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The Catalogue of Innovative Polish Companies Operating in the Region of Malopolska



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TECHNOLOGY TRANSFER CENTRE
CRACOW UNIVERSITY OF TECHNOLOGY

Cracow, 2009



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Opracowanie i wydruk katalogu powstały w ramach projektu EEN.

The edition of the project has been created as a part of the Enterprise Europe Network (EEN) project.

Dear Sir/Madam

Technology Transfer Center Cracow University of Technology (TTC CUT) has a great pleasure to present the catalogue of innovative Polish companies established in the Malopolska Region. The catalogue has been created in order to marketing needs of SMEs and further strategies of development the innovative technologies, products and ideas. It will be helpful in finding future partners in the realization of the European project and lets given the general view of the regional market.

We take care of our future clients and make every effort to answer any questions and help them in a timely manner due to EEN project as well as any question related to the SMEs and business.

We would like to encourage you to cooperating with the companies acting in Malopolska Region.

We are here to help you in change your life with the most innovative, successful and easy time.

See you in Cracow!



Jadwiga Widziszewska

Director of Technology Transfer Center

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Automation and Electronics

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Automationstechnik Sp. z o.o. is a technical & business partner of Bosch Rexroth.

We are a supplier of components, tools, machinery and assembly lines automating production processes, willing to respond to our clients' needs. We supply solutions for industry, including aluminium section systems, transport systems, machinery with active control of the manufacturing process as well as the following production line units: presses, riveting presses, cameras, driving systems with control or without control, robots, vibrating feeders.

This year we enriched our offer by systems for the organisation of the manufacturing process, universal labelling systems for manufacturing, warehousing and logistics, KANBAN system equipment.

Our offer is targeted at manufacturing companies in the automotive, electrotechnical, electronic and foodstuffs industries. The quality of our operations is proved by awards and certificates.

Centrum Elektroniki Stosowanej CES sp. z o.o.



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Centrum Elektroniki Stosowanej CES Sp. z o.o. was established in 1992 in Kraków. The company was set up by engineers, who had participated in developing the first Polish transistor frequency converters in the late 1980s. Based on their extensive experience, they created a firm producing power electronics.

Initially, the company's operations focused on the servicing of converters and soft-start devices. With time the company started producing power generators and uninterruptible power supply devices (UPS). The offer is supplemented by a wide range of low-voltage and medium-voltage insulators. Since 2002, we have also provided services related to the installation of cogeneration units. Such units can be fuelled either by natural gas, propane or biogas, which makes them highly environmentally friendly. In order to meet market needs, currently the company is extending the scope of its operations by units and complete installations for biogas production.

Thanks to close cooperation with manufacturers, **Centrum Elektroniki Stosowanej** provides specialist and comprehensive services to its clients, and brings new technical solutions on the market quickly. In order to provide comprehensive services the company does not only supplies, installs and launches new equipment, but also prepares designs, provides training to operators and offers checks and repairs (not only on its own equipment). The company's well-staffed customer service department provides around-the-clock technical support and develops innovative solutions, tests new equipment.

The company is based in Kraków, a city boasting two technical universities. This gives us almost unlimited possibilities of recruiting highly-specialised staff. Thanks to our meticulous recruitment procedure and subsequent training, **CES's** board has managed to create a team of persons with an exceptional intellectual potential. Nearly all our employees have university education. Seventy per cent are graduates of technical universities. Thanks to this human capital, **CES** ranks among the best companies of the sector, can bring new products on the market quickly, and can easily adjust to fluctuating market demand.

The company's development strategy consists mainly in investing in human capital – their knowledge and skills - and in on-going development of new technologies and equipment. The combination of high-qualification staff and latest technical achievements lets the company develop and provide high-quality services and gain more and more new clients, both at home and abroad.

EC MicroTech Sp. Z o.o.



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A subsidiary of **Innowacja Polska Sp. z o.o.**, established with the aim of commercialising the results of projects delivered by Innowacja Polska under the 6th Framework Programme, including the Waveshift and Safetalk projects. The company specialises in microwave technologies, digital electronics, measuring systems, focusing on research and implementation activities and on selling innovative solutions. It implements difficult, innovative projects in the field of microwave systems, antennas, digital systems, etc.

The main area of operations comprises microwave antennas to be used in wireless communications and in radar technology, including: single radiating elements, antenna systems, low-loss antenna systems with series power feed of the radiating elements, low production cost antenna systems designed with the use of FR4 laminates, high-directivity antenna systems for radar applications, antenna systems to be used in synthetic aperture radars – multi-beam antenna, multi-polarised antennas, and others.

The company also specialises in passive microwave systems, including: filters: low-pass filters, including wide stop band filters, high-pass filters, band-pass filters, band-stop filters, broadband directional couplers with the coupling value of 3 dB or weaker and high insulation, miniature broadband Butler matrixes, etc.

Based on the results obtained in the framework of EU projects, at present the company offers innovative technology for detecting active and inactive (!) electronic devices. Our solution can be used to detect both hidden devices (in walls, luggage, etc.) and devices carried by persons, with no need for a search.

NeuroSystem S.C.



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Owners - Michał Feliksik, Krzysztof Żmuda

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NeuroSystem was established on 2 February 2009. The company focuses its operations on the IT and electronic sectors. Apart from the main areas of operation we are also engaged in installing industrial automation, especially for boiler facilities and air-conditioning. The equipment we produce is developed by well-trained, professional constructor staff, thanks to whom our products are reliable and are characterised by a high quality. Our company's major asset is the ability to combine reliable existing solutions with innovative solutions.

Our company specialises in creating applications and manufacturing devices for the control and surveillance of offices, residences and automation. We specialise in building complete management systems, which combine software and hardware (control devices) installed at client location. Additionally, we deal with the distribution of access control and working time registration devices. We build brand confidence, taking care of the clients' interests and doing our best to meet their expectations.

Apart from ready-made applications and production of control devices we design and create customised software and hardware. The company may support clients with customer relationship management software, simple websites and customised software.

During software installation the company provides free advice and support. We do all this for the benefit of the client.

Novitus S.A.



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Novitus SA is the leader in electronic and IT solutions, integrated system solutions used in commerce, services, transportation, and industry. For many years the company has been the leader in the national market for fiscal devices. More than 500 thousand fiscal cash registers operated today are Novitus products. Our products are operated not only by clients in Poland but in many other parts of the world as well (Novitus is the leader in Polish fiscal devices sales abroad). Thanks to a wide distribution network, products offer new perspectives to both small and large enterprises alike. State-of-the-art design, top quality, and reliability have been the key elements of our products for years.

Novitus has been quoted on the Warsaw stock exchange for four years. Novitus offers its clients not only fiscal devices, but also bar code readers and printers, POS terminals, data terminals, electronic weighing scales, measurement devices and software. Novitus offers integrated sales support systems, including mobile systems, electronic transaction systems and loyalty systems in retail business sector and services. Our company operation is based on the best technologies created by our R&D department engineers and solutions adