and identity management into a single architectural system. We solved the challenge of transacting micropayment at scale, and we encrypt documents and data on-chain, unleashing the transformational DLT capacities in the regulated world. Billon's high-performance DLT system is designed to deliver tangible business results in the areas of Account and Transactions, Trusted Documents, and Identity and Data Sharing.
Billon's DLT protocol has been supported by many R&D grants, including the EU Horizon 2020 program. Billon is licensed to issue electronic money in the United Kingdom and Poland, and employs a global team of more than 80 professionals in its two offices in London and Warsaw.
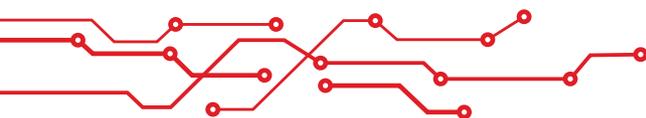
BinarApps

Franklina Delano Roosevelta 6, 90-056 Łódź
www.binarapps.com
tel.: +48 575 744 144
e-mail: contact@binarapps.com

Subsector: software development

BinarApps is a software house that provides complex IT solutions for startups and corporate clients. We have served clients from 16 countries on 4 continents, and successfully completed over 100 projects from various fields. Over 70 specialists take projects through every stage of development. We create applications and programs from scratch, optimize existing application codes, and offer comprehensive maintenance. The best results follow close cooperation, so we work as an extension of our clients' core tech teams, report directly to technical co-founders, CTOs or product owners. Where a CTO isn't present, we take over the role to design the tech development road map, and then manage the process.

Black Mouse

Zamknięta 10, 30-554 Kraków
www.blackmouse.eu
tel.: +48 692 301 495
e-mail: contact@blackmouse.eu

Subsector: gaming, consulting

Black Mouse specializes in creating engaging games, applications and experiences in VR. Despite its brief time in the market, Black Mouse has already one game to its credit, Profundum, which was awarded the 2nd place at the internationally acclaimed Game Industry Conference 2018
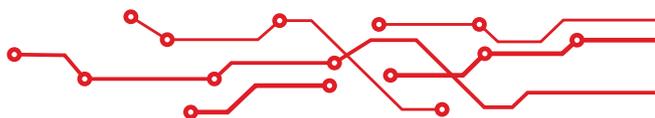
in Poland. The team is currently working on two new titles: Beat Boxing and Mirovia.

The company develops outsourced and in-house games and applications for home computers, video game consoles, and mobile devices. Our services range from preparing a new brand-compliant game and application design, through graphics, animations, and sound effects, to target-platform development and post-release tech support, marketing assistance, and promotion throughout the process.

Blue Paprica

Kujawska 18/2, 30-042 Kraków
www.bluepaprica.com
tel.: +48 535 501 035
e-mail: hello@bluepaprica.com

Subsector: business processes digitization, e-commerce, outsourcing, web development, UX design

We develop great projects for digital retailers and service providers, media companies and advertising/marketing agencies. We work for both corporate clients and SMBs across a wide array of business fields like transportation, digital retail, fintech, consulting, BI and publishing. We specialize in e-commerce development and maintenance, custom web-based systems, UX/UI design and audit services.
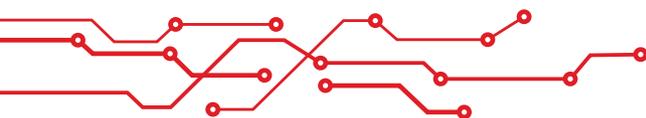
BlueRider.Software

Sienkiewicza 40A, 15-004 Białystok
www.bluerider.software.com
tel.: +48 79 196 36 58
e-mail: office@bluerider.software

Subsector: BPM, business processes digitization, content marketing, consulting, web and cloud applications, SaaS, software development

We are a software house specialized in AI, NLP, Image Recognition, Predictive Analysis, dedicated web and cloud applications development, as well as business processes digitization, content marketing and IT consulting.
We are a member of the Software Development Association (SoDA).

BMM

Przemysłowa 4A, 35-105 Rzeszów
www.bmm.com.pl
tel.: +48 17 852 09 44
e-mail: kontakt@bmm.com.pl

Subsector: healthcare solutions, HR solutions, software development

BMM is a company specialized in consulting, software development and implementation.
Our company is specialized mostly in hospital reengineering processes, digital technologies, human resources and cost management.
We also built our experience on working with manufacturing and trading companies.
Our consulting activity generally refers to drug and material management, employee time management and effective equipment use. The goal
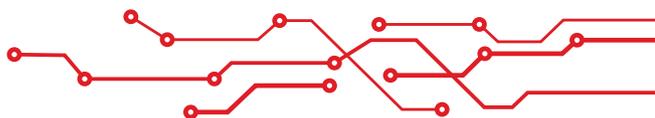
of our projects is decreasing costs, increasing outcomes, improving quality and risks management. We also support organizations in the change management chain.

BMS

Aleja Słowiańska 10B, 01-695 Warszawa
www.bms.com.pl
tel.: +48 22 824 14 25
e-mail: bms@bms.com.pl

Subsector: Alfresco technology, ECM, document management, fintech

BMS is the Polish leader in developing solutions dedicated to the financial and banking sector. We offer to banks and financial institutions our ready-made solutions that we adapt to their specific requirements and needs, as well as systems developed from scratch based on customer requirements. We are also experienced in document management and BMS is the official Alfresco representative and its subscriptions distributor in Poland. We offer products and solutions based on Alfresco technology, as well as consulting and implementation support. Our product portfolio includes OZYRYS – mass payment processing solution, IZYDA – modern factoring system, AVARO – cash management and optimization platform, OLIMPIA – liquidity management platform, IBIS – treasury management platform, Alfresco and document management.
We are a member of the Software Development Association (SoDA).

Bpower2

Sztabowa 89/5, 53-313 Wrocław
www.bpower2.com
tel.: +48 515 114 362
e-mail: office@bpower2.com

Subsector: Lean Office

Bpower2 is a world-class innovative software categorized as Enterprise Information Management (EIM) solutions, which help offices to increase productivity at work. Bpower2 includes the use of organisational brain, based on Artificial Intelligence (AI):

- ready library of mosaic of process
- automatic menu based on process diagram
- real-time graphic view of process flow
- process multiplexer
- decision suggestion – automatically supplemented with dynamic elements of processes such as actions and data
- based on multidimensional vectors forms, lists, kanban views and calendar.

Brandoo

Stanisława Żołkiewskiego 2/2, 70-345 Szczecin
www.ibrandoo.com
tel.: +48 531 993 900
e-mail: info@brandoo.pl

Subsector: software development

Brandoo Ltd. has been on the market since 2009. The company specializes in Internet marketing, branding and the creation of dedicated web tools.
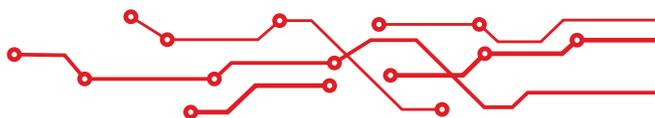
We are known for our individual approach to the customer and the use of the most modern tools including video, VR and AR.

We have several proprietary solutions and highly educated staff. We serve mainly corporate clients.

BUILD IT UP

Powstańców Warszawy 19, 81-718 Sopot
www.builditup.eu
tel.: + 48 58 771 79 70
e-mail: biuro@builditup.eu

Subsector: consulting services, hardware services, software services

The company operates in the following areas: robotization of business processes, business intelligence, and creation of web and desktop applications for Windows enhancing SMEs operations in C#, ASP, Visual Basic, Visual Basic .NET, MS SQL technologies. We offer IT infrastructure design and implementation services. We offer Sage Symphony software supporting company management in three product lines.

byteLAKE

Plac Solny 14 lok. 3, 50-062 Wrocław
www.bytelake.com
tel.: +48 508 091 885
e-mail: welcome@byteLAKE.com

Subsector: AI, deep learning, HPC, machine learning

We build AI and HPC solutions. We use machine learning and deep learning to bring automation and optimize operations in businesses across various

industries. Our modules read data of different types and transform it into knowledge, i.e. detect objects or shapes and answer why something happened or will likely happen. We create highly optimized software for supercomputers. We are strong in programming, math and data science. We specialize in AI (highly optimized AI engines to analyse text, image, video, time-series data) and HPC (highly optimized applications and kernels for HPC architectures powered by Intel, NVIDIA and Xilinx Alveo FPGA technologies).

BZ Group

Jasionka 948, 36-002 Jasionka
www.doradcainformatyczny.pl
tel.: +48 535 130 605
e-mail: biuro@bzgroup.pl

Subsector: software services

BZ Group is the owner of the Doradca Informatyczny brand. This is a modern service that allows you to use the help of a technical expert without leaving your home. The customer receives a telephone assistance, or a specialist remotely connects to their computer.
The scope of service includes protection against viruses, recovery of important files, installation and updating of software, configuration of mailboxes, reporting failures to operators or support in the operations or selections of programs. We cooperate only with experienced IT specialists, analysts and programmers.
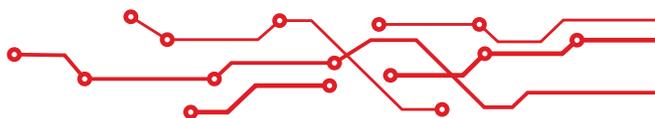
Calamari

Chmielna 2/31, 00-020 Warszawa
www.calamari.io
tel.: +48 60 227 78 67
e-mail: team@calamari.io

Subsector: software development

Calamari was founded in 2014. We created the system which helps
in time-off tracking and attendance management. It allows you to plan
and track all types of absences. You can also track time using different
useful clocking methods. This simple and easy to use tool offers many
features including employee time tracking, timesheets, manual time
entries, and approval flow. Our uniqueness is based on integrations
and great customer support. Additionally, in many cases when you
buy cloud-based software, you don't know anything about its future.
We publish product roadmap, where you can track all the features which
we plan to deliver.

CCA Europe.pl

Piłsudskiego 13, 50-048, Wrocław
www.ccaeurope.pl
tel.: +48 603 762 673
e-mail: kontakt@ccaeurope.pl

Subsector: FinTech, startup

CCA Europe.pl is a dynamic group of IT experts offering modern solutions
for banking and financial institutions worldwide. We specialize in delivering
projects within the domains of Central Banking Systems enhancements,
payments, cards, Internet banking application, mobile applications,
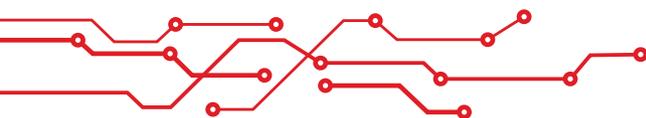
and process automation. We're also successfully supporting clients with testing services including manual and automated testing.

As an innovative institution, we use the most up-to-date technologies and project management methodologies (Agile, Scrum, Kanban, PRINCE2). We're proficient at all stages of a complete software production lifecycle process (E2E), from analysis up until development, testing, and deployment.

We are a member of the Software Development Association Poland (SODA).

Ceesoft

Drukarska 18/5, 30-348 Kraków
www.ceesoft.eu
tel.: +48 12 376 95 08
e-mail: office@ceesoft.eu

Subsector: software services

Ceesoft provides IT managed security services. Working with the most innovative suppliers, we offer the highest standard of security and best protection in real-time for any kind of organization, regardless of time, place and customer IT environment platform. Our base offer contains endpoint protection service (AV, AS, DNS), network protection service (UTM, multi-factor authentication) and data protection service (DLP). In addition to the base offer, we provide a wide range of add-on services, including sales and presales consultations, free of charge test period for managed service providers and their customers, support with implementation, administration trainings as well as automation around customer management, billings and provisioning.
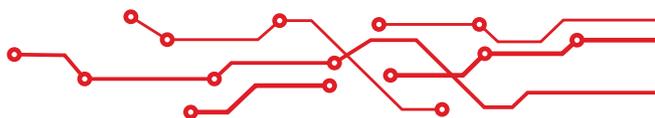
CinematicVR

Klementyny Hoffmanowej 19, 35-016 Rzeszów
www.cinematicvr.pl
tel.: +48 600 379 970
e-mail: kontakt@cinematicvr.pl

Subsector: AR, software development, VR

CinematicVR is a Polish, B2B-oriented XR production studio. We use VR & AR to showcase the products and services of our clients. Our team consists of experienced filmmakers and developers working with transmedia, VR, AR and interactive storytelling. We develop advanced, interactive applications for all platforms, produce VR videos an live streams for marketing and training purposes.

CLEVERly

Adama Bochenka 25C/329, 30-693 Kraków
www.cleverly.pl
tel.: +48 600 035 044
e-mail: contact@cleverly.pl

Subsector: business development, consulting, marketing

Since 2014 CLEVERly has been delivering complex business services for the IT vendors, high-tech companies and startups all over the globe. CLEVERly partners with complex projects, where sales targets, brand recognition, effective business processes or pre-qualified leads are a challenge.
CLEVERly services include local and international business development, sales, marketing and PR strategy planning and execution, PR and media communication, professional services (board advisory, interim
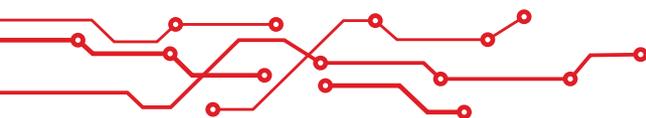
management, technology, and business partnerships), development of new, innovative start-up technologies.

Among our customers are Acronis, Axence, Aerohive, Barracuda, F-Secure, SonicWall, Nuvias, Fujitsu, Eaton.

Codahead

Rydlówka 20, 30-363 Kraków
www.codahead.com
tel.: +48 536 008 632
e-mail: codahead@codahead.com

Subsector: AI, blockchain, hardware, outsourcing, software development

Codahead provides custom software and hardware development, outsourcing and team augmentation. We deliver designs, MVPs and final products and specialize in IoT, AI, Blockchain and online payments.

CODE:ME Foundation

Aleja Wojska Polskiego 41, 80-268 Gdańsk
www.codeme.pl
tel.: +48 732 012 597
e-mail: kontakt@codeme.pl

Subsector: education

CODE:ME Foundation is a programming school that offers more than a possibility to learn a programming language. Through teaching programming, we help people enter the IT market or broaden their competences.
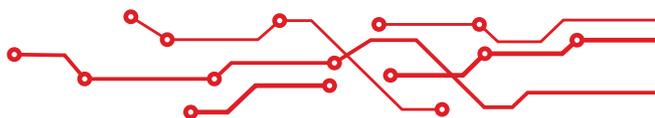
We have provided training for over 1800 people. We have already worked with companies such as Ericsson, University of Gdańsk or the Polish Police. Besides courses and teaching, CODE:ME Foundation is one of the biggest organisers of hackathons and other IT-related events in Poland like NASA Space Apps Challenge and Global Game Jam.

Codequest

Plac Dąbrowskiego 1, 00-057, Warszawa
www.codequest.com
tel.: +48 602 123 249
e-mail: hello@codequest.com

Subsector: software development

Codequest delivers products for startups, SMBs and big organizations.
We make sure that every line of code we deliver is robust, secure and easily maintainable.
We have built a whole product dedicated to code quality,
codebeat.co. Codebeat is an automated code review tool for web
and mobile applications. Its customers are companies and open source
developers from all around the world.
Due to our experience with in-house projects and business ventures,
we are a perfect match for organizations in need of a technological partner
who understand all aspects of running scalable software products.

Codete

Olszańska 7, 31-513 Kraków
www.codete.com
tel.: +48 881 787 226
e-mail: mail@codete.com

Subsector: software development

Codete is an IT consulting and software development company, helping enterprises to use emerging technologies such as Big Data & Data Science to create a powerful business advantage. We advise on digitalization and implement IT solutions combining top quality with being agile. Codete operates globally in different business sectors, such as fintech, e-commerce and retail, travel, healthtech, advertising and marketing, automotive, logistics, media and entertainment. Our customers are mostly tech scale-ups and multinational corporations from DACH area, the United States, Scandinavia and the United Kingdom.

Codibly

Długa 72, 31-146 Kraków
www.codibly.com
tel.: +48 538 973 377
e-mail: office@codibly.com

Subsector: energy, software development

We started as a small software house, wanting to deliver perfect technology solutions. After eight years, with over 60 people on board, we are extending it into technology that makes a difference and has a tangible impact on the world of everyday life. We focus on harnessing cutting-edge technology, talent and innovation to create sustainability solutions for
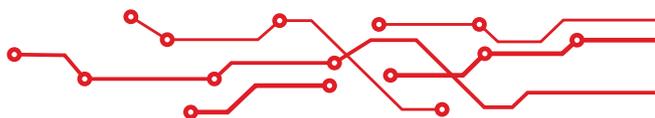
the energy and utilities sectors in particular. We believe that's the area we can impact the most, transforming energy businesses into digitalized and efficient enterprises with digital sustainability as the very core of their strategy. Our goal is to actively take part in creating a positive future based on renewable energy for both clients' business and the environment.
We are a member of the Software Development Association Poland (SoDA).

Concise Software

Geodetów 1, 35-328 Rzeszów
www.concisesoftware.com
tel.: +48 17 856 40 05
e-mail: success@concisesoftware.com

Subsector: consulting, software development

We are a software house specializing in blockchain, IoT, automotive, web and mobile applications. For 11 years we have been operating on a global scale, but the heart of our team beats invariably in Rzeszów. We are a harmonious team of engineers and designers, who every day help their partners to create an innovative and integrated world. These include Jaguar, Red Bull, Panasonic, Delivery Hero, Bosch and Neufund. Our engineers are also at the forefront of the blockchain technology.
We are a member of the Software Development Association Poland (SoDA).

Consdata

Bolesława Krysiewicza 9/14, 61-825 Poznań
www.consdata.com
tel.: +48 783 383 153
e-mail: mulaszewski@consdata.pl
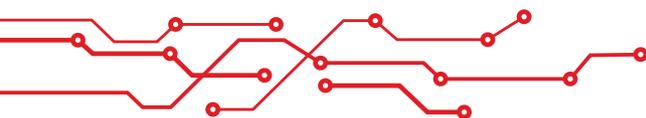
Subsector: fintech, software for insurance and banking sector

We are a modern software company, specializing in providing services to banks, financial institutions and government organizations. Currently, we cooperate with the seven largest banks in Poland, including mBank, PKO Bank Polski, Santander and Credit Agricole.

Our implementations directly improve customer experience of individual and corporate customers in the largest banks. We have developed a comprehensive platform for banks to significantly enhance and support their front-end communication with customers. Developed by Consdata, the Eximee Platform fosters sales development, client conversion and business velocity by fully automating the e-form management. We also specialize in providing modern solutions for corporate banking.

We are a member of the Software Development Association (SoDA).

Consileon Polska

Cyfrowa 8, 71-441 Szczecin
www.consileon.pl
tel.: +48 91 886 47 20
e-mail: biuro@consileon.pl

Subsector: consulting, software development

Consileon Polska is a company that delivers innovative tailor-made software solutions and IT services for clients from various business sectors. A team of high-class IT consultants advises, designs and creates solutions that support key business processes.

Consileon Polska specializes in developing software applications, as well as diagnosing problems with already implemented technologies often working directly with the client from the point that a business need
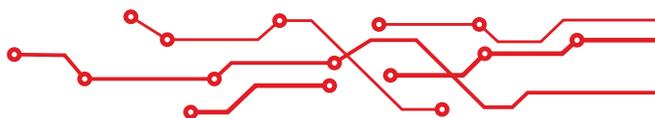
emerges. Their IT specialists are also "special tasks commandos" able to save IT project at every stage.

CORMO software house

Prosta 68, 00-838 Warszawa
www.cormo.pl
tel.: +48 601 82 83 25
e-mail: kontakt@cormo.pl

Subsector: fintech

CORMO specializes in creating comprehensive software for fintech companies. We provide dedicated web systems using frontend technologies based on HTML5, CSS3, JavaScript, jQuery, Bootstrap, Angular, Vue, etc. Our backend team works in PHP (Laravel, Zend), MySQL, PostgreSQL, SOAP, REST etc. We also write mobile applications as well as native applications referring to a given system.

createIT

Wasiutyńskiego 16, 00-707 Warszawa
www.createit.com
tel.: +48 22 378 33 79
e-mail: welcome@createit.com

Subsector: B2C & B2B web systems, wholesale & retail e-shops, web development, staff augmentation, online gambling

As a passionate group of professionals with the love for web and mobile technologies, we have been successfully serving our clients for the past 15 years. Our 60+ developer team creates cutting-edge complex B2B
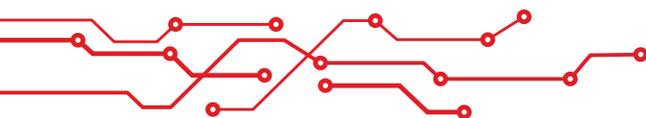
and B2C web systems and apps as well as delivers top-notch direct
outsourcing services.

We work in multiple frameworks but we hold special feelings and are
experts in Symfony, WordPress, OXID, React, Flutter and Blockchain.
We have implemented 234 web projects including web systems
and applications, themes and plugins, e-shops or websites.
We are a member of the Software Development Association Poland (SoDA).

Crido

Grzybowska 5a, 00-132 Warszawa
www.crido.pl
tel.: +48 22 324 59 00
e-mail: crido@crido.pl

Subsector: consulting, legal support

Crido Legal supports clients by offering comprehensive legal support
with knowledge of business realities and industry. We participated
in the implementation of IT systems at the largest financial institutions
and effectively advise on the implementation of GDPR as well as to conduct
audits of personal data processing in companies operating on financial,
FMCG, digital and retails markets. We have many years of experience
in supporting clients, both leading manufacturers, and distributors of IT
services, as well as concerns with both IT and IP law. Our experts help
investors to acquire companies from the digital/media sector and prepare
companies for the sales process so that they could present real value due
to intangible assets. Our extensive experience will help efficiently conduct
business.
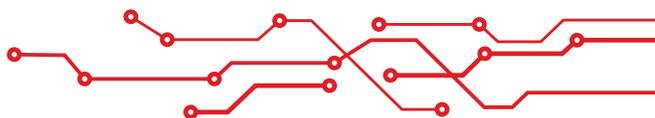
CSHARK

Rynek 36/37, 50-102 Wrocław
www.cshark.com
tel.: +48 887 733 015
e-mail: office@cshark.com

Subsector: consulting, fintech, Industry 4.0, software development

CSHARK is a software development and IT consulting company.
The company operates in the field of custom software development,
fintech, RegTech, and Industry 4.0. We also invest and support startups
through our CSHARK Venture Program. CSHARK also offers MAKO – a rapid
software development platform based on microservices. We help our
clients by deeply understanding their software and business needs
and making tailored software solutions.
We are a member of the Software Development Association Poland (SoDA).

D-TECH

Gen. Andersa 40A, 15-113 Białystok
www.d-tech.com.pl
tel.: + 48 607 036 263
e-mail: biuro@d-tech.com.pl

**Subsector: data analytics, ICT infrastructure and services, Industry 4.0,
IIoT, consulting**

D-TECH provides complete IT solutions. Our main area of expertise is
design, management, and integration of IT systems. We particularly focus
on adjusting the Industry 4.0 model for companies. We cooperate with
manufacturers introducing innovative solutions in the area of machine
park management, registration of products and data analysis. Our
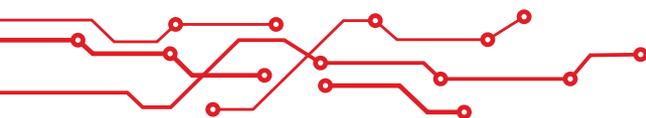
original products, which support production, are CyMMeS, flexiMES, and flexiCHART. CyMMeS is a system designed to support the maintenance department. FlexiMES enables effective implementation of production processes. FlexiCHART is a business analytics system.

DAC.digital

Kołobrzeska 14, 80-394 Gdańsk
www.dac.digital
tel.: +48 575 500 233
e-mail: bart.dabrowski@dac.digital

Subsector: Blockchain, Data Analytics, IoT

We work on the connection of technology, science and business.
The solutions we deliver to our customers are a result of the unique blend of research and management methodologies embedded in software development and hardware integration processes.
We specialize in blockchain, IoT, data analytics, enterprise Integration and DevOps for mobility, agro, FMCG, automotive, and logistics industry.

Decerto

Wołoska 5, 02-675 Warszawa
www.decerto.com
tel.: +48 22 213 88 01
e-mail: info@decerto.com

Subsector: software development
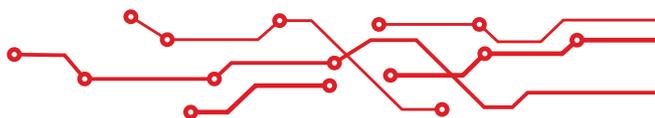
We are a software house specializing in the insurance industry. We have worked for the biggest Polish insurance brands. We create back-office systems for administration and workflows to support back-office tasks. We work for both life and non-life insurance sectors and after production deployment. We take care of our solutions in the SLA regime.

Decerto's next advantage is custom solution hyperon.io that separates business logic from application code. After deployment of our application, you can introduce changes in business logic yourself without involving programmers.

We are a member of the Software Development Association Poland (SoDA).

Develtio by Green Parrot

Szturmowa 9/13, 02-736 Warszawa
www.develtio.com
tel.: +48 508 294 734
e-mail: info@develtio.com

Subsector: software development

At Develtio we redefine software production through agile IT talent management and quantitative approach to scoping projects. We provide our customers with a fixed project estimate in 24h or less based on aggregated application design and development experience. We specialize in web applications (PHP, Python, React), websites, e-commerce, mobile applications, Natural Language Processing, chatbots, image recognition.
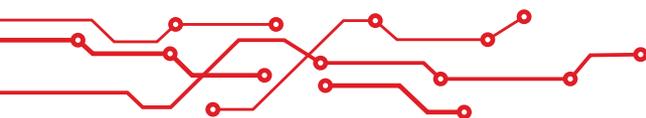
DGT

Młyńska 7, 83-010 Straszyn
www.dgt.eu
tel.: +48 58 692 45 32
e-mail: export@dgt.eu

Subsector: communication systems

DGT constructs and produces communication systems for Command & Control Centres used in the Police, State Fire Services, Emergency Medical Services and other institutions responsible for public safety, as well as in the strategic sectors, such as energy.
DGT dispatch system development towards the Mission Critical PTT standard positions the company at the forefront of producers of critical communication solutions. DGT also develops and manufactures communications systems for military purposes, compatible with NATO communications systems. Additionally, DGT's offer includes specialized IoT devices used in the construction of wireless data transmission systems (LTE, 5G).

DIGITAGEN

Plac Bankowy 2, 00-095 Warszawa
www.digitagen.com
tel.: +48 534752419
e-mail: biuro@digitagen.com

Subsector: cloud solutions, IoT, software development

DIGITAGEN creates custom-made applications and embedded systems. Our primary goal is solving customers problems by providing best solutions on the market. That's why we also provide analytics and R&D services.
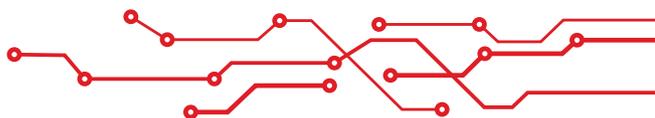
Thanks to our network of IT professionals we are able to improve the work of companies involved in different projects.

Digital 4.0

Smęgorzyńska 26, 80-298 Gdańsk
www.medical40.eu
tel.: +48 502 565 611
e-mail: tomasz.lepa@digital40.pl

Subsector: data management, telecommunications

Digital 4.0 has 11 years of experience in the production of dedicated software. The company creates ERP, web and mobile applications, programming tools, databases and integrates systems. It also tests software and hardware. We are a team of experienced ICT engineers developing innovative solutions for industry and medicine. Digital 4.0 cooperates with Polish and German universities and research centres.
In 2018 our program for integrated care for patients with Duchenne Muscular Dystrophy was purchased, and after reaching the commercial stage, it was successfully launched at the University Clinical Centre in Gdańsk.

Digital Core Design

Wrocławska 94, 41-902 Bytom
www.dcd.pl
tel.: +48 32 282 82 66
e-mail: info@dcd.pl

Subsector: IP Core design, SoC design
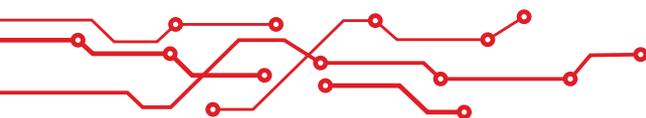
Digital Core Design provides Verilog and VHDL high quality synthesizable IP Cores of processors and microcontrollers, bus interfaces, arithmetic coprocessors and components. We believe that the power of intellectual property goes together with the power of innovation. Our unique solutions are a combination of customers application know-how and two decades of our own design methodology reinforced with IP Cores and System-on-Chip knowledge. World's Fastest 8051 IP Core, fully scalable and royalty-free 32-bit CPU or maybe 100% safe cryptographic CPU? Yes, we have got them at your service.

Digital Melody Games

3 Maja 9, 05-827 Grodzisk Mazowiecki
www.digitalmelody.eu
tel.: +48 222 012 770
e-mail: hello@digitalmelody.eu

Subsector: gaming

Digital Melody Games is a small company founded by a group of friends to develop the most playable casual games in the world. Focusing on the mobile market we brought to life titles such as Timberman, Merge Empire, Surfingers, Find The Balance, Pack Master and many others. Simple, innovative gameplay and unlimited fun are our motto.

Divante

Romana Dmowskiego 17, 50-203 Wrocław
www.divante.com
tel.: +48 570 069 900
e-mail: aborek@divante.com
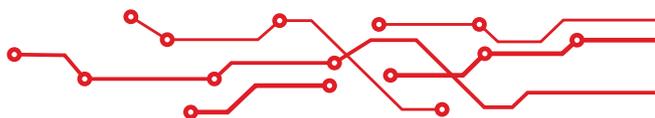
Subsector: e-commerce

Divante is an expert in providing top-notch e-commerce solutions
and products for both B2B and B2C segments.
We work with industry leaders, T-Mobile, Continental, and 3M, who
perceive technology as their key component to success. Our services
and products enable them to expand their business and boost competitive
advantages.
As a digital pioneer and strategic partner, our core competencies are
focused on the enterprise open source software ecosystem and customized
software solutions (Pimcore, Magento, Symfony3, Node.js, Angular, React,
Vue.js and many others). We offer innovative solutions for e-commerce
systems and support ERP, PIM, CRM and many other solutions.

dotLinkers

Przemysłowa 12, 30-701 Kraków
www.dotlinkers.pl
tel.: +48 537 795 962
e-mail: kamil@dotlinkers.pl

Subsector: IT recruitment

dotLinkers is a boutique, highly specialized IT recruitment agency.
We support startups, SMEs and larger companies. We do not work with big
outsourcing centres, so we have no off-limit clauses and we can hunt freely.
We know the business and the market perfectly well – our team's average
experience in IT recruitment is over 4 years. We have extensive experience
in managing from small unitary recruitment projects up to complex RPO
(Recruitment Process Outsourcing).
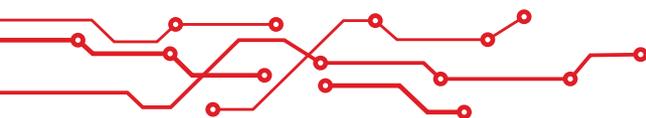
e-BI

Hoffmanowej 19, 35-016 Rzeszów
www.e-bi.pl
tel.: +48 531 533 006
e-mail: biuro@e-bi.pl

Subsector: software development

The company specializes in implementing customized applications supporting business processes in organizations at the operational and management level, taking into account the specificity of the industry and its unique requirements.

We provide business Internet applications in Angular and MS .Net technologies, intranet workflow systems based on Microsoft Office 365, MS Flow, MS PowerApps, MS SharePoint, as well as data warehouses and reporting systems in Microsoft SQL/BI and MS PowerBI.

The company was founded in 2010 and offers the following innovations: cloud solutions, business intelligence systems with information forecasting mechanisms and flexible solutions implemented in the modern AgilePM methodology.

Edison Centre

Noakowskiego 12/7, 00-666 Warszawa
www.centrumedisona.pl
tel.: +48 602 237 923
e-mail: janusz.marszalec@centrumedisona.pl

Subsector: mobile applications, web applications

Edison Centre was established to promote the development of entrepreneurship and the building of startups. With knowledge
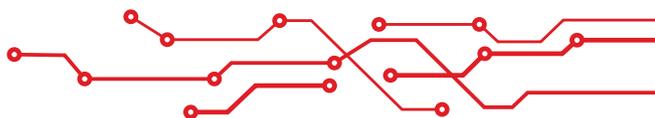
and experience in business and digital technologies we help startups create their digital products and services. We also support scientists in the commercialization of their research results and building innovative, scientific research-based businesses.
Our activity in Poland is based on many years of scientific and business experience of the company founders from Finland, the United States and the United Kingdom.

EL Passion

Plac Europejski 2, 00-844 Warszawa
www.elpassion.com
tel.: +48 792 541 588
e-mail: hello+itict@elpassion.com

Subsector: software services

We are a custom software development house with extensive experience in building MVPs and end-to-end products, developing and designing Ruby on Rails Web Apps or feature-rich iOS/Android Apps. We specialize in web design, UX/UI design and mobile applications.
Over the period of 8 years, we have mastered our processes and consider them a unique value that will benefit your product. We rely on UX, Agile, Lean and XP methodologies to provide best-in-class products and exceptional customer service, no matter the circumstances.
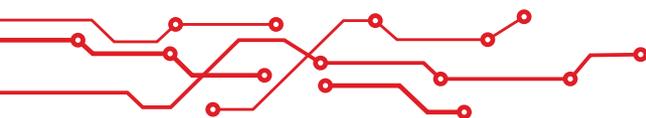
Elastic Cloud Solutions

Żurawia 71, 15-540 Białystok
www.workai.com
tel.: +48 730 730 933
e-mail: hello@elastic365.com

Subsector: SaaS, startup

Elastic Cloud Solutions is a fast-growing startup that helps organizations succeed in their digital transformation processes with a new generation of Digital Employee Experience Platform – workai. Its main goal is to improve internal communications, knowledge management, and employee engagement, with the aid of mobile technologies, IoT and artificial intelligence. The exceptional user experience offered by ECS' products was acknowledged by Nielsen Norman Group with the Best Intranet Design Award, as one of the TOP 10 in the world.
Workai is an intelligent platform for complete digital employee experience. It engages employees, recognizes internal experts, helps manage the know-how and connects the digital workplace within one smart, well designed and easy to use solution.

EMBIQ

Wolska 11a, 20-411 Lublin
www.embiq.com
tel.: +48 81 561 85 01
e-mail: info@embiq.com

Subsector: IoT, lightweight electronics, medtech, mobile development, web development, smart city, software development
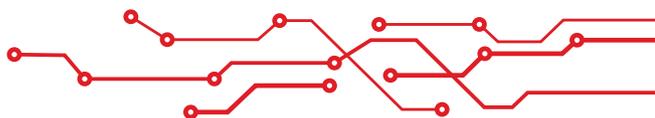
EMBIQ is a technology company empowering R&D teams and projects. The company was built on brilliant experience in IoT, SmartCity and MedTech. During the last 10 years, we have participated in about 300 projects all around Europe and the United States. Our team of nearly 50 experts provides full-stack services, including concept support, analytics, design, architecture, software and hardware development, automated and manual testing, deployment and further maintenance.
We are a member of the Software Development Association (SoDA).

Eurocement Consulting Group

Czarnowiejska 43/38, 30-049 Kraków
www.euro-cement.com/en
tel.: +48 600 416 003
e-mail: contact@euro-cement.com

Subsector: AI, industrial processing

Eurocement Consulting Group (ECG) has been present on the Polish market for 24 years. One of the ECG's core activities is facilitating the contact of industrial plants with stakeholders, both the suppliers and customers. We offer strategic, marketing, technical and academic consulting, technological and technical research including industrial processes, introducing new and modernization of existing technologies. ECG's activities are mainly associated with the cement industry. Our company has completed projects to use machine learning algorithms to optimize the work of cement ball mills.
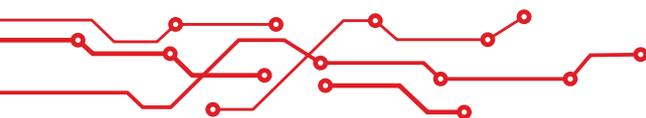
Evatronix

Wiktora Przybyły 2, 43-300 Bielsko-Biala
www.evatronix.com
tel.: +48 33 499 59 00
e-mail: office@evatronix.com

Subsector: electronic design services

Evatronix is a company supporting its partners in the development
and manufacturing of products in which the innovation
and competitiveness are enabled by embedded electronics, firmware
and software. We offer an optimal combination of hardware and software
design competences with mechanical, optical and industrial design
capabilities to provide a complete design of a product, as well
as prototyping and low volume production. The main application areas
span from the IoT, autonomous devices and precise measurement to data
capturing and processing.
Besides electronics and software design services, Evatronix manufactures
highly-accurate 3D scanners for professional applications under the brand
eviXscan 3D.

