

Diplomatic Program to Poland for Lithuanian Companies in the Defense Sector



We are pleased to present the opportunity for your company to participate in an exclusive diplomatic program to Poland, specifically tailored for companies operating in the defense sector or companies developing dual-use technologies. The mission aims to better understand the Polish market, explore potential business and funding opportunities, and expand your network.

Mission Overview:

Date: 4th-7th November 2024

Location: Kraków and Warsaw

Target Audience: This mission is targeted at SMEs, startups, innovators, and established companies in the defense sector, military equipment, as well as deep tech firms with dual-use potential, particularly those seeking to expand into the Polish market.

How to Participate:

To join this exclusive diplomatic program, please contact Agata Skolmowska-Wójs, Mission Manager, at askolmowska@kpt.krakow.pl. Spaces are limited, and participation will be confirmed on a first-come, first-served basis. We encourage early registration to secure your spot and ensure your company benefits from tailored matchmaking opportunities and access to key industry leaders. The organizers will be available to answer any questions and provide further details on the mission.

Why Poland:

Poland is a rapidly growing hub for defense and advanced technologies, offering a strategic location in Central Europe and a strong industrial base. The country's defense sector is undergoing significant modernization, creating numerous opportunities for collaboration in military equipment, cybersecurity, and dual-use technologies. With government support for innovation and a highly skilled workforce, Poland is an ideal market for companies looking to expand their presence and tap into emerging defense and tech sectors.

Draft Agenda

(The organizers will make every effort to ensure that the agenda is as outlined, although some meetings may require confirmation from the respective parties. Participating companies may suggest additional elements or changes, which the organizers reserve the right to consider and incorporate as appropriate.)

Day 1 – 4th of November – Business in Poland

Location: Krakow Technology Park (Podole 60, Kraków)

12:30 | **Welcome coffee**

13:00 | **Introduction**

- Welcome by Krakow Technology Park and Centre for Business in Małopolska
- Overview of the Polish economy and business ecosystem
- Tools and resources for foreign companies in Poland

14:00 | **Lunch**

14:30 | **Practitioners about entering Polish Market**

- Michał Piątkowski (MOTIFE) – Boutique agency supporting tech companies entering the Polish market with setup, recruitment, executive search etc.
- BG Brainstorm Group - A leading brand in the Polish market for business consulting, strategic advisory, and training services. Extensive experience in the defense industry. They serve several major companies within the Polish Armaments Group.

The meeting will be divided into two parts: presentations by the speakers, followed by a Q&A session, allowing for the opportunity to address detailed questions.

15:15 | **Introduction round and Technical and Logistical Updates**

All companies will be asked to give 2 minute introduction about their companies and specific goals for the study visit. The speakers from the previous sessions will participate in this session.

16:00 | **Conclusion of the Day's Program**

19:30 | **Business Networking Dinner**

Informal evening party. Opportunity to meet local entrepreneurs, graduates of dual-use programmes. Invited companies from KTP ecosystem are small and medium companies delivering solutions for manufacturing companies or defense primes.

Day 2 – 5th of November

9:30 | **Visit to defense factory (TBC)**

13:00 | **Lunch**

13:30 | **Collaboration with Academia and Research Institutes**

Location: AGH University (chosen labs from cyber, space, material departments TBC)

- **AGH University of Science and Technology:** One of the leading technical universities in Poland, renowned for its research and development in areas such as materials science, energy, and robotics. The most active non-military university in the field of defense sector.
- **Krakow Institute of Technology** and presentation of **Łukasiewicz Research Network** (<https://lukasiewicz.gov.pl/>) A key player in Poland's innovation system, similar to Germany's Fraunhofer Society. The network connects research institutes across Poland, supporting businesses in implementing cutting-edge technologies and R&D solutions.
- **Krakow University of Technology (Politechnika Krakowska):** A prestigious technical university in Krakow, specializing in engineering, architecture, and technology. The university has a strong focus on applied research and collaboration with industry.

Visit to lab and then presentation from 3 institutions - potential research partners.

15:30 | **Overview of the Polish Defence Ecosystem**

- Presentation of Kraków NATO DIANA Acceleration Site team and lessons learned

16:00 | **Conclusion of the Day's Program**

Optional cultural program: Guided tour Krakow Old City by electric cars.

