

### “Doing business in UK”

Meeting dedicated for start-ups & entrepreneurs interested in starting business in the United Kingdom

*/please note that the whole meeting will be held in English/*

**Time:** 27<sup>th</sup> November 2014

**Place:** Poznan Science and Technology Park of Adam Mickiewicz University Foundation (PSTP), address: Rubież street 46, building C (InQbator), room 56

**Visualisation of the Park:** <http://ppnt.poznan.pl/index.php/en/visualization>

**If you drive by a car:** entry 2. or 3. Free parking.

**If you use public transport:** bus no 46, 47, 67, 911 (Bronisza bus stop)

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**Agenda:**

- **9:30-10:00** – registration
- **10:00-10:15** – Welcome. Meet the Park – about our solutions & services dedicated to entrepreneurs. Speaker: Grzegorz Cieśla, Enterprise Europe Network, Technology Transfer Department of the PSTP
- **10:15-10:35** – UK MARKET ACCESS PROGRAM. Speaker: Martin Williams, European Business Solutions Ltd., Warwick, Great Britain
- **10:35-10:50** – Coffee break & networking
- **10:50-11:20** – Business is GREAT – Come to the UK. Speaker: Krzysztof Jedziniak, Investment Director at UK Trade & Investment, Great Britain, [www.gov.uk/ukti](http://www.gov.uk/ukti)
- **11:20-11:45** – Better business with Britain. Speaker: Martin Williams, European Business Solutions Ltd., Warwick, Great Britain
- **11:45-12:05** – PB Link – doing business in UK – real life experience: <http://pblink.co.uk/>
- **12:05-12:35** – Business talks & networking
- **12.35-13.00** – Lunch

**Registration:** <http://formularze.inqbator.pl/projekt/21/registration-form/login>

**Q & A:** Anna Garbacka: [anna.garbacka@ppnt.poznan.pl](mailto:anna.garbacka@ppnt.poznan.pl), phone: +48 061 622 69 02

**NOTE:** Seats are limited. Please remember about taking business cards.

The “Doing business in UK” meeting is co-financed by the funds of Enterprise Europe Network”: <http://www.een.org.pl/index.php/kontakt.html>

#### About:

**Martin Williams** has been working with foreign owned companies in the UK for over 30 years. In 1991 he developed the concept of European Business Solutions (EBS) which provides administrative and operational support exclusively to foreign owned businesses setting up and operating in the UK market.

Martin is a Chartered Accountant and has spent his working life in marketing and sales orientated businesses. He has a deep practical understanding of the issues which face foreign business setting up in the UK, and can suggest realistic and cost effective solutions to these questions.

Martin's company EBS, together with the University of Warwick Science Park, are the founding partners in the UK Market Access Program.

**Krzysztof Jedziniak:** has 15 years of consulting and industry experience in the CEE region with a focus on the utility, oil & gas and retail industries. As UKTI Investment Director, he is responsible for managing the UK Inward Investment team across 8 CEE countries and advises investors including large multinationals on their expansion to the UK. As a Manager at A.T. Kearney, Krzysztof leads numerous projects across the region covering a wide range of areas (from corporate strategy definition to IT implementation). He consulted several CEE industry leaders on strategic issues and gained an in depth understanding of the trends and needs within the regional industries.

Krzysztof graduated from the Faculty of Mathematics and Physics, Jagiellonian University; he worked also as an academic on Michigan State University in the USA.

**UK Trade & Investment** is the specialist Government department that supports:

- foreign companies seeking to set up or expand in the UK, and
- UK-based companies to trade internationally.

UK Trade & Investment provides a fully integrated advisory service, delivering the latest business intelligence through a global network of commercial teams worldwide.

UK Trade & Investment works in close partnership with investment and economic development agencies in England, Scotland, Wales and Northern Ireland to help overseas companies to maximise their business objectives in the UK. More: [www.gov.uk/ukti](http://www.gov.uk/ukti)

**The UK Market Access Program** is a partnership between private enterprises and supported by UK Trade and Investment and local inward investment teams. Altogether the program has helped over 100 businesses form and over 50 physically locate in the UK. This underpins the ability of the team to offer a resourceful service, minimising risk for companies wishing to enter the UK market.

**European Business Solutions (EBS):** EBS is a progressive business that was founded in 1991 to help companies wanting to set up in or export to the United Kingdom. We work exclusively with foreign-owned businesses in the UK and understand the problems you face.

EBS has helped to establish subsidiaries of many types of businesses in the UK market, from small family owned companies to members of publicly quoted groups. The issues that these businesses face when setting up in a new market are very similar, and yet they are all different. At EBS we treat each client as an individual case, each with their individual needs and individual solutions.



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EBS has been running the UK Business Club for over a decade which brought together like-minded companies and which provided an information platform for companies interested in entering the UK Market. This concept was then developed further by EBS in cooperation with a number of partner organisations such as Advantage West Midlands, University of Warwick Science Park and Techmark – the successful Bridge to Growth Initiative was born in 2007 which saw about 250 companies land successfully in the West Midlands region. In 2011 this programme was closed due the government closing regional development agencies. The remaining partners then decided to jointly launch the UK Market Access Program which has developed into a successful private sector inward investment programme that is managed by EBS.

EBS are accepted as trusted advisers by many organisations, such as UK Trade and Investment as well as the UK Advisory Network and has access to a network of complementary suppliers to provide a seamless customer journey. More: <http://www.ebs.ltd.uk/>



POZNAŃSKI PARK  
NAUKOWO-TECHNOLOGICZNY

Fundacji Uniwersytetu im. A. Mickiewicza