Evertop

Długa 1-3, 41-506 Chorzów
www.evertop.pl
tel.: +48 32 445 33 36
e-mail: info@evertop.pl

Subsector: software development

The main field we specialize in is the custom software development
in environmental protection, medicine and energy sector. We are also
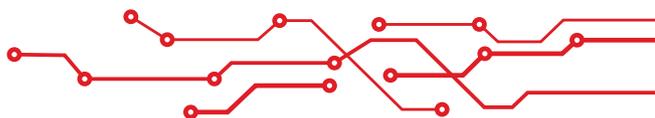
engaged in outsourcing, consulting and creating dedicated equipment solutions.

We are a member of the Software Development Association Poland (SoDA).

Eximo Project

Poznańska 31, 85-129 Bydgoszcz
www.eximoproject.pl
tel.: +48 52 568 44 20
e-mail: eximo@eximoproject.pl

Subsector: consulting, outsourcing

Eximo Project is specialized in integrating IT systems and designing network infrastructure. The company offers solutions based on the highest standards.

Eximo Project offers outsourcing and consulting services, including complex IT surveillance and IT system security audits. Thanks to a modern call centre based on ITIL practices, we handle requests from supported companies daily.

We have gained experience by participating in projects executed for public administration, as well as financial, trade, service and industrial sectors.

Exonic Digital Experience

Porcelanowa 23, 40-246 Katowice
www.exonic.co
tel.: +48 662 197 023
e-mail: info@exonic.co

Subsector: consulting, software development
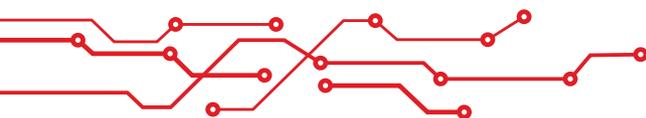
Exonic is a digital experience design company based in Poland, focused on user experience. We specialize in designing enterprise and mobile applications, websites and e-commerce platforms. Our services cover a whole UX path: discovery, research, strategy, design, analysis.

ExtraHut

Sienkiewicza 110, 15-005 Białystok
www.extrahut.com
tel.: +48 662 941 073
e-mail: aleksandra.zamojc@extrahut.com

Subsector: CRO and CX consulting, graphic design, GUI design, motion design, software development, UX design, web design

ExtraHut is a UX & design studio. We create technology designed to deliver the best conversion for your business.
ExtraHut is a part of TenderHut SA, a member of Software Development Association (SoDA).

Extreme Robotics

Bagno 2/73, 00-112 Warszawa
www.extremerobotics.eu
tel.: +48 531 781 825
e-mail: sales@extremerobotics.eu

Subsector: robotic desktop automation, robotic process automation

EXTREME ROBOTICS develops ultra easy-to-use software robots. We focus on Robotic Desktop Automaton (RDA) to provide an electronic assistant to every office employee. Our robots can be easily trained by an intelligent
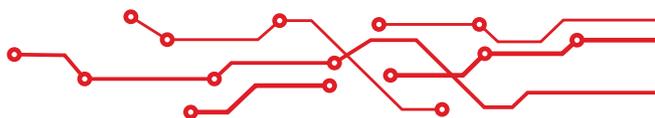
recording of your work. They perform every repetitive and boring task. Just let them copy data from documents to your systems, cover mail handling and data collection from webpages, make data aggregation from multiple files, prepare personalized documents and complex reports, or even integrate data flow between IT systems.

With our robots, the automation of your business processes will be easy and lightning fast. You will relieve employees of routine tasks, regain their time and satisfaction, and raise profits.

Fireart Studio

Marynarska 21, 02-674, Warszawa
www.fireart.studio
tel.: +48 22 307 23 44
e-mail: client@fireart.studio

Subsector: software development

We design and develop digital products, both for startups and the world's leading brands. Our main focus is on the design and development of web products. We love to shake established thought-patterns, and create what has never been attempted before. We take seeds and grow jungles.

Foundation Work Nations

Mazowiecka 9, 09-100 Płońsk
www.fwn.org.pl
tel.: +48 665 691 673
e-mail: info@fwn.org.pl

Subsector: IoT, machine learning
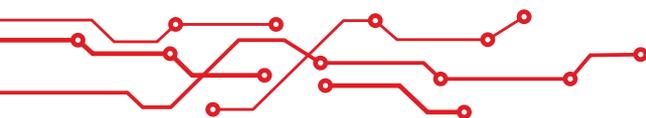
The Foundation Work Nations supports education, entrepreneurship and innovation. We implement projects to create social and publicly available innovations, and enable effective transfers of knowledge for children and seniors.

We obtain funding for our own activities and for external clients.

We support startups and innovators in searching for clients, and sales channels in Poland and abroad, cooperating with partners from many countries. We organize trainings, workshops and conferences aimed at promoting startups and entrepreneurship. We develop Internet sales integrated with vending machines, as well as an automated sales network available for every company and customer to use.

Futurum Technology

Stefana Batorego 1/2, 31-135 Kraków
www.futurum.tech
tel.: +48 578 900 486
e-mail: interested@futurum.tech

Subsector: blockchain, IoT, software development

We are a professional software development company that has grown out of a startup aimed for agile process-driven software development. We have trained ourselves for high-quality off-shore services and we have defined procedures, processes and structures so that our clients never feel the physical distance. There are multiple technologies we do: Spring, Hibernate, Ionic, ReactJS, Etherum Blockchain, ElasticSearch, CouchDB, MongoDB, Kotlin, and we mainly specialize in two: Java and Angular.
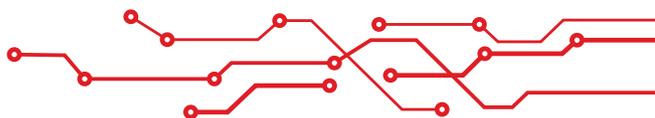
Game Factory

Adama Mickiewicza 53, 70-385 Szczecin
www.fabrykagier.pl
tel.: +48 501 036 826
e-mail: mail@fabrykagier.pl

Subsector: gaming

Game Factory is a game development studio. The company was founded
in 2005 and primarily focused on games in Adobe Flash (including Facebook
social games), but then moved on to the mobile, web and console.
Our team created over 200 game products in various genres. The core
competence, however, is casual and mid-core, fun to play games
with modern game mechanics. We specialize in Unity3D and HTML5
technologies. We have licensed developers for Xbox, PlayStation
and Nintendo systems, for which we use Unity3D as the main game engine.

General Systems & Software (Poland) Ltd.

Chwaszczyńska 9, 81-571 Gdynia
www.gssltd.com.pl
tel.: +48 601 211 650
e-mail: office@gssltd.com.pl

Subsector: hardware engineering, consulting, software development

General Systems & Software (Poland) Ltd., started its operations in Poland
in 1990, as a result of the co-operation with leading Digital Equipment Co.
system integrators: Corstar Corporation of New York and General Systems &
Software (United States) Ltd. of Boston.
GSS (Poland) Ltd. specializes in the design, optimisation, delivery,
installation and servicing of complex IT systems as well as the development

of customised hardware, software, and automated electric solutions for
the various industries, i.e. digital healthcare.

GISonLine

Szlak 65/901A, 31-153 Kraków
www.gisonline.pl/en/
tel.: +48 600 099 778
e-mail: office@gisonline.pl

Subsector: spatial solutions, utilities and infrastructure

GISonLine is a provider of comprehensive spatial solutions and services
for utilities and infrastructure, and thus helps companies effectively use
information about key assets and business locations.
Our key competences at GISonLine are implementation of dedicated
solution and tools for improving data management processes and quality,
data migration and asset digitization processes, GIS implementation
and system integration, as well as advanced spatial analysis.
We also help our clients make full use of spatial information on the location
of their assets to streamline processes and increase their efficiency.
We are a member of the Software Development Association (SoDA).

Global Control 5

Wyczółki 71, 02-820 Warszawa
www.gc5.pl
tel.: +48 22 548 92 77
e-mail: marketing@gc5.pl

Subsector: building automation
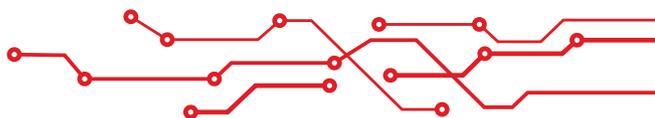
Global Control 5 S.A. (GC5) is a Polish manufacturer, supplier and exporter of high-quality intelligent building automation technology, from peripherals and sensors to edge devices and cloud services. GC5 designs and manufactures intelligent automation systems under the iSMA brand. iSMA offer consists of software for managing, monitoring and integrating the BMS system in the building. DCC controls, fan-coil room controls, I/O modules and peripheral devices such as sensors, relays or actuators. GC5 provides a unique technology that optimizes energy efficiency and building management comfort by reducing operating costs. The company's technology is open and versatile, easy to install and use, providing customers with innovative solutions ideally suited to their most demanding needs.

Globema

Wita Stwosza 22, 02-661 Warszawa
www.globema.com
tel.: +48 22 848 68 83
e-mail: kontakt@globema.pl

Subsector: software development

Globema is a provider and integrator of geospatial and location-based software solutions. We implement innovative, industry-specific, geospatial resource management systems for telecom operators, utilities and companies operating in the field. The company specializes in OSS & network inventory for telecoms, GIS, SmartGrid and field service management solutions. Globema acts as a partner and VAR of GE and Google Premier Partner. Company's products provide functionalities for network assets inventory & design, renewable energy management,
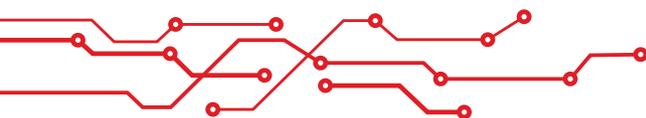
operations support, outage handling and field staff optimization. We have offices in Poland, Romania, Czechia and the United States.

Gocreate

Czapliniecka 50, 97-400 Bełchatów
www.gocreate.pl
tel.: +48 44 633 90 11
e-mail: info@gocreate.pl

Subsector: e-commerce

Gocreate – Interactive Agency & Software House has been operating since 2007. We are the experts when it comes to e-commerce. We have created our own online sales software addressed to the B2C and B2B segments, which are being constantly improved and developed. We pay great attention to the implementation of proprietary solutions and to create functionalities that others do not have in their offer. Thanks to this approach, our clients are ahead of the competition in their industries distinguishing themselves with innovative and effective solutions.
Our offer include online store (B2B online and B2C sales system), CMS, ERP and mobile applications.

Grow Uperion

Sienkiewicza 110, 15-005 Białystok
www.growuperion.com
tel.: +48 691 433 872
e-mail: malgorzata.celarek@growuperion.com

Subsector: edtech, HRtech, workplace
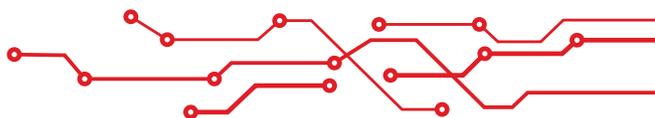
Grow Uperion is the first modular platform for education, engagement and public appreciation of employees, using the mechanisms of motivation psychology that have not been used so far. It is the platform thanks to which employee achievements are visible at a glance in the team, as well as in the entire company (nationwide, regionally or globally). Grow Uperion is a platform that supports both medium and large organizations in motivating and engaging employees to achieve the best possible results in many areas of their operation.

Grow Uperion is a part of TenderHut SA, a member of Software Development Association (SoDA).

Growcode

Rzymowskiego 31, 02-697 Warszawa
www.growcode.com
tel.: +48 22 370 29 02
e-mail: hello@growcode.com

Subsector: conversion rate optimization, e-commerce

Growcode is both the name of our company and our product. It's the first all-in-one solution for hands-free (no IT department involvement) e-commerce conversion rate optimization.

We provide real human experts, technology and proven process – we developed Swiftswap Experience Platform that lets us code all website changes, push them to the visitors, test and track results and choose the right solution.

Our competitive edge is that we don't just hand an A/B testing tool to our clients. We provide a system as a service that is 100% done-for-you. Our solution is also IT department free, it requires no time engagement
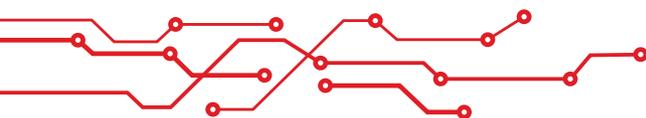
from our clients – it's a unique solution which helps smaller businesses compete with big corporations, that have IT departments bigger than them.

GZT TELKOM-TELMOR

Schuberta 104, 80-172 Gdańsk
www.telmor.pl/en
tel.: +48 58 382 33 49
e-mail: telmor@telmor.pl

Subsector: telecommunications

We set the highest standards in terms of creating solutions in the world of signals and technology. Many years of experience, insightful analysis of the market needs and keeping track of the changing trends and technology allow us to enjoy the recognition of experts in the tele-technical industry.
Our products and solutions have numerous patents, as well as industrial and use copyrights. We employ over 200 experienced people committed to their work. We have our section R&D department with scientific and research facilities, as well as qualified engineering personnel, who are constantly looking for new solutions to ensure the highest quality of products and services.

Handsoncode

Aleja Zwycięstwa 96/98, 81-451 Gdynia
www.handsontable.com
tel.: +48 530 631 267
e-mail: office@handsontable.com
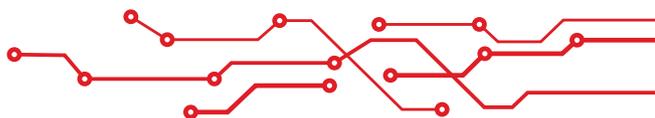
Subsector: software construction components

Handsoncode, has been operating on the Software Construction Components market since 2015. The company's mission is to create an ecosystem of data-handling components. It helps businesses build their enterprise software systems faster than ever. Handsoncode produces programming components used in the creation of business applications. Our flagship product is a Handsontable spreadsheet-like data grid component for web apps, that is easy to implement, flexible, customizable and perfect to work with large volumes of data.
We are now developing Spreadsheet Viewer, a self-hosted JavaScript component that enables to preview spreadsheet files directly inside a browser. Handsoncode undertakes research and development projects to make its products more innovative.

HRnest

Aleja Zwycięstwa 96/98, 81-451 Gdynia
www.hrnest.io
tel.: +48 519 827 171
e-mail: support@hrnest.io

Subsector: HR management system

HRnest is intuitive software that supports the daily work of HR departments. It allows employees to quickly submit their holiday requests, while the employer can easily monitor the use of leave, manage business trips, record work time and create timetables for the entire company. HRnest is dedicated to both corporate entities and small businesses. It operates is the Software-as-a-Service model (SaaS) allowing for 24/7 access to the database from any location. Using HRnest helps companies
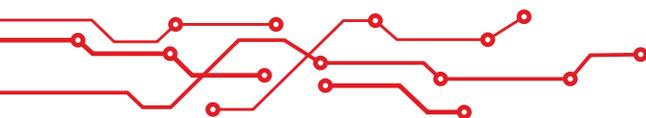
to speed up document circulation, reduce paper consumption and improve overall effectiveness.

HRnest is fully compliant with the world's top data security standards, including GDPR, and can be easily integrated with the most popular staffing and payroll software.

IDEA Computer Systems

Horodelska 16, 85-150 Bydgoszcz
www.idea-net.pl
tel.: +48 533 489 722
e-mail: marketing@idea-net.pl

Subsector: cybersecurity, outsourcing

The integration of network technologies for local, wide-area and Internet networks has become one of the strategic fields of IDEA's activities.
In the field of the network software, we offer proven solutions based on the Windows 20XX Server system family. IDEA offers special service contracts to take over the care of the system and hardware. Supervision is usually carried out online, thus assuring correct and uninterrupted work 365 days a year. The scope of activities of IDEA also includes the implementation of corporate IT safety management procedures and IT outsourcing. We offer solutions based on the family of FORTIGATE products (UTM devices), enabling to implement complete protection at the junction points of the local networks and the Internet.
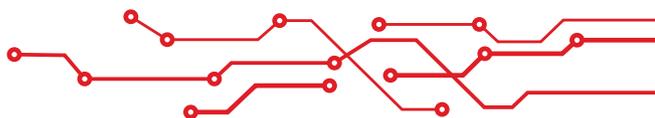
Ideo Agency

Nad Przyrwą 13, 35-234 Rzeszów
www.ideoagency.com
tel.: +48 22 244 17 77
e-mail: contact@ideoagency.com

Subsector: software development

At Ideo Agency, we believe in the effective combination of development
skills and digital marketing. Recently we have expanded our offering
in the area of business management support (e.g. Intranet, DMS, WMS)
and extensive IT systems that support sales and e-commerce (e.g. ERP,
WMS, PIM).
Most of our projects are bespoke Internet applications. Our experience
and knowledge enable us to design and create effective tools for business.
Customers rate our comprehensive services and consultancy very well.
This is one of the main reasons why we were recognized by Clutch
as the top software developer (in the area of e-commerce solutions)
in Poland.
We are a member of the Software Development Association (SoDA).

Impakt

Stanisława Lema 16, 62-050 Mosina
www.impakt.com.pl
tel.: +48 61 101 02 30
e-mail: info@impakt.com.pl

Subsector: hardware distribution

Impakt was established in 1997 and is one of the leading Polish companies
specialized in the distribution of IT products. We supply light computer

hardware, peripherals for gamers, network accessories, data-storage devices and a wide range of consumer electronics to small specialty stores or resellers, as well as to online stores, supermarket chains, and major wholesalers. Nowadays, thanks to the continuous expansion of the product range and development of our company, we are the leading supplier of gaming accessories in Poland.

Indoorway

Towarowa 25A, 20-634 Warszawa
www.indoorway.com
tel.: +48 606 237 005
e-mail: contact@indoorway.com

Subsector: Industry 4.0

Indoorway allows improving the productivity of manufacturing and intralogistics. We help people monitor and understand the movement of mobile assets such as forklifts, tugger trains, workers or WIP – with great accuracy and in real-time. We turn the asset location and movement data into actionable insights so you can make informed decisions to improve the efficiency of processes, asset utilization and reduce waste. Indoorway solution can be used to optimize material flow & intralogistics, understand cost drivers, optimize usage of assets and quickly locate assets to prevent disruptions. Our system uses Ultra-Wideband (UWB) technology, which ensures very high accuracy (<1m) and reliability in industrial facilities.
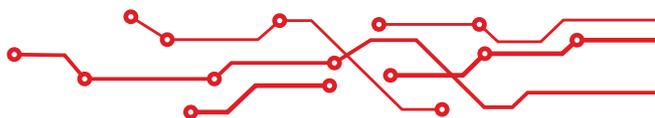
InFullMobile

INFULLMOBILE.

Wilcza 46, 00-679 Warszawa
www.infullmobile.com
tel.: +48 22 300 1651
e-mail: growth@infullmobile.com

Subsector: consulting, software development

InFullMobile is an international mobile application development studio.
We build end-to-end mobile applications starting with discovery,
through design and development, deployment and finally maintenance.
On the one hand, we are professional enough to work with corporations
on a global scale and flexible enough to make a rapid deployment in such
organizations. On the other hand, we love to work with startup founders
and innovate the world with meaningful digital products.

INOVATICA

Tadeusza Kościuszki 80/82, 90-437 Łódź
www.inovatica.com
tel.: +48 42 209 18 90
e-mail: biuroprojektow@inovatica.com

Subsector: software development

Inovatica is a software house with offices located in Poland and the United
States. We specialize in offshoring software services from design
to development and onward to maintenance. We specialize in web
development, mobile development, product design, autonomous guided
vehicles (navigation, algorithms for planning and control, GIS).

InProjects

Harcerzy 3, 71-465 Szczecin
www.inprojects.pl
tel.: +48 91 886 18 38
e-mail: info@inprojects.pl

Subsector: software development, telecommunication

InProjects is a project house that combines knowledge and experience from software development, devOps, sysops, product development and designing and building telecommunications solutions. This wide range of competences allows us to offer our clients support in various IT fields. As a project house, we can work on a big-picture business perspective without losing focus on the project's details. We realized various projects based on technologies and services such as Python, WebRTC, Amazon Web Services, Kubernetes, machine learning, big data analysis, face and object recognition, QGIS, automatic routing for fibre networks.

INTENSE GROUP

Gdyńska 31, 31-323 Kraków
www.intense.pl
tel.: +48 12 420 01 50
e-mail: info@intense.pl

Subsector: software development

INTENSE GROUP is the Polish manufacturer and supplier of modern IT solutions. We specialize in management and automation of business processes, project management and budgeting, system integration, business intelligence, controllingand warehouses data.
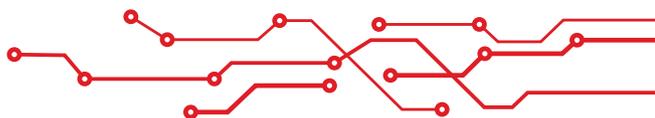
INTENSE GROUP has been operating on the market since 2006. The flagship product of the company – INTENSE Platform is a unique and comprehensive solution for enterprises, which makes it possible to model almost any business processes, increase the efficiency of operational activity and optimize activities. The platform operates in enterprises and companies of various industries, including construction, energy, printing, accounting, automotive and others.

INTERNET CODE

`<!-- internet code -->`

św. Rocha 4a, 35-330 Rzeszów
www.internetcode.pl
tel.: +48 533 410 005
e-mail: internet@internetcode.pl

Subsector: software development

The company operates in the field of programming Internet applications and advanced sales platforms. We offer Internet marketing, data analysis, data search, IT system support, SEO – digital marketing strategy, anonymization. We offer a specialized innovative service for extracting and analysing data used offline and online. The data can be used for various purposes, from increasing sales, monitoring the prices of goods and services, positioning products and services on the market, to obtaining information on the availability of product information, information on duplication of content on the Internet and other data that is needed for conducting analysis for the purpose of increasing sales and optimizing the publication of information on the Internet.
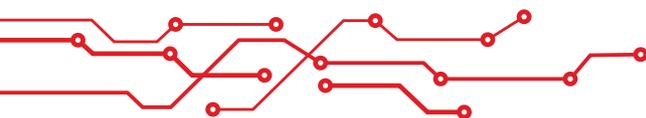
INVENTIA

Kulczyńskiego 14, 02-777 Warszawa
www.inventia.pl
tel.: +48 22 545 32 00
e-mail: inventia@inventia.pl

Subsector: hardware, software, services

INVENTIA is a global supplier of IIoT, telemetry and vehicle location products based on GSM, GOS and GLONASS mobile technologies. The product portfolio includes mains and battery operated modules for a variety of applications, e.g. IIoT, water, wastewater, district heating, predictive maintenance, cathodic protection, agriculture, vehicle and wild animal tracking, as well as alarm systems. Inventia is a reliable supplier with a certified ISO 9001 Quality Management System.

IS-Wireless

Puławska 45b, 05-500 Piaseczno
www.is-wireless.com
tel.: +48 22 213 8297
e-mail: info@is-wireless.com

Subsector: software development

IS-Wireless develops software-defined 4G and 5G mobile networks supporting more users with a better performance at a lower cost by applying cutting edge proprietary technologies. IS-Wireless participates in the Open RAN revolution. The company is strongly rooted in R&D on 4G and 5G since its foundation in 2006, mainly through EU-funded collaborative research projects.
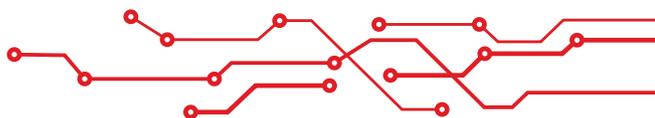
iSLAY

Aleja Niepodległości 54/34, 02-626 Warszawa
www.islay.tech
tel.: +48 538 114 713
e-mail: hello@islay.tech

Subsector: software

iSLAY is a content intelligence platform that provides real-time data and analytics for brands, agencies, and publishers. Each content is ranked by an algorithm based on engagement factors and social media influence. As a result, iSLAY helps you identify the top publications users prefer. With iSLAY you can easily track the different level of users engagement and discover how content is consumed by users.

IT4U

Roztocka 8, 60-189 Poznań
www.it4u.com.pl
tel.: +48 502 861 456
e-mail: kontakt@it4u.com.pl

Subsector: outsourcing, software development

We create modern Internet applications, CRM systems and websites. We do our work with passion based on proprietary solutions that guarantees reliability, high performance and functional design. We always use the latest technologies available on the market and we are up to date with current trends in web design.
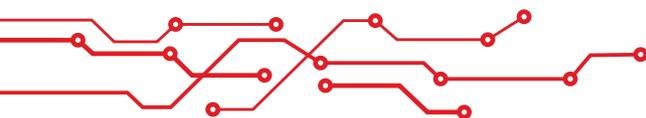
itCraft

Górczewska 228/22, 01-460 Warszawa
www.itcraftapps.com
tel.: +48 516 803 125
e-mail: hello@itcraftapps.com

Subsector: software development

itCraft is a mobile and web application developer. Established in 2010, it has completed over 200 projects, working with over 50 clients from around the world. The software house delivers native mobile applications and web solutions for a range of industries: healthcare, transport, logistics, social applications, retail, e-commerce, fintech and others. itCraft employs over 50 engineers in-house.

ITFS

Aleja Zwycięstwa 96/98, 81-451 Gdynia
www.itfs.pl/en/
tel.: +48 690 000 743
e-mail: sales@itfs.pl

Subsector: outsourcing, software development, staff augmentation

The areas of business we cover include custom software development, software implementation, maintenance as well as IT security and management of IT infrastructure. We also provide services in the field of staff augmentation and outsourcing.
For over 8 years on the market, ITFS has acquired experience in projects implemented for various sectors and industries, including banking, finance, telecommunications, manufacturing, FMCG and education.
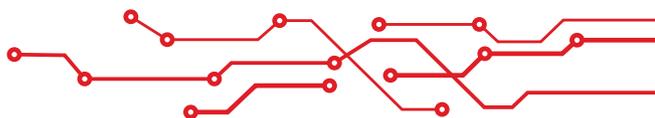
ITM Software House

Wawrzyczka 13, 10-762 Olsztyn
www.itm.com.pl
tel.: +48 570 447 441
e-mail: itm@itm.com.pl

Subsector: cloud services, software services

ITM Software House deals in the design, programming, implementation, maintenance and modernization of IT systems. The company has 21 years of experience in programming and design work. The company specializes in managing production processes. The company's main activity is the production and turnover of the management software.

ITMAGINATION

Chmielna 85/87, 00-805, Warszawa
www.itmagination.com
tel.: +48 22 654 40 60
e-mail: office@itmagination.com

Subsector: consulting, software development

ITMAGINATION supports its global customers in being innovative by using top-notch technology, custom software solutions, data analytics and outsourcing services. Founded in 2008, the company is one of the fastest-growing technology companies in Central and Eastern Europe, ranked by Deloitte Fast 50 and FT1000: Europe's Fastest Growing Companies by the Financial Times. ITMAGINATION specializes in services and solutions for international fintech companies, financial institutions and companies from commerce, construction and technology sectors.

JCommerce
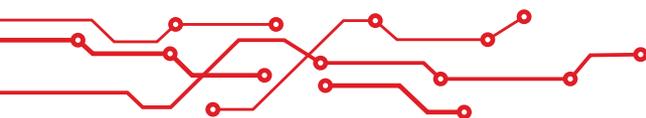
We make IT JCommerce

Ks. Piotra Ściegiennego 3, 40-114 Katowice
www.jcommerce.eu
tel.: +48 32 724 56 06
e-mail: zapytanie@jcommerce.pl

Subsector: outsourcing, software development

JCommerce has over 14 years of experience in providing software development and IT outsourcing services for companies from a wide range of sectors (including fintech, HealthTech, telecommunication, and e-commerce). We are one of the few IT companies in Poland that combine technological skills in PHP, JAVA, .NET, front-end and cloud computing with the knowledge of business processes arising from the implementation of Microsoft Dynamics, Power BI and Qlik solutions, as well as the administration of Apple devices in business (we offer Apple Management Services thanks to the Jamf Pro system). JCommerce is a Microsoft Gold Certified Partner, Qlik Solution Provider, and Jamf Gold Partner.

Jit Team

Jit Team™

Aleja Zwycięstwa 96/98, 81-451 Gdynia
www.jit.team
tel.: +48 58 352 13 81
e-mail: hello@jit.team

Subsector: outsourcing

With more than 300 IT specialists onboard, with expertise in finance, retail and logistic industries, we focus on delivering IT services mainly to Nordic countries. We work for the biggest bank in Scandinavia, and one
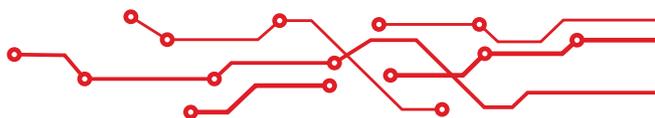
of the largest retailing companies in Europe with more than 1700 stores located in 20 countries. We specialize in building cross-functional Agile managed teams to meet dynamically changing requirements. Once our clients are concentrated on doing business, Jit Team excels in building advanced tailor-made software solutions for desktops, web and mobile in the cloud incorporating Machine Learning and RFID innovations.

JMC Software House

Śniadeckich 12/16 m.39, 00-656 Warszawa
www.jmc.pl
tel.: +48 602 237 923
e-mail: janusz.marszalec@jmc.pl

Subsector: software development, UX/UI, web design

JMC specializes in bespoke software development, design and development of websites, Internet portals and mobile applications, UX/UI design and development of digital products and services for startups.
Over 20 years of operations, JMC completed more than 1000 projects in Europe, the United States and Japan.
The excellent quality of our products and services is proved by long-lasting relationships with our clients. For some of them, we have been providing services for 15 years or more.

KSI.pl

Zamknięta 10, 30-554 Kraków
www.ksi.pl
tel.: +48 12 633 47 27
e-mail: biuro@ksi.pl
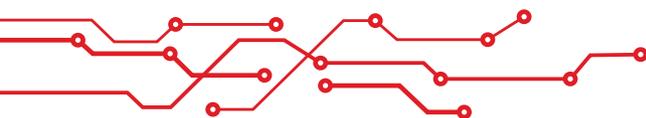
Subsector: big data, data analytics

KSI.pl is an experienced contractor of database projects and a supplier of comprehensive data collection and analysis systems. KSI.pl specializes in project implementation for public institutions and companies (among other systems based on machine learning, artificial intelligence or item recognition). The key products in KSI.pl's offer are mobile applications, internet applications and the ZEUS system. KSI.pl provides professional systems that support the work of museums and archives. We develop, deliver and implement systems that increase efficiency, integrate the existing information and improve its flow between both the internal departments of the organization and the partners and end customers.

Lean-Tech Industry Solutions

Wesoła 2-4, Łany 55-002
Kamieniec Wrocławski
www.lean-tech.pl
tel.: +48 71 324 15 70
e-mail: biuro@lean-tech.pl

Subsector: automation, Industry 4.0

Lean-Tech offers internal transport systems. With 10 years of experience in designing and constructing intralogistics systems, we provide entire production and assembly lines, conveyors and storage stackers. We specialize in the production of AGV robots tailored to customer needs and implementing them in existing logistics systems.
Autonomous Vehicles Lean Cart AGV are equipped with the most modern security, navigation and location systems, thanks to which they fully meet the needs of customers in the field of Industry 4.0.
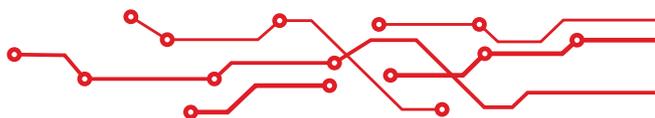
LegalHut

Sienkiewicza 110, 15-005 Białystok
www.legalhut.pl
tel.: +48 662 941 073
e-mail: rafal.pyciak@legalhut.pl

Subsector: e-commerce, HRtech, consulting, startup

LegalHut is a consulting agency with a mission to provide the best legal service for software companies and startups from the IT and high-tech sector. We also specialize in effective EU project implementation and acquiring external funds, as well as public tenders.
LegalHut is a part of TenderHut SA, a member of Software Development Association (SoDA).

Lemonade Studio

Krajobrazowa 13/2, 35-119 Rzeszów
www.vision.lemonadestudio.pl
tel.: +48 609 212 060
e-mail: biuro@lemonadestudio.pl

Subsector: software development

We combine the features of a creative, branding, interactive agency, and a software house, by providing a completely immersive experience and digital content dedicated to various types of media and advertising. Thanks to those multidisciplinary competencies we can deal with extensive projects in-house, always choosing the best solutions possible.
We create consistent brand identity, graphic designs, photorealistic 3D visualizations, functional and stylish interior design, CGI, 3D & 2D
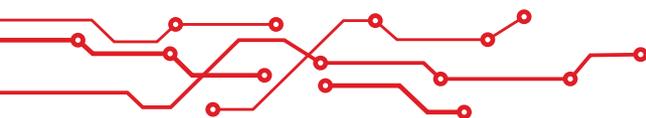
animations, VR, dedicated web applications, professional websites and UI, effective online shops and video productions.

Liki Mobile Solutions

Kasprzaka 7/9, 91-078 Łódź
www.likims.com
tel.: +48 790 719 097
e-mail: office@likims.com

Subsector: software development

Since 2013 Liki Mobile Solutions designs, creates and develops software. Most of our customers are located in the United States, Germany, France and New Zealand. We specialize in e-health, telematics, logistic and telecom solutions including voice recognition tools. We have experts from mobile applications, web development, product design and UX/UI. We are cooperating with big corporations, SME and startups based on agile approach. The business experts in the Liki team willingly advice on sales, marketing and other business areas.
We are a member of Software Development Association (SODA).

LSI Software

Przybyszewskiego 176/178, 93-120 Łódź
www.lsisoftware.pl
tel.: +48 42 680 80 00
e-mail: info@lsisoftware.pl

Subsector: software development
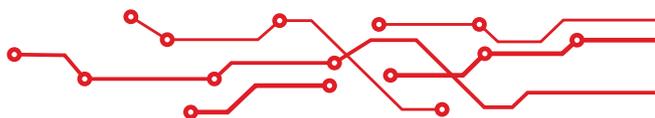
LSI Software is a leading Polish software manufacturer for the gastronomy, hospitality, retail and cinema industries. It is also a manufacturer of its own ERP class system and software for recreational and sports facilities.
The offer of LSI Software includes software, professional services, implementation services, maintenance, and the supplying of expert hardware solutions. Our main asset is the extensive knowledge of how to function in the retail and hospitality sectors. The company is a distributor of Posiflex (POS touch screens) and LRS (paging systems) equipment. The company has been listed on the Warsaw Stock Exchange since 2006.

Lumine Psychology Solutions

Piłsudskiego 31/105, 35-075 Rzeszów
www.lumine.me
tel.: +48 512 615 560
e-mail: kontakt@lumine.me

Subsector: healthcare, cloud applications

The main purpose of Lumine is to create an online space where every psychotherapist can reach their patients remotely. It is a reliable, safe and secure way to provide psychotherapy process via videoconference, chat, tools for visualizations, document sharing, etc., as well as therapeutical VR sources.
Lumine is a SaaS platform open to any psychotherapist with no need to sign any contract. Specialists only pay for what they use and for the number of therapies they performed each month. Lumine is the most reliable online psychotherapy platform on the Polish market.

Macopedia

Matejki 11a, 60-766 Poznań
www.macopedia.com
tel.: +48 61 200 14 10
e-mail: sales@macopedia.com

Subsector: software development

We are an Agile Web Agency with a team of 50+ professionals focusing on delivering excellent digital commerce solutions for enterprises from the B2B and B2C sectors. With over 10 years of experience, we have established profound expertise in the area of omnichannel, e-commerce and customer experience. We use the best open source technologies to grow your digital strategy: Magento e-commerce, TYPO3 CMS, Progressive Web Application (PWA), Akeneo (PIM) and Odoo (CRM/ERP).