Day 3 – 6th of November

Location: Polish Development Fund (Podole 60, Warsaw)

7:58 | **Train to Warsaw** (Arrival time 10:21)

10:45 | **Welcome coffee in The Central House of Technology**

11:00 | **Meeting with the Polish Development Fund (PFR) and VC Investors**

PFR is a state-owned financial group that supports the sustainable development of Poland's economy. The fund offers a range of financial instruments to support companies at various stages of development, including venture capital and export support. It is the most influential and biggest institution in Poland. There will be also a chance to meet few Polish VC funds investing in dual-use and defense tech.

12:30 | **Lunch**

13:00 | **Discussion with Ministry of National Defense Republic of Poland**

Meeting with key MoD employees from Department of Innovation.

14:30 | **Break and hotel check-in**

17:30 | **Reception at Embassy of the Republic of Lithuania to the Republic of Poland**

Thanks to the courtesy of the Ambassador, there will be an opportunity to meet at the embassy with both the Defense Attaché and the Commercial Affairs Attaché and invited guests.

Day 4 – 7th of November

10:00 | **Business meeting with a company from the defense sector**

Location: (to be announced)

For organizational reasons, the company name will be announced at a later date.

13:00 | **Visit to PCO and Polska Grupa Zbrojeniowa**

Location: (PCO S.A. – Jana Nowaka – Jeziorańskiego 28, Warsaw)

- PCO S.A. (<https://pcosa.com.pl/>) is a Polish company that manufactures optoelectronic devices for the military, including night vision goggles, thermal imaging devices, and laser rangefinders. PCO's products are widely used by the Polish armed forces and NATO allies.
- Polska Grupa Zbrojeniowa (<https://grupagz.pl/>) is a capital group concentrating several dozen production plants, service facilities and research centres crucial for the Polish defence industry.

15:00 | **Visit to PIAP Łukasiewicz Institute**

Location: (PIAP – Jerozolimskie 202, Warsaw)

PIAP (Industrial Research Institute for Automation and Measurements <https://piap.lukasiewicz.gov.pl/>) focuses on robotics and automation, particularly in the defense sector. PIAP is known for its unmanned systems and robots designed for military and security applications, including explosive ordnance disposal. Institute is one of the best partners for potential joined R&D projects.

16:30 | **Conclusion of the Day's Program**

The organizer reserves the right to change the trip schedule without prejudice to the substantive values of the program.

Participation Terms

The participation fee for the diplomatic program is **€3,700**

Cancellations made before October 21st will be eligible for an 80% refund. If necessary, payment in two installments is available.

Please note, the event will only be organized if a minimum of 7 companies register.

Mission Participation Fee Inclusions:

The participation fee covers the full program, substantive support, B2B matchmaking assistance, and the care of at least two liaisons throughout the visit. Additionally, the fee includes coffee breaks, daily lunch, and two business dinners. Participants will also benefit from group local transportation, including a shared train journey to Warsaw. Please note that international flights and hotel accommodations are not included in the fee.

Participant Contribution:

Participants will be asked to provide a brief input for the informational brochure, which will be shared with Polish participants. This will help facilitate introductions and enhance networking opportunities during the mission. An important element will also be the completion of an informational questionnaire, which will help tailor the program to the specific needs and profiles of each company.

Several times throughout the program, participating companies will be asked to briefly present their business activities, either with or without the aid of slides, depending on the nature of the meeting.

Language of the Event:

The primary language of the entire diplomatic program will be English.

Organizer:

Krakowski Park Technologiczny (KPT) is a leading business support center in Poland with over 25 years of experience in fostering innovation and supporting technological companies and investors. KPT plays a crucial role in driving the growth of tech-driven enterprises and innovative startups, providing them with the tools and resources needed to thrive in the global market.

As a recognized leader in the field, KPT is an Acceleration Site for the NATO DIANA program and operates the national IDA Bootcamp acceleration program for dual-use companies. KPT also organized the first EUDIS hackathon and works closely with the Ministry of National Defense. It has contributed to military exercises by recruiting participating companies and co-authored Poland's Dual-Use Ecosystem Development Roadmap.

With an impressive track record, KPT has successfully conducted 15 acceleration programs and 17 incubation programs, positioning itself as a leader in the acceleration of startups, particularly in the field of Industry 4.0.

KPT's commitment to fostering innovation and supporting defense-related companies makes it an ideal partner for businesses looking to explore new opportunities in Poland's dynamic and growing defense market.



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