Makimo

Łąkowa 7A/D/215, 90-562 Łódź
www.makimo.pl
tel.: +48 695 520 504
e-mail: krzysztof@makimo.pl

Subsector: software development

Makimo focuses on Python/Django and Node.js software development, as well as creating native mobile application. We create Django web applications from scratch, but we also successfully took projects created by other companies for further development.
We are a member of the Software Development Association Poland (SoDA).
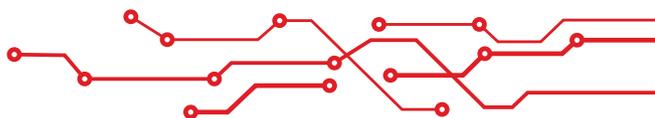
Master Telecom

Aleja Zwycięstwa 96/98, 81-451 Gdynia
www.mastertele.com
tel.: +48 58 350 86 37
e-mail: office@mastertele.com

Subsector: telecommunication software

Master Telecom has many years of experience in designing, implementing and supervising the telecommunication systems for companies, enterprises and mass service providers. We develop innovative solutions used in customer service, marketing and business. Our implementation procedures, following the project management methodology, allow us to provide systems for businesses, with high requirements in the areas of usability, performance and reliability.
We deliver multi-channel communication systems for business processes such as info line, telemarketing, help desk, vindication or CATI. Flexible software, a variety of communication media, redundancy and high performance, give you the freedom to supervise the quality and efficiency of mass customer contact.

MC2 Innovations

Senatorska 2, 00-075 Warszawa
www.carrotspot.com
tel.: +48 606 282 720
e-mail: contact@carrotspot.com

Subsector: HRTech, startup

MC2 Innovations is an HRTech company providing a new generation employee engagement management platform – Carrotspot.
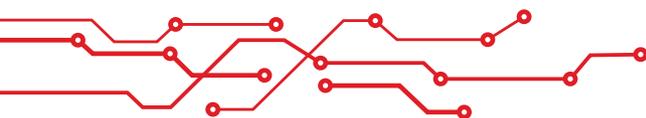
The platform combines rewards & recognition, pulse surveys and social media elements in order to enable company culture transformation and create a target-oriented company community.
It helps companies to run their motivation programs more easily and at lower costs, providing the best employee experience at the same time. The platform was awarded 1st prize in the European HRTech Day contest for startups in December 2018.

MedApp

Dobrego Pasterza 122 A, 31-416 Kraków
www.medapp.pl
tel.: +48 533 306 117
e-mail: biuro@medapp.pl

Subsector: MedTech

We are an innovative company offering unique telemedicine solutions. Telemedicine, based on technology enabling the patient's health condition to be monitored at a distance, is one of the fastest-growing industries in the world.
The CarnaLife is an innovative tool that patients can easily use to record their tests and doctors can use to interpret them. Data analysis is assisted by smart algorithms responsible for interpreting and prioritizing the results of the examination. The system is supported by the visualization module of imaging data that has been used successfully during advanced cardiac medical procedures including ablation, transcatheter occlusion, and balloon pulmonary angioplasty.
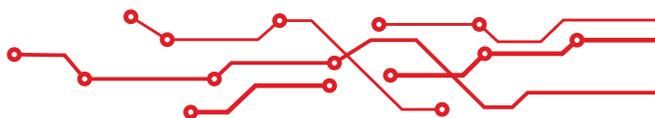
Milisystem

Jana Zamoyskiego 2 B, 85-063 Bydgoszcz
www.milisystem.pl
tel.: +48 52 340 50 30
e-mail: biuro@milisystem.pl

Subsector: computer equipment, loaded printed circuit boards, peripheral equipment, software publishing

Milisystem is a company that provides professional training solutions for uniformed services. The company's main product is the Vistula Laser Trainer. It is a cutting-edge solution that enables safety shooting training using your own firearms or a special replica. TL Vistula is a realistic simulator designed to learn and improve shooting skills. The use of advanced technologies allows for savings related to equipment and ammunition without losing the quality of the training. The Vistula TL system provides proprietary laser modules ready to work with both firearms and a wide range of replicas to reduce the cost of training in situational shooting and a shooting training.

mis^2

Metalowców 25, 54-156 Wrocław
www.mis2.pl
tel.: +48 601 757 352
e-mail: mis2@mis2.pl

Subsector: cloud solutions, process automation

mis^2 is an innovative company that creates and supplies solutions to increase the company's operating efficiency, using the private and public cloud.

We specialize in process automation and document management implemented on the client's infrastructure in a private cloud (iP24 application), and the iPartner24 service offering a wide range of functionalities supporting the daily work of a small company. We can also create specialized solutions for individual clients based on ready components. We are also experts in creating reporting systems on the QlikView and Qlik Sense platforms, as well as monitoring and conducting audits of IT systems security.

Mobile Reality

Aleja Księcia Józefa Poniatowskiego 1, 03-901 Warszawa
www.mobilereality.pl
tel.: +48 691 755 165
e-mail: office@mobilereality.pl

Subsector: software development

Mobile Reality team builds native applications for iOS and Android devices. Many years of experience in native technologies and specialization in the React Native cross-platform allow for optimal selection of technologies, cost-effectiveness and implementation of the project in accordance with the assumptions. We also create fast and secure web applications tailored exclusively for our client's business goals. We cover the backend and frontend of their application using the most innovative tech stacks.
We are a member of the Software Development Association Poland (SoDA).
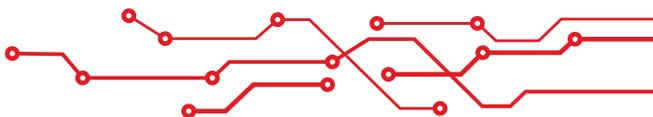
mobitouch

Litewska 10/1, 35-302 Rzeszów
www.mobitouch.net
tel.: +48 531 364 262
e-mail: pnedzka@mobitouch.net

Subsector: software development

mobitouch is a team of software developers and designers passionate about smart communication. We deliver award-winning solutions in various sectors for some of the most powerful brands, including Microsoft, Isobar, Deloitte, Itaka, PEKAES or Jeronimo Martins.

We provide full-stack development that includes native mobile applications, cross-platform applications, custom web development, as well as UI/IX design solutions. The most recent achievement is the development of Findlo, a framework for iOS that allows building mobile applications that contain an augmented reality (AR) module, based on the user's location and targets located in the world. We are a member of the Software Development Association (SoDA).

Nano Games

Gromadzka 101, 30-719 Kraków
www.nano-games.com
tel.: +48 12 257 01 80
e-mail: info@nano-games.com

Subsector: gaming

NANO GAMES is an independent game development studio. We create unique and exciting entertainment experiences for PC and consoles by developing innovative and high-quality games. So far, Nano Games

has developed the following games: Reef Shot, ZAMB! Biomutant Extermination, Cityconomy, ZAMB! Redux and ZAMB! Endless Extermination.

NeoGage

Przemysłowa 14B, 35-105 Rzeszów
www.neogage.com
tel.: +48 17 717 65 42
e-mail: office@neogage.com

Subsector: software services

NeoGage offers a unique application for measuring equipment management. NeoGage is available via a web browser, which means there is no need to install software on your computer. The application has modules that registers the flow of measuring instruments and quickly identyfing them using QR codes or RFID cards and tags. Additionally, NeoGage includes extensions that test capabilities and accuracy of the measurement process using MSA (Measurement System Analysis) or SPC (Statistical Process Control). NeoGage can be available as SaaS or can be installed on site using a subscription or a permanent license.

Neoteric

Marynarki Polskiej 163, 80-868 Gdańsk
www.neoteric.eu
tel.: +48 882 996 846
e-mail: hi@neoteric.eu

Subsector: AI, software development, web development
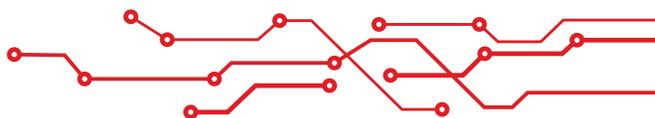
Neoteric is a software house that helps startups and enterprises innovate with software. We design and develop bespoke software products and AI systems around predictive analytics and recommendation engines. The AI solutions we develop help companies gain a better understanding of their customers, reduce and prevent churn, benefit from dynamic pricing and discover the best learning opportunities for their employees.

NextBuy

Karola Olszewskiego 19c, 25-663 Kielce
www.nextbuy24.com
tel.: +48 517 602 218
e-mail: contact@nextbuy24.com

Subsector: software development

NextBuy is an intuitive, cloud-based software that provides procurement solutions to its clients. It connects buyers and suppliers in one integrated platform. The flexible architecture of the platform makes it possible to adjust the system functionality easily to meet specific customer requirements and align with customers' business segments.
Our solution helps to automate processes (streamline information flow, process control and communication), manage procurement, optimize costs and save time.

Omega Innovations

Pawła Włodkowica 2C, 03-262 Warszawa
www.omegainnovations.eu
tel.: +48 22 431 67 01
e-mail: office@omegainnovations.eu

Subsector: energy storage

Omega Innovations develops a very innovative chill-based electrical battery, known under the commercial name of ICE-ON that enables the accumulation of electricity in ice and transfer of this energy in the form of cold to all industrial processes and air conditioning systems. As energy storage, ICE-ON allows for a minimum 50% reduction in costs of generating cold, and thus operating costs. This effect is possible by charging the battery at night at low energy tariffs and discharging during the peak hours of a day. Innovation, and thus the advantage over the rest of the competition, lies in the discovery of the method of cyclical and controlled removal of ice of appropriate thickness in the form of the plate from the surface of the heat exchanger.

Onex Group

Aleja Niepodległości 18, 02-653 Warszawa
www.onexgroup.pl
tel.: +48 503 589 602
e-mail: info@onexgroup.pl

Subsector: software services

Onex Group is one of the largest Polish resellers of Office 365 and Azure for small and medium enterprises. We provide Microsoft Office licenses and support our customers with new technologies that make their daily work easier and optimize the costs of IT infrastructure. Our competences are confirmed by many titles and awards, such as the title of Microsoft Partner of the Year 2018 – Reseller and Microsoft Partner of the Year 2015, 2016 – SMB. For our great sales results of Office 365, we also received the international title "2017 Microsoft Partner of the Year Award Finalist".
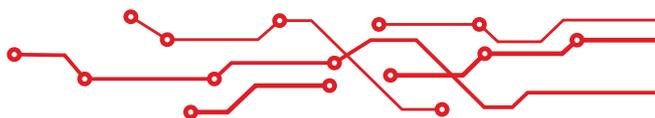
OPTeam

Tajęcina 113, 36-002 Jasionka
www.opteam.pl
tel.: +48 603 051 052
e-mail: marketing@opteam.pl

Subsector: hardware services, software development

OPTeam supports its customers during their digital transformation.
Company portfolio contains various IT solutions and services like ERP,
manufacturing and workflow support systems, process automation, web
applications, IT infrastructure and security, card systems, RFID based
and mobile solutions. When your ERP or other systems dedicated to your
organisation are too slow, not ready for a change or adoption of modern
processes, OPTeam will give you an effective solution to boost your
business quickly and securely into the digital world.
OPTeam has completed over a thousand implementations for business
clients, as well as government institutions, public organisations
and universities.

Order Group

Dzielna 60, 01-029 Warszawa
www.ordergroup.co
tel.: +48 793 332 793
e-mail: hello@ordergroup.pl

Subsector: software development

We specialize in delivering personalised IT solutions. For years we have
been working as a contractor and technology partner for big corporations
and interactive agencies. In the past, we have carried out websites, web

and mobile applications for many different industries, such as financial, medical, management, real estate, transportation, events and even beauty.

P-System

Smęgorzyńska 26, 80-298 Gdańsk
www.pwrs.pl
tel.: +48 512 344 466
e-mail: biuro@pwrs.pl

Subsector: data management, telecommunications

P-System creates modern IT solutions for large and medium-sized enterprises. We provide IT services internationally, offering high-quality, unusual, solutions that meet modern requirements.
We offer programming services in the field of creating ERP, Internet and mobile applications (in the fields like finance and medicine), programming tools, databases, system integration, software tests and device software. We have 30 years of experience in the field of dedicated software development. Since 2010, we are ISO 9001: 2009 certified.

Panda Marketing

Bema 2, 10-516 Olsztyn
www.pandamarketing.pl
tel.: +48 503 691 169
e-mail: hello@pandamarketing.pl

Subsector: graphic design, web design, UX/UI design

We uncover the heart of your business and develop a strategy that embodies your values and mission. From naming new offers, designing brand identities, to strategy – we create brands that people want to tell their friends about. Websites, applications, platforms of all kinds – if it lives on the screen, we can build it. The product is easy to use and makes people come back for more. Whether you are launching a brand or introducing yourself to new customers, we will help you to use design to create a deep connection with your audience.

Pattern Match

Bogatki 3A/6, 44-100 Gliwice
www.pattern-match.com
tel.: +48 61 641 07 21
e-mail: info@pattern-match.com

Subsector: cloud solutions, consulting

Our mission is to help companies build efficient, reliable and performant IT systems and organizations. We are your trusted advisor for the whole lifecycle of the software delivery process. We are DataDog Managed Service Provider Partner and Amazon Web Services APN Consulting Partner. Members of the company are AWS Certified experts. We specialize in JVM (Java, Kotlin, Clojure), Spring Framework, Micronaut, Axon Framework,Erlang, Elixir, Phoenix Framework, Cloud Computing – Amazon Web Services (AWS), Cloud – Native (Containers, Docker, Kubernetes) and Serverless, DevOps, Site Reliability Engineering (SRE) and Monitoring, event sourcing, CQRS and Domain – Driven Design.
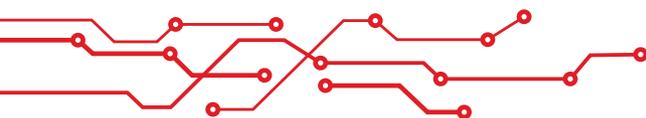
pAudio Technologies

Majowa 2, 71-374 Szczecin
www.paudio.pl
tel.: +48 602 46 88 86
e-mail: piotr.radominski@paudio.pl

Subsector: hardware development, software development

We design and produce EN54 certified Voice Alarm Systems – IVO and IVO Compact. We provide certified fire alarm loudspeakers, firepower supplies, specialized solutions for audio transmission and processing. pAudio cooperates with installers and contractors who are verified and authorized by us. We helped to develop many public buildings including hotels, offices, shopping malls, sports and entertainment halls.

Perceptus

Nowy Kisielin – Antoniego Wysockiego 8, 66-002 Zielona Góra
www.perceptus.pl
tel.: +48 68 470 07 70
e-mail: perceptus@perceptus.pl

Subsector: IT security

Perceptus was established in 2008. Our main goal was to operate on the ITSecurity market of operating systems, on the Internet and databases. However, the company has been systematically expanding its product and service offer, and currently, our activity is based on highly specialised services in the IT sector, and data security, in particular. We work for both the public and private sectors. Perceptus has an in-house research and development department, and in 2015 we opened an IT data security laboratory in the cloud, the purpose of which
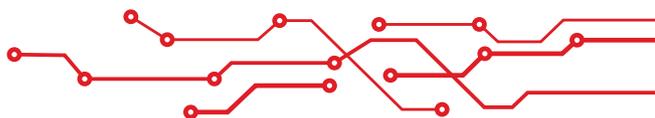
is to develop modern technologies, devices, and processes. Research is conducted both for our use, and as service to third parties.

PIRXON

Trzy Lipy 3, 80-172 Gdańsk
www.pirxon.com
tel.: +48 58 320 57 34
e-mail: office@pirxon.com

Subsector: AR, software development

Since 2004, PIRXON has been optimizing processes, for Polish and foreign companies. PIRXON owns original systems for management of fixed assets, management of accounts receivable and credit risk. It specializes in the implementation of robots for optimization of back-office processes (RPA – Robotic Process Automation), and the so-called digital employees. We are a team of several dozen highly-qualified specialists in various disciplines: programmers, implementers, RPA specialists and consultants. PIRXON carries out regular research & development works on Robotic Process Automation and Augmented Reality.

PLATAN

Platanowa 2, 81-855 Sopot
www.platan.pl
tel.: +48 58 555 88 38
e-mail: export@platan.pl

Subsector: telecommunication systems
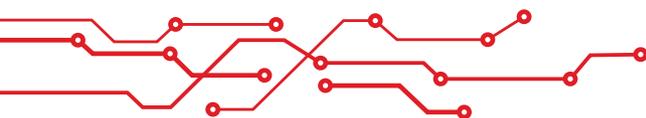
Platan produces IP PBX Telephone Systems and PBX Servers. We satisfy the most sophisticated requirements of a wide range of customers: small and medium companies, large enterprises, public offices and institutions. Since 1985, we have been offering telecommunication and radio communication solutions. Systems developed by Platan are fully based on our own technical know-how. Platan also offers public address systems, including IP-based audio passenger information systems for railway stations.

The ISO 9001 Quality Management System Certificate for design, manufacture, sale and service of telecommunication equipment provides evidence of our compliance with quality standards.

Polish Association of Telecom Engineers

Kaliska 11, 02-316 Warszawa
www.sit.org.pl
tel.: +48 22 659 11 90
e-mail: zarzad@sit.org.pl

Subsector: telecommunication

The Polish Association of Telecommunication Engineers (PATE) is a technical and scientific organization, which voluntarily gathers telecommunication and mailing engineers and technicians, as well as people involved in communications in a broad sense.

The main goal of PATE is educational, scientific and social activity in the field of ICT. PATE's potential lies in its members coming from different sections of the economy, science and administration. The organization gathers over 2.500 members, and constitutes a forum for the exchange of experience, facilitating professional development in telecommunications.
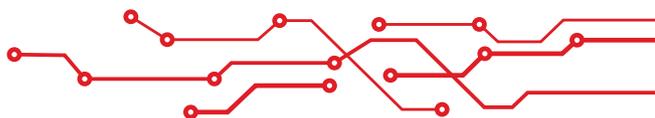
Pomorskie Centrum Przetwarzania Danych

Trzy Lipy 3, 80-172 Gdańsk
www.pcpd.pl
tel.: +48 58 739 64 48
e-mail: kontakt@pcpd.pl

Subsector: data center

Pomorskie Centrum Przetwarzania Danych (PCPD) provides colocation services customized to individual needs of its customers and tenants. Customer benefits resulting from the placement of servers in PCPD's Data Centre reduction of investment costs in infrastructure, reduction of maintenance costs and increase in the reliability of systems.
An independent UPS and air conditioning system automatically maintains the correct humidity and temperature in the server room and the fire detection alarm system automatically extinguishes the fire. Data Centre also offers independent fibre infrastructure in data centres and buildings, 24/7 security and facility access control systems.

Pragmatists

Domaniewska 37A, 02-672 Warszawa
www.pragmatists.pl
tel.: +48 690 002 352
e-mail: contact@pragmatists.com

Subsector: software development

Pragmatists is a software house with ten years of experience in building custom software products for clients from all over the world. We create bespoke solutions using an agile methodology. Clients appreciate our rigorous quality-oriented development process and programming

techniques, such as Test-Driven Development and Pair-Programming. That is why we earned Top B2B Company title by Clutch.co (a platform of in-depth client reviews) for three consecutive years.

One of our in-house products is Talkie – a flexible voice-bot and chat-bot platform. It uses natural language processing to provide phone customer service 24/7. Talkie automates repetitive processes in call and contact centres and reduces costs by at least 30%.

ProtectHut

Sienkiewicza 110, 15-005 Białystok
www.protecthut.com
tel.: +48 662 941 073
e-mail: tomasz.gaska@protecthut.com

Subsector: cybersecurity, data security, consulting, system security, QA tests

ProtectHut promotes effectiveness and efficiency, the importance of abiding standards and best management practices in cybersecurity. We offer professional audit, consulting and training services in the area of IT and business process management, operational risk management, infosecurity management, and business continuity management. ProtectHut is a part of TenderHut SA, a member of Software Development Association (SoDA).
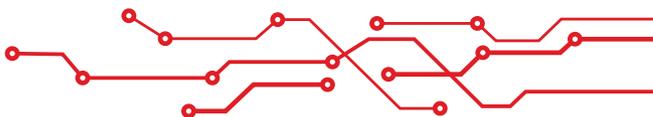
Proxi.cloud

PROXI·CLOUD

Dąbrowskiego 79a, 60-529 Poznań
www.proxi.cloud
tel.: +48 793 352 355
e-mail: contact@proxi.cloud

Subsector: mobile applications

Founded in 2015, Proxi.cloud develops proximity solutions for mobile applications. We specialize in gathering proximity and behavioural data to be used within applications, and to be integrated into any existing system via a flexible API. Proxi.cloud provides a software development kit (SDK) that extends mobile application capabilities to include communication (push notifications) and analytics (online to offline) based on location services data utilising multiple technologies such as geofencing, Wi-Fi and beacons.
Our key specialities are mobile applications, proximity marketing, location analytics and interaction, behavioural analysis and segmentation.

RADMOR

RADMOR WB GROUP

Hutnicza 3, 81-212 Gdynia
www.radmor.com.pl
tel.: +48 58 765 56 66
e-mail: market@radmor.com.pl

Subsector: radio communication

RADMOR is a supplier of the radio communication equipment for the Polish Army and armies of other countries. Radmor is part of WB Group, the largest private capital group in the Polish defense industry. WB Group offers modern solutions for armed forces in communication,
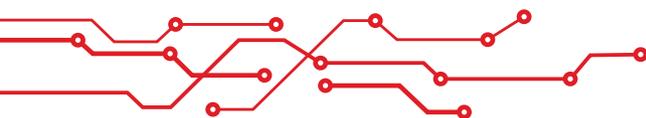
command, reconnaissance and automated fire control systems, unmanned systems of various classes, IT systems and cybersecurity, equipment and modernization of military equipment. The company's military offer includes software-defined, personal, handheld and vehicle radios, as well as F@stnet radios – manpack and vehicular. We are also an integrator of radio communication systems TETRA and DMR for non-military markets.

Railwaymen

Na Zjeździe 11, 30-527 Kraków
www.railwaymen.org
tel.: +48 12 345 06 77
e-mail: info@railwaymen.org

Subsector: software development

We specialize in building functional, well-designed and fully-tested web/mobile applications. Railwaymen has 10 years of experience in Ruby on Rails, Android and iOS and successfully launched over 100 projects in more than 25 countries. Our tech portfolio is rich in projects from many industries, like constructions, healthcare, education, fintech, IoT, video, real estate, media, entertainment. Since 2015 Railwaymen is recognized as Global Leaders and Top Ruby on Rails Developers by Clutch.
We are a member of the Software Development Association Poland (SoDA).

Revolve

Porcelanowa 19, 40-246 Katowice
www.revolve.pro
tel.: +48 695 400 481
e-mail: przemek@revolve.pro
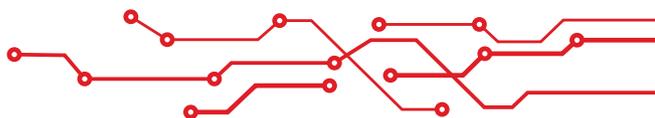
Subsector: software development

Revolve provides qualified full-stack, dedicated and self-managing software development teams for life-science, and healthcare projects. We believe that we are a good fit for projects where data privacy, security and high quality is required.
We are a member of the Software Development Association Poland (SoDa).

River

Lindego 2, 30-148 Kraków
www.ekiosk.river.eu
tel.: +48 12 638 66 55
e-mail: kiosks@river.eu

Subsector: multimedia kiosks

River is offering a wide range of multimedia kiosks and software development. We are able to provide full personalization of kiosks colours in LED-backlit logos and other required devices. We are already present in many sectors: government institutions, banks, industry, museums, transport, schools, universities, stores, shopping centres, medical sector, mobile operators, hotels, restaurants, national parks, amusement parks, libraries, exhibitions, fairs, charity and other activities.

Robset

Zamiany 6/24, 02-786 Warszawa
robset.eu
tel.: +48 606 133 569
e-mail: robset@wp.pl
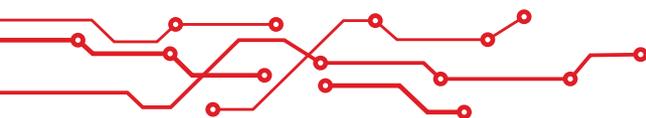
Subsector: fibre optic, WiFi, LAN

Robset offers design and documentation of fibre optic and copper-based networks, construction of fibre optic networks using GPON-FTTH technology, construction and reconstruction of telecommunications networks as well as telecommunication lines due to road construction, design and installation of LAN networks.

S-Labs

Dworska 1a/1u, 30-314 Kraków
www.slabs.pl
tel.: +48 516 910 131
e-mail: maciej.putniorz@slabs.pl

Subsector: smart energy, smart home

We create new business models for energy operators and real estate developers. By providing IoT solutions, we help them make and build customer-centric operating models that keep consumers engaged. Our Smart Energy Solution consists of hardware and software infrastructure. By combining devices mounted in the consumers' apartment with software that enables energy forecast, customer segmentation, and detection of particular devices in the network, we provide new business opportunities for utility companies. We have also created the Apartment Home Energy Management System, which is a reliable home automation system that provides local control of lighting, heating, and electrical circuits both locally and remotely. It can respond to the growing needs of any kind of user (elderly, younger, disabled) without additional cable installation.
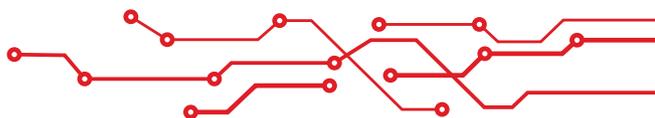
Sagra Technology

Cyfrowa 4, 71-441 Szczecin
www.sagra.pl
tel.: +48 510 034 367
e-mail: marketing@sagra.pl

Subsector: automation, business intelligence, BPA, mCRM

Sagra Technology delivers mobile solutions that support sales, marketing and business analytics. While working with FMCG and pharmaceutical sectors, we support business processes on many levels, from automating the work of sales representatives, retail execution, merchandising, to delivering advanced analytical tools that help with strategic planning. As a long-term and awarded Microsoft partner, Sagra Technology takes part in the realization of Store of the Future and Factory of the Future concepts.

SALESmanago

Grzegórzecka 21, 31-532 Kraków
www.salesmanago.com
tel.: +48 53 175 66 29
e-mail: info@salesmanago.com

Subsector: MarTech

SALESmanago Marketing Automation is an all-in-one marketing automation platform powered with AI & machine learning engine. The system offers omnichannel communication with one-to-one offer recommendations and advanced personalization capabilities. The platform is designed to improve the effectiveness of marketing and sales campaigns to drive the growth of Customer Lifetime Value. SALESmanago is used by over 10 000 B2C and B2B companies in over 40 countries, including Lacoste, Yves

Rocher, Starbucks and a huge number of SMB companies. In Financial Times Fast 1000, SALESmanago is ranked 26th fastest growing company in Europe and the fastest growing European martech platform. The company employs 200 people, and its headquarters are located in Kraków, Poland with sales offices in Berlin, New York and London.

Scoon Hardware Lab Krzysztof Skuneczny

Franciszkańska 2, 37-700 Przemyśl
www.scoon.pl
tel.: +48 512 461 191
e-mail: kontakt@scoon.pl

Subsector: CRM, ERP, FTTH networks, server administration

As part of constant cooperation with companies, we provide the following areas of IT operations: server administration, management of computer and telephone networks, installation and maintenance of CCTV systems, removal of computer system failures, data archiving, anti-virus protection, maintenance of ERP and CRM class systems, innovative web systems. Designing and building FTTH networks: blowing, pulling and welding fibre optic cables, construction of fibre optic pipelines, construction of primary teletechnical sewage system, construction of fibre optic networks on a pole foundation, including low and medium voltage networks, support for the construction of fibre optic networks in microcanalization technology, installation and commissioning of active devices, tele-transmission and station, complement formalities related to entry and exit from the construction site to perform subcontracting documentation.
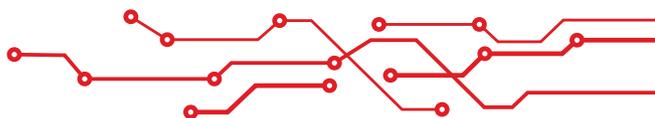
Security Partners

Wyścigowa 56H, 53-011 Wrocław
www.securitypartners.pl
tel.: +48 572 414 363
e-mail: biuro@securitypartners.pl

Subsector: consulting, GDPR, outsourcing, IT security

Security Partners provides services of ICT management, data security and GDPR consulting. Our core competencies and services focus on ICT outsourcing /integration and data security. We provide high-quality services to improve the speed, security and reliability of business processes based on ICT systems.

SENETIC

Kościuszki 227, 40-600 Katowice
www.senetic.pl
tel.: +48 32 420 92 11
e-mail: info@senetic.pl

Subsector: software development, hardware

We are a global provider of IT solutions for small and medium enterprises and public organizations.
With over 10 years of market experience, we offer our clients the solutions that we ourselves use on a daily basis. We specialize in providing Microsoft (Gold Partner) cloud services for business: Office 365, Azure and SharePoint.
We are also a leading provider of enterprise-grade network, server, software and other IT equipment.

Seven Dots

Bobrowiecka 1, 00-728 Warszawa
www.sevendots.pl
tel.: +48 22 299 08 46
e-mail: office@7dots.pl

Subsector: BPM, EPM, Intranet

We are an experienced technological company specializing
in the implementation and maintenance of IT systems, especially
in the scope of EPM, Intranet and BPM. These solutions allow us
to organize business processes, tasks and internal communication
of an enterprise. Regardless of size and industry, it is possible to increase
a company's business efficiency and contribute to a radical increase
in profits. We specialize in Intranet, Project Portfolio Management
and Business Process Management.

SEVENCOMP MARCIN INDRZEJCZAK

Grudzińskiego 50, 62-020 Swarzędz
www.sevencomp.pl
tel.: +48 61 651 04 90
e-mail: biuro@sevencomp.pl

Subsector: outsourcing

Sevencomp was founded in 2006 in Poznań. Today, the company consists
of high-class specialist teams who quickly solve any problems with IT
infrastructure. We have more than 13 years of experience in the European
IT market and many satisfied customers. The role of SEVENCOMP starts
where business meets technology.
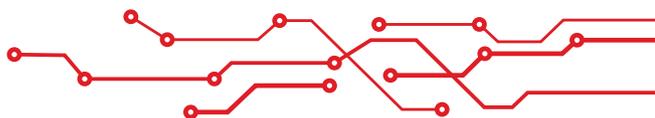
Simex

Wielopole 11, 80-556 Gdańsk
www.simex.pl/en
tel.: +48 58 762 07 77
e-mail: info@simex.pl

Subsector: hardware services, industrial automation

Simex operates on the market of industrial automation as a manufacturer and distributor of test and measurement instruments used to measure, control and record the temperature, humidity, pressure, level or flow. Our products are the result of over thirty years of experience in industrial automation.

Our flagship products, MultiCon line, are powerful and versatile compact-multichannel-controllers with a capacity to record data. Thanks to a wide range of input and output modules, LINUX for stable operation, fast Ethernet communication, set of built-in visual components (sidgets) which use the HTML5 protocol, free DAQ Manager software, colour touchscreen, MultiCon operation, playing the role of HMI is intuitive and comfortable.

Simply4net

Królowej Jadwigi 43, 61-052 Poznań
www.100shoppers.com
tel.: +48 509 919 329
e-mail: w.sadowski@100shoppers.com

Subsector: e-commerce

In 2013, we introduced the Ads4books service – a performance marketing network dedicated to the book market. It includes a tool comparing prices, a simple plugin that can be implemented on every website. In 2015,
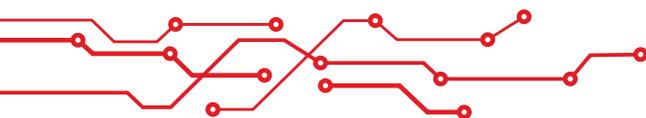
we decided to create a separate product – the BUY.BOX brand, which is now used by hundreds of websites and a few million users. The service includes categories such as books, movies, music, consumer electronics, houseware, baby products and cosmetics.

Next, we created 100shoppers – a Where To Buy solution, which converts visitors into shoppers. The plugin is implemented on a specific website, and it shows users where they can buy products directing them straight to the online shops. As an analytical tool, it provides brands with updates regarding the sales and popularity of their products.

Simpro

Gromadzka 101, 30-719 Kraków
www.simprosoft.com
tel.: +48 12 257 01 80
e-mail: office@simprosoft.com

Subsector: software services

Simpro produces professional XR training simulators for public and private services and operators of aviation, based on cutting-edge resears of our R&D team. It is critical infrastructure that enables personnel training in terms of procedures and security threats. Simpro uses advanced XR technology with a realistic recreation of various environments using photogrammetry. The effectiveness of training with XR simulators is verified with psychophysiological tests. The simulators are available with support for industry experts and certifying institutions, and assisted by scientific research.
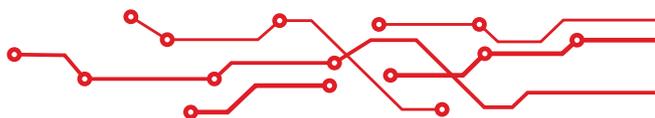
SKM Group

Jana Mikusińskiego 28/24, 40-146 Katowice
www.skmgroup.pl
tel.: +48 510 591 095
e-mail: office@skmgroup.pl

Subsector: software development

SKM Group is a software house operating since 2007, and implementing mobile and web applications for clients from Poland and abroad. We are a team of senior professionals who manage all stages of the software life cycle, including architecture, design and development. Our IT department uses many different technologies, such as JavaScript, ASP .NET MVC, ASP. NET CORE, Angular. Our clients can expect high quality, commitment and a productive partnership.
We are a member of the Software Development Association Poland (SoDA).

Skriware

Kolejowa 19/21, 01-217 Warszawa
www.skriware.com
tel.: +48 510 480 176
e-mail: info@skriware.com

Subsector: EdTech

Skriware develops a unique integrated EdTech ecosystem for schools. Its three core elements are: 3D printers with a library of models that can be used to supplement school lessons; modular, 3D-printed robots with a dedicated software to teach the basics of robotics, design and programming (Skribots); and an online platform with class ideas, lesson plans and learning materials for teachers (Skriware Academy).
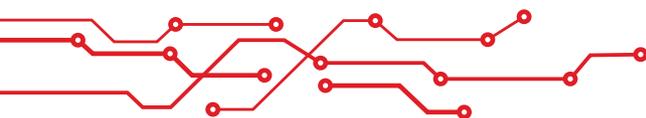
Our ecosystem utilizes STEAM (Science, Technology, Engineering, the Arts, Mathematics) methodology, taking advantage of its holistic, hands-on approach to teaching. Skriware's solutions allow schools to teach critical thinking approach to problem – solving, boosting creativity and encouraging project-based teamwork. Our goal is to prepare students for the challenges of the 21st century.

Smart Monitoring

Szczecińska 34, 25-345 Kielce
www.smartmonitoring.im
tel.: +48 508 066 768
e-mail: sale@smart-monitoring.pl

Subsector: monitoring

Smart Monitoring is a fast developing company aiming to provide the top quality monitoring services in the B2B model. Our main clients are companies whose core business is to protect people or property, but at the same time want to specialise in other segments, which requires a monitoring center. Some of our clients also maintain a monitoring centre dedicated only to their own needs.

Smart-Lab

Zamknięta 10, 30-554 Kraków
www.smartlab11.pl
tel.: +48 12 633 47 27
e-mail: biuro@smartlab11.pl

Subsector: big data, data analytics
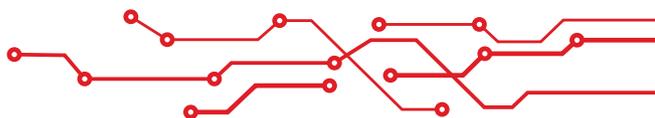
Smart-Lab creates innovative solutions in the form of MVP – Minimum Viable Product based on the latest information technologies. The products developed by Smart-Lab solve problems in environmental protection, transportation, education and medicine. Our products use virtual reality technology Google VR, OculusRift and intelligent transportation systems (ITS). Smart-Lab is the creator of solutions such as luggage scanner simulator used for aviation staff training, a locomotive simulator, an aircraft simulator, an electric/hybrid vehicle simulator used in the education process, an air quality monitoring system and software used in medicine.

Social WiFi

Puławska 14, 02-512 Warszawa
www.socialwifi.com
tel.: +48 505 095 86
e-mail: contact@socialwifi.com

Subsector: software services

Social WiFi is one of the market leaders in Social Media Guest WiFi authentication. Our value lies in helping business operators know who their customers or guests are, and providing tools to communicate with them at the right times, leading to more repeat visits and online recommendations, that result in more new customers.

SoftBlue

Zamoyskiego 2 B, 85-063 Bydgoszcz
www.softblue.pl
tel.: +48 52 340 50 30
e-mail: sekretariat@softblue.pl
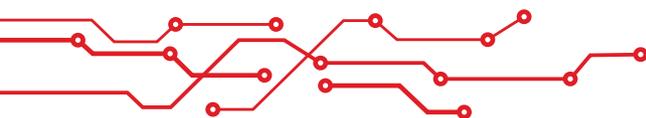
Subsector: biotechnology healthcare solutions, intelligent retency management, metadata

SoftBlue focuses on new technologies, research and scientific projects. We design IT systems and provide economic and business consulting services. We are a member of the European Space Agency. We have run our own R&D Department since 2012, which focuses on three areas: biotechnology, ICT and programming. We introduce innovations in the fields of biotechnology, programming and ICT. We create software tailored to the specialized needs and requirements of our clients. We offer measurement heads dedicated to air pollution and environmental conditions. The equipment is adapted to use with UAV, car or standalone.

Softnauts

Aleja Słowackiego 15a/8, 31-159 Kraków
www.softnauts.com
tel.: +48 795 050 503
e-mail: contact@softnauts.com

Subsector: software development

Softnauts is a software development company founded in 2012. Softnauts focuses on mobile app development, web development, custom software development, and UX/UI design for companies of various size.
Our flagships projects is Welcome to AGH UST – mobile application for students of the biggest technical university of Poland, which includes various features helping students (Polish and international) in daily life on the campus.
We also specialize in healthcare mobile and web applications, management systems for other industries, and digital transformation.
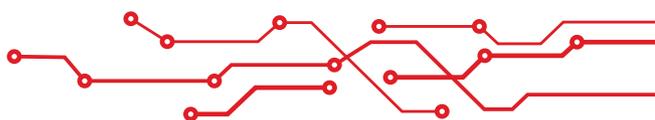
SoftwareHut

Sienkiewicza 110, 15-005 Białystok
www.softwarehut.com
tel.: +48 664 187 124
e-mail: hello@softwarehut.com

Subsector: AI, e-commerce, fintech, healthcare, outsourcing, software development

SoftwareHut specializes in the creation of software systems, and IT projects and resources. We are a Microsoft Gold Partner. We currently employ over 200 IT specialists in six development centres in Poland. Contact with foreign clients is maintained through eight foreign offices in the United Kingdom, the United States, Germany, France, Sweden, Denmark, Ireland, Switzerland and China.

SoftwareMill

Na Uboczu 8/87, 02-791 Warszawa
www.softwaremill.com
tel.: +48 504 858 544
e-mail: hello@softwaremill.com

Subsector: software development

SoftwareMill is a development and consulting company. We help clients scale their business through software, conduct digital transformation, implement event sourcing and create data processing pipelines.
We specialise in Scala, Kafka, Akka and Cassandra, among other technologies. Our areas of expertise include distributed systems, big data, blockchain, machine learning and data analytics.
We are a member of the Software Development Association Poland (SoDA).

Sojourn Solutions

Wita Stwosza 19/5, 35-113 Rzeszów
www.sojournsolutions.com
tel.: +48 17 250 99 25
e-mail: kariera@sojournsolutions.com

Subsector: consulting

Sojourn Solutions is a team of marketing operations and marketing
automation experts providing award-winning services since 2005.
Our proven approach empowers B2B marketers to drive and measure peak
performance results, while aligning strategy, process, marketing automation
technology, and data. Our growth has mirrored the exponential growth
of both marketing operations and marketing automation technology,
as well as the influence of marketing leaders worldwide.

SOLET

Aleja Wincentego Witosa 16, 20-315 Lublin
www.solet.pl
tel.: +48 814 581 158
e-mail: biuro@solet.pl

Subsector: analytics

We are a team of experts, data scientists, programmers, consultants,
developers, administrators, and other enthusiasts of information
technologies. We have been working together for almost 20 years. We have
experience in implementing projects in the fields of Business Intelligence,
advanced analytics, data warehouse, self-service and controlling,
in many industries. Solet is a partner of IBM, Oracle, and Microsoft.
We make the right choice of technology tools using our unique approach
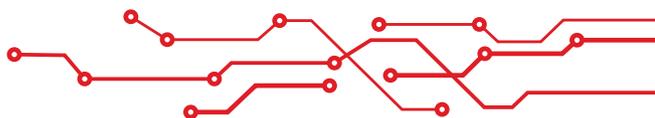
to the project, starting with observation through interpretation and ending with application. Our core specializations are business intelligence, controlling and advanced analytics.

Solidstudio

Czysta 10/3, 31-121 Kraków
www.solidstudio.io
tel.: +48 538 365 618
e-mail: contact@solidstudio.io

Subsector: consulting, outsourcing, software development

In Solidstudio we know that IT solutions should perfectly match the industry demands, as well as specific organizational objectives and needs. That is the main reason why we provide self-managing development teams for seamless product development.
Our tailored IT services help our clients get the best possible software solution – one that enables growth and implementation of key business objectives. Based on a trusted relationship and open communication, we ensure transparency, safety, and satisfaction throughout every step of the process.
We are a member of Software Development Association Poland (SoDA).

Solution4Labs

Sienkiewicza 110, 15-005 Białystok
www.solution4labs.com/en
tel.: +48 662 939 625
e-mail: info@solution4labs.com
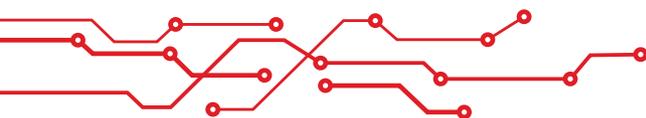
Subsector: AR, medtech, labtech

The company provides modern laboratories with implementation, validation and optimisation of LIMS class solutions. Working with laboratories such as Thermo Fisher Scientific Authorised Partner, we create systems that match real needs, solve problems and remove bottlenecks for our clients.

Solution4Labs is a part of TenderHut SA, a member of Software Development Association (SoDA).

Soneta

Wadowicka 8A, 30-415 Kraków
www.enova.pl
tel.: +48 12 349 28 00
e-mail: kontakt@enova.pl

Subsector: ERP

Soneta is a developer of enova365 – dedicated ERP business software. Our priority is to develop a system that not only fulfils top professional standards such as business security, manufacturer's stability, and quick response to legislative changes but also offers potential for development and makes everyday business easier for entrepreneurs.

Space Bridge Fund

Koncertowa 19 lok. 35, 20-866 Lublin
www.spacebridgefund.com
tel.: +48 667 371 718
e-mail: contact@spacebridgefund.com
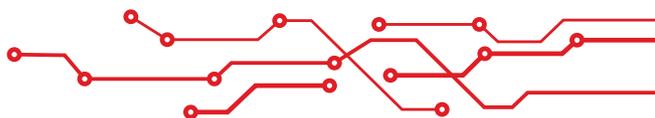
Subsector: AI, automation, IoT, satellite navigation, telecommunication

Space Bridge Fund is a public-private early-stage technology seed funding instrument which combines private capital equity investments with non-refundable public grants to invest into high-growth potential, technology-oriented companies in space-related industries in Poland.
The Fund intends to invest in startup companies which implement projects in Proof of Concept and Proof of Principle stages.

SPACE DIGITAL GROUP

Czarodzieja 16, 03-116 Warszawa
www.spacedigitalgroup.com
tel.: +48 798 141 681
e-mail: kontakt@spacedigitalgroup.com

SPACE DIGITAL GROUP

Space Digital Group
to przestrzeń gdzie
integrujemy rozwiązania tworząc
kompleksowe systemy IT
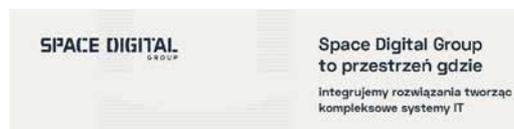
Subsector: AR, cybersecurity, VR

The main areas of our activity include VR, AR, cybersecurity and backend. We integrate solutions creating comprehensive IT systems. The security of the solutions is just as important as the solutions themselves.
We specialize in dedicated mobile applications, VR/AR/MR for companies, interactive 3D VR visualizations, consulting, creating and maintaining databases (MySQL, SQLite, PostgreSQL, MongoDB), cloud integration, creating CMS and CRM, API functions, building dedicated security modules, generating reports on analytics and statistics, data creation and storage of backups.
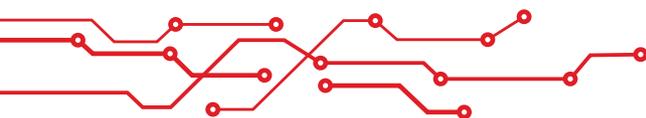
Sparkbit

Wańkowicza 5/30, 02-796 Warszawa
www.sparkbit.pl
tel.: +48 506 040 430
e-mail: contact@sparkbit.pl

Subsector: **backend systems, IoT, machine learning, software development, telematics**

Sparkbit builds bespoke software solutions that help companies around the world to improve their businesses. We are specialists in the fields of machine learning, IoT, telematics and backend systems. While working for small and large enterprises, we have participated in a large variety of projects including data analytics for usage-based insurance, enterprise application integration, and machine learning-based video analysis. We provide comprehensive telematics solutions in areas such as driver's behaviour analysis, crash detection and smart parking systems.

SPRINT

Jagiellończyka 26, 10-062 Olsztyn
www.sprint.pl
tel.: +48 89 522 11 00
e-mail: sprint@sprint.pl

Subsector: **ICT, smart city, software development**

Sprint is one of the leading ICT systems integrators in Poland, operating since 1988. The company delivers solutions to the local and European market. We specialize in smart city (ITS,video surveillance systems), ICT systems (wireless networks, cybersecurity, data processing systems),
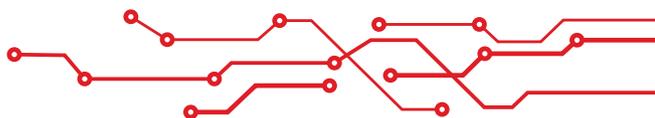
software solutions (fleet monitoring system, public safety management system, event visualization system) and building automation.
We are a member of the Software Development Association Poland (SoDA).

SpyroSoft

Plac Nowy Targ 28, 50-141 Wrocław
www.spyro-soft.com
tel.: +48 500 104 042
e-mail: office@spyro-soft.com

Subsector: AI, cloud services, machine learning, software development

Established in 2016, Spyrosoft is a software engineering company with offices in Poland, the United Kingdom, Croatia and the United States.
Our projects include collaborations with the leaders in the automotive, geospatial, HR & payroll and financial industries, as well as in Industry 4.0.
We combine technology expertise with business experience delivering both embedded and enterprise software, using machine learning, AI and cloud services. Our goal is to provide end to end solutions that are ready to be industrialised and scaled up.
We are a member of the Software Development Association Poland (SoDA).

StabilisOne

Mościckiego 1, lok. C127, 24-110 Puławy
www.stabilis.one
tel.: +48 534 676 770
e-mail: office@stabilis.one

Subsector: software development

We design and implement integrated tailor-made IT platforms that faithfully reproduce the activities of our clients, and are meticulously optimized in terms of work ergonomics and operation logic. After implementation we adapt the existing ERP to the needs of the enterprise as it develops or changes in the organization. We are open to long-term partnerships, expansion of the platform and its joint improvement.
We create additional elements as independent plugins, which means that there is no need to modify the source code and stop the work of the platform. We are supported by the global community of Open Source developers, who have been developing various functionalities for iDempiere – the leader of SourceForge and InfoWorld rankings.

Stepwise

Aleje Jerozolimskie 93, 02-001 Warszawa
www.stepwise.pl
tel.: +48 507 431 560
e-mail: contact@stepwise.pl

Subsector: cloud consulting, data analytics, data engineering

Stepwise is a software house based in Warsaw. We provide development and consulting services for our clients in Europe. Our clients come from startup and mid-size markets. We specialize in data analytics and Google Cloud Platform, focusing on business services and energy sector.
Our technology products cover cloud consulting (GCP), data engineering, web and backend development. Our business products cover product design, product development, scaling up business and products, as well as technology audits.
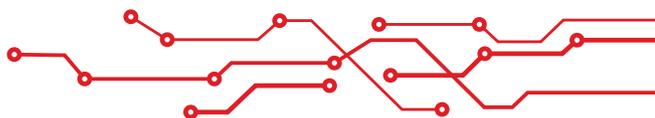
Stermedia

Ostrowskiego 13, 53-238 Wrocław
www.stermedia.ai
tel.: +48 694 233 234
e-mail: hello@stermedia.ai

Subsector: AI, data science, deep learning, machine learning, software development

We use our in-depth expertise in data science, machine learning and deep learning areas, helping companies to optimize their processes in production, logistics, human resources, accounting and sales areas. We target the manufacturing, finance, pharma, HR and media industries. Since 2009 we have been helping corporations and startups throughout Europe and the US to engineer powerful web and mobile applications, including artificial intelligence, with user-friendly UX and UI. We are Amazon Web Services consulting partner. We trained histopathological scanners to detect cancer fast, with over 89% accuracy. We improved the efficiency in a German car factory by 23% and launched an early warning system for catastrophic events in Poland.

StethoMe

Winogrady 18a, 61-663 Poznań
www.stethome.com
tel.: +48 570 413 852
e-mail: kmak@stethome.com

Subsector: healthcare, software development

StethoMe is a company focused on developing artificial intelligence in the fields of healthcare and telemedicine. We create unique lung and heart screening systems that improve the primary care diagnostics. StethoMe is a smart stethoscope working with a dedicated app and specially designed algorithms – StethoMe AI. The patient makes recordings of auscultation sounds, and sends them to the StethoMe AI system where they are analysed by the algorithms. StethoMe notifies the patient when StethoMe AI detects any abnormal sounds. The results are also received by physicians in the audio-visual dashboard.
The device and AI algorithms have been certified in the EU as a 2a class medical device (CE 2274). The medical certification of AI algorithms is the first such certification in the world.

STX Next

Mostowa 38, 61-854 Poznań
www.stxnext.com
tel.: +48 61 610 01 92
e-mail: business@stxnext.com

Subsector: fintech, machine learning, product design, software development

We are Europe's largest Python software house. We have over 185 Python, JS, and React Native developers ready to supercharge any project with extraordinary code, the Agile way. Our full roster includes a total of over 350 people including designers, QA engineers, DevOps specialists and business communication experts ensuring smooth cooperation with our partners. Our services include Python & JavaScript development, product design, React Native development, machine learning, DevOps, software testing, and product discovery workshops.
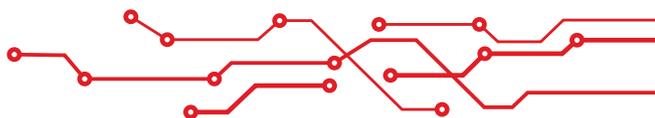
We are a member of the Software Development Association Poland (SoDA).

Sygnity

Franciszka Klimczaka 1, 02-797 Warszawa
www.sygnity.pl
tel.: +48 22 290 88 00
e-mail: biuro@sygnity.pl

Subsector: consulting, software development

For nearly 30 years we have been creating and implementing innovative solutions in all branches of the economy, especially in banking and finance, local government, central administration and energy.
We provide innovative products and services in the area of core systems, tools supporting key areas of client`s activities and executing regulatory requirements. We have completed many implementations of transaction and settlement systems and solutions supporting important elements of our clients' operations.
We use modern technologies in our projects including cloud computing, machine learning, AI, data analysis and IoT.

Teamdeck

Nowowiejskiego 55, 61-734 Poznań
www.teamdeck.io
tel.: +48 793 925 281
e-mail: contact@teamdeck.io

Subsector: software development

Teamdeck is an employee-focused complete resource management solution for agencies and software houses. Our mission is to improve companies' HR processes, such as planning resource allocation, measuring the utilization and forecasting the capacity. At the same time, it is a tool for the employees to manage their availability, request vacation days and track their time.

Teamdeck helps you organize your teams with less effort. With a simple calendar view, you are able to find relevant employees, compare their bookings and availability, and finally assign them to projects right away. A time tracking app helps you monitor your team's performance and compare actuals with estimates. When creating reports based on timesheets, you may calculate KPIs of your choosing, create financial reports and more.

TestArmy

Petuniowa 9/5, 53-238 Wrocław
www.testarmy.com
tel.: +48 693 189 866
e-mail: jan@testarmy.com

Subsector: automation, cybersecurity, performance and functionality testing, software development

TestArmy is one of the fastest-growing tech companies in Central Europe based on the Deloitte ranking.
We are veterans in the field of quality assurance in software development. Since founding, we have delivered over 500 successful projects for more than 130 clients. With experience comes the knowledge and we used ours to come out with an innovative approach that is called Business Driven Quality eXcellence. We believe taking care of our clients' quality should
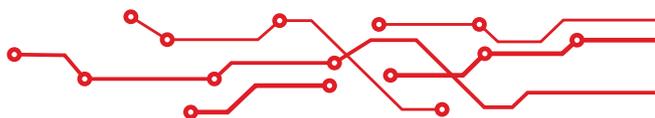
be based on customer needs and companies' internal vision and politics. Therefore our task is to provide team and process augmentation for a secure and functional digital product.
We are a member of the Software Development Association Poland (SoDA).

TESTIN

Krakusa 1/16, 35-302 Rzeszów
www.testin.pl
tel.: +48 17 779 01 08
e-mail: biuro@testin.pl

Subsector: graphic design, software development

TESTIN Krzysztof Samborski is an interactive agency that has been providing services on the Internet market since 2013. As part of its activity, the company carries out numerous projects on local, national and global scale, specializing in comprehensive brand service.
We specialize in designing websites and websites, copywriting, social media and graphic designs.

The Software House

Dolnych Wałów 8, 44-100 Gliwice
www.tsh.io
tel.: +48 698 193 461
e-mail: hello@tsh.io

Subsector: software development

The Software House is a custom software development company. We offer a wide range of solutions to help CTOs and their businesses develop digital products by providing experienced agile development teams on demand. The company specializes in web and mobile development, digital product design, as well as high-quality DevOps services. Moreover, the company is opened to all the market trends and constantly expands its technological stack.

We are a member of the Software Development Association Poland (SoDA).

TOP

Warneńczyka 3, 35-612 Rzeszów
www.topsa.com.pl
tel.: +48 17 856 39 99
e-mail: topsa@topsa.com.pl

Subsector: BI, IoT, DMS, ERP, software development, WMS

Since 1991, TOP has been a manufacturer and supplier of specialized IT systems for large and medium-sized companies in various industries. The company's offer is a full comprehensive software package such as: ERP systems (including: finance, human resources, sales, logistics, purchasing, warehouse, complaints, transportation, CRM, production), the analytical Business Intelligence systems, web tools supporting contact with the clients, WMS and B2B systems, document management systems, dedicated applications and reporting systems.
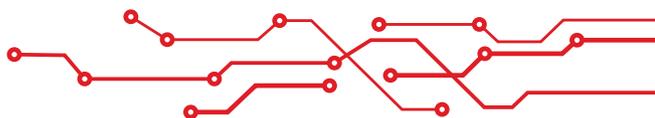
Transition Technologies PSC

Piotrkowska 276, 90-361 Łódź
www.ttpsc.com/en/
tel.: +48 42 664 97 20
e-mail: contact@ttpsc.com

Subsector: software development, software integration

Transition Technologies PSC is a part of the Polish Capital Group (Transition Technologies SA), developing modern IT solutions since 1991. TTPSC is focused on delivering high-tech solutions for the industry (AR, connected product lifecycle management, IoT). The company's key development area is AR solutions. To meet the needs of the Polish market, as the first company in the country, TTPSC expanded the voice function of RealWear, so that customers can control it in their native language.
It consists of over 300 technical innovation enthusiasts, working all around Poland and abroad.

Trui

św. Marcin 29/8, 61-806 Poznań
www.trui.pl/en
tel.: +48 798 871 677
e-mail: hello@trui.pl

Subsector: software development

At Trui we create and deliver products which make life's of our clients easier.
We provide expertise at every stage of the project's lifecycle – from initial analysis, via UX/UI design through code implementation. Consequently,

we are able to create a tailor made software, as well as web and mobile apps and websites.

We are a member of the Software Development Association Poland (SoDA).

VEMCO

Biała 1, 80-435 Gdańsk
www.vemco.pl
tel.: +48 58 550 7565
e-mail: systemy@vemco.pl

Subsector: hardware development, software development

Vemco is a software and hardware developer and a system integrator that develops turnkey systems based on Automatic Identification and Automatic Data Collection processes based mostly on RFID technology. Vemco designs, supplies, integrates and installs complete enterprise-class solutions at customers' premises.

Vemco has developed and installed nearly 200 sophisticated systems in the field of safety and security in large and middle-size companies from the industry, service, sales and logistics sectors. Vemco has developed its own multi-platform software accard_MP which includes a whole range of functionalities for access control, time and attendance, people tracking control, shop floor data collection and many others based on transactions collected in the system.
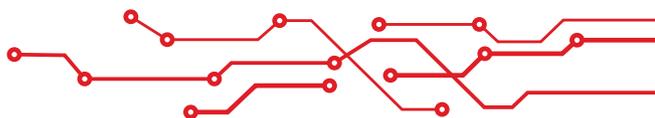
Vimanet

M. Skłodowskiej-Curie 5/6, 31-025 Kraków
www.vimanet.com
tel.: +48 664 385 621
e-mail: contact@vimanet.com

Subsector: AI, IoT, SaaS, software development

Vimanet is a consultancy and software development company specialized in web, mobile and cloud-native applications. At Vimanet we deliver software innovation in a wide range of fields, including B2B, AI-driven applications, SaaS and IoT solutions for HealthCare, fintech and retail industries. Cloud serverless computing is our environment as we believe that infrastructure limitations should not stop companies from innovation and global expansion.

We have worked with small and large businesses in Norway, Belgium, Switzerland, the United Kingdom, Ireland, Denmark, the Netherlands and the United States. Vimanet is Microsoft Silver Partner and Azure Reseller.

We are a member of the Software Development Association Poland (SoDA).

VoiceFinder

Zamknięta 10, 30-554 Kraków
www.voicefinder.pl
tel.: +48 12 633 47 27
e-mail: info@voicefinder.pl

Subsector: big data, data analytics

VoiceFinder is a company operating in the biometric technologies sector. We create and implement solutions such as speaker identification systems,
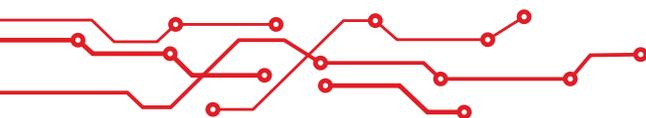
speech recognition, as well as image and pattern recognition. Our key products are audio-visual file analysis systems (speech recognition, lyrics recognition, speakers recognition) and interviewers and marketing research tools.

Wastelands Interactive

Łąkowa 7a bud D, 90-562 Łódź
www.wastelands-interactive.com
tel.: +48 500 772 082
e-mail: contact@wastelands-interactive.com

Subsector: 2D and 3D art, outsourcing

Wastelands Interactive is a team of talented artists, who can work under tight deadlines providing all aspects of 2D and 3D production.

web24.com.pl

Aleja Zwycięstwa 96/98, 81-451 Gdynia
www.web24.com.pl
tel.: +48 58 690 73 25
e-mail: web24@web24.com.pl

Subsector: software development

We are a software house focused on creating projects tailored
to the client's needs.
We create web applications, websites and online stores, design web product management systems, UX / UI and graphics.
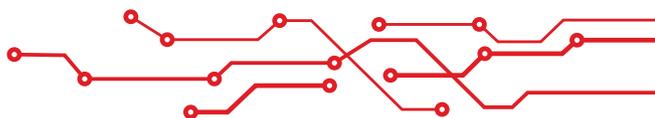
WEBWIZARDS

Malinowa 10, 62-095 Murowana Goślina
www.webwizards.pl
tel.: +48 502 135 136
e-mail: a.mankowska@webwizards.pl

Subsector: software development, online marketing

For 15 years we have been one of the leaders in the software solutions for the automotive industry. Our web-based systems and mobile apps have facilitated the time-saving and cost-effective information exchange within dealerships. Delivering VFM for customers is our top priority, which we have achieved by optimising work for all levels of employees in the dealerships of Porsche Inter Auto, Inchcape among many others. We also provide tailor-made IT solutions for company training needs from structural support, WBT, detailed report system to app-based training for various types of employees using geolocation and QR code reading technologies.

White Label Coders

bł. Czesława 3/3, 44-100 Gliwice
www.whitelabelcoders.com
tel.: +48 606 872 111
e-mail: pz@whitelabelcoders.com

Subsector: digital transformation

We offer services covering the full engagement project cycle, starting with consultancy and business analysis, through the system architecture and user experience design, up to the production system deployment and long-term maintenance.

We have over 600 successfully delivered projects and clients from more than 10 countries including the United States, the United Kingdom, the Netherlands and Germany. We have more than 13 years of experience in creating tailored software solutions for business.

Our focus is to enable digital transformation in small and medium businesses. Working with the client's business leadership, we first understand then optimize their operations and integration processes.

Winged IT

WINGED IT

Ligocka 103, 40-568 Katowice
www.wingedit.pl/en
tel.: +48 500 000 480
e-mail: info@wingedit.pl

Subsector: IT recruitment, software development

Winged IT is one of the fastest-growing companies in Poland, which provides IT professionals outsourcing (contracting) and permanent recruitment services. We recruit IT talents from Poland and the whole Central and Eastern Europe who are ready to relocate to other countries or work remotely.

We also support the creation of local IT teams/subsidiaries of international companies in Poland.

Together with Soflab Technology and several other companies, we are a part of the Soflab Group which has fulfilled more than 5 thousand projects for 100 clients in more than 10 countries.
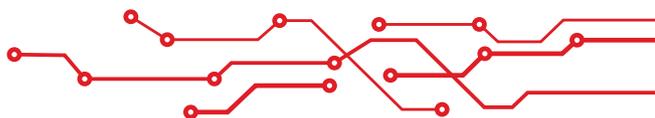
xBerry

Aleksandra Ostrowskiego 13, 53-238 Wrocław
www.xberry.tech
tel.: +48 698 642 418
e-mail: ms@xberry.tech

Subsector: AI, embedded systems, image processing

Our goals are to combine expertise in Artificial Intelligence, embedded technologies, and image processing. We focus on driving innovations at the border of these three fields: intelligent, voice-controlled devices that can be navigated by hand-gestures. xBerry cooperates with the public sector, production facilities, and startups.
We are a member of the Software Development Association Poland (SoDA).

YAMEO

Piastowska 11, 80-332 Gdańsk
www.yameo.pl
tel.: +58 341 56 39
e-mail: contact@yameo.pl

Subsector: software development

We are a Dutch-Polish software house with over 13 years of experience in IT development, support and maintenance. We create extended IT systems of various scopes tailored to our clients' individual needs: both back-end and front-end solutions, as well as mobile applications. We put a major focus on African projects. We have gained a good understanding of the region, its potential and limitations and we put that knowledge into practice. We strive to create digital products that not only work but also
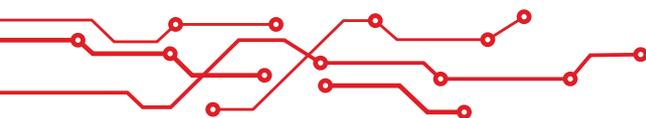
matter. Once we embark on a journey with a client, we operate as if
we were one team.

We are a member of the Software Development Association Poland (SoDA).

YOGA ZONE online

Struga 55 m. 28, 90-640 Łódź
www.yogazoneonline.com
tel.: +48 696 544 404
e-mail: info@yogazoneonline.com

Subsector: software services

The Internet yoga platform offers individual, online yoga sessions on Skype
adjusted to individual needs and capabilities, with instant feedback
and verbal adjustments from certified yoga instructors.

ZETO-RZESZÓW

Aleja T. Rejtana 55, 35-326 Rzeszów
www.zetorzeszow.pl
tel.: +48 17 282 50 00
e-mail: zeto@zetorzeszow.pl

Subsector: ERP, software development

ZETO-RZESZÓW has been providing technological solutions to companies
and institutions for over 50 years. We design and produce dedicated
software and applications.
The company also specializes in the implementation and integration
of ERP systems for the SME sector. Our service includes pre-
implementation analysis, implementation, service care and retrofitting
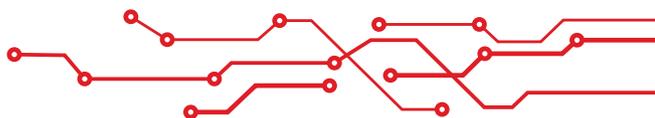
the work environment with servers and computers. Including necessary hardware, software and office applications. ZETO-RZESZÓW designs, creates, implements and integrates stationary and mobile solutions using the advantages of cloud computing.

Zonifero

Sienkiewicza 110, 15-005 Białystok
www.zonifero.com
tel.: +48 728 938 446
e-mail: hello@zonifero.com

Subsector: PropTech, RealEstate, IoT, Workplace, Administration process, HR

Zonifero is a SaaS platform for the management of office internal communication and space. Manage your office smart, optimize costs related to services and space, and increase the comfort of work with just one system. Zonifero makes up to 25.6% savings at office operating costs. Zonifero is a part of TenderHut SA, a member of Software Development Association (SoDA).

Infographic Poland in figures 2018

Source: Statistics Poland, Eurostat, International Monetary Fund

//Data from the infographic are presented in the table.//

Trade Exchange	Imports EUR 228 billion Exports EUR 223 billion
Gross Domestic Product (GDP)	EUR 493 billion
GDP Growth	Poland 5.1% EU 28 1.9%
Unemployment Rate	5.9%
Population	38.5 million
Economy Ranked	22nd in the world
GDP per Capita PPP	USD 33 thousand

Back to the text

Chart 1. Structure of IT market in Poland (%)

Source: Computerworld Top 200, International Data Corporation (IDC), PMR

//Data from the chart are presented in the table.//

IT equipment sales	55%
Software	16%
Sevices	29%

Back to the text

Chart 2. Sales of cloud technologies (EUR million)

Source: IDC

//Data from the chart are presented in the table.//

Year 2017	200
Year 2018	300
Year 2022	450

Back to the text

Chart 3. Structure of cloud technology market (%)

Source: IDC

//Data from the chart are presented in the table.//

SaaS	60%
PaaS	20%
IaaS	20%

Back to the text

Chart 4. The value of the Polish e-commerce market (EUR billion)

Source: Bisnode Polska, Sky-Shop.pl

//Data from the chart are presented in the table.//

Year 2015	6.5
Year 2019	11.5

Back to the text

Chart 5. Big Data global market size (EUR billion)

Source: Wikibon, Statista

//Data from the chart are presented in the table.//

Year 2018	38
Year 2027	93

Back to the text

Chart 6. Global number of smartphone users (EUR billion)

Source: Global Mobile Market Report 2018

//Data from the chart are presented in the table.//

Year 2018	3
Year 2019	3.3
Year 2021	3.8

Back to the text

Chart 7. Value of the global e-commerce market (EUR trillion)

Source: Statista, E-commerce in Poland, 2017

//Data from the chart are presented in the table.//

Year 2018	2.5
Year 2021	4.3

Back to the text

Chart 8. Value of the global IoT market (EUR billion)

Source: Bain and Company – Unlocking Opportunities in the Internet of Things

//Data from the chart are presented in the table.//

Year 2017	211
Year 2021	468

Back to the text

Chart 9. Value of the global cybersecurity market (EUR billion)

Source: Markets and Markets: Cybersecurity Market by Solution, Service, Security Type, Deployment Mode, Organization Size, Industry Vertical, and Region – Global Forecast to 2023

//Data from the chart are presented in the table.//

Year 2018	152
Year 2023	248

Back to the text

Chart 10. Gross domestic expenditure on R&D (EUR billion)

Source: Statistics Poland

//Data from the chart are presented in the table.//

Year 2013	3.6
Year 2015	4.5
Year 2017	5.1

Back to the text

Chart 11. Export of IT/ICT products (EUR billion)

Source: Statistics Poland

//Data from the chart are presented in the table.//

Year 2014	9.3
Year 2015	10.2
Year 2016	9.9
Year 2017	10
Year 2018	10.7

Back to the text

Chart 12. Share of IT/ICT product categories in exports (%)

Source: Statistics Poland

//Data from the chart are presented in the table.//

Surge protectors and circuit breakers	4.7%
Monitors	1.5%
Video tuners	2.8%
Electronic integrated circuits, microassemblies, processors	3.7%
Data recording tapes and discs	11.2%
Telecommunications devices	21.5%
Automatic data processing equipment	35.5%
Others	19.1%

Back to the text

Chart 13. Share of IT/ICT products in total exports value (%)

Source: Statistics Poland

//Data from the chart are presented in the table.//

Year 2008	3.11
Year 209	4.21
Year 2010	4.45
Year 2011	3.67
Year 2012	4.18
Year 2013	4.60
Year 2014	5.63
Year 2015	5.67
Year 2016	5.35
Year 2017	4.85

Back to the text

Chart 14. Key recipients of Polish IT/ICT products from the EU countries in 2017 (EUR billion)

Source: Statistics Poland

//Data from the chart are presented in the table.//

Germany	2.6
Netherlands	1.4
United Kingdom	1
France	0.9
Czechia	0.6
Sweden	0.4
Italy	0.4

Back to the text

Chart 15. Average yearly exports of IT/ICT products to the EU countries in 2008–2017 (EUR billion)

Source: Statistics Poland

//Data from the chart are presented in the table.//

Germany	1.62
Netherlands	0.86
United Kingdom	0.82
France	0.62
Czechia	0.38
Sweden	0.29
Italy	0.22

Back to the text

Chart 16. Key recipients of Polish IT/ICT products from outside the EU in 2017 (EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

USA	212
Russia	204
China	108
Ukraine	84
South Africa	72
United Arab Emirates	65

Back to the text

Chart 17. Average annual exports of IT/ICT products to countries outside the EU in 2008–2017 (EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

United Arab Emirates	158
USA	112
Russia	100
China	76
Ukraine	70
South Africa	65

Back to the text

Chart 18. Top Ten recipients of Polish IT/ICT services in 2017 (EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

United Kingdom	967
USA	889
Switzerland	732
Germany	715
Sweden	321
Ireland	300
Netherlands	286
France	176
Denmark	152
Belgium	102

Back to the text

Chart 19. Value of the Polish gaming market in 2016 and forecast for 2019 (%)

Source: Report on the Condition of the Polish Game Industry 2017 – own study based on SuperData Research, DFC Intelligence, Newzoo data and information obtained from representatives of the Polish video game industry.

//Data from the chart are presented in the table.//

2016 0.46 billion USD	Mobile games	20%
	Social games	10%
	Console games (digital distribution)	4%
	PC games (digital distribution)	15%
	PC MMO/online games	19%
	PC and console games (over the counter distribution)	32%

2019 0.56 billion USD	Mobile games	29%
	Social games	6%
	Console games (digital distribution)	6%
	PC games (digital distribution)	14%
	PC MMO/online games	16%
	PC and console games (over the counter distribution)	29%

Back to the text

Chart 20. Current funding source (%)

Source: Report on the Condition of the Polish Game Industry 2017 – own study based on the results of Polish Gamedev 2017

//Data from the chart are presented in the table.//

Own resources	85.3
Publisher	27.5
Non-industry investor	19.6
Industry investor	16.7
Stock market	9.8
Other	8.8

Back to the text

Chart 21. Specializations of Polish startups (%)

Source: Startup Poland Foundation: Polish Startups Report 2018,
The Golden Book of Venture Capital in Poland 2019

//Data from the chart are presented in the table.//

Big data	15%
IoT	14%
Analytics/research tools/business intelligence	13%
Fintech	11%
Martech	10%
Productivity and management, ERP/CRM	10%
Machine learning	9%
Edtech	9%
Programming and developer tools	9%

Back to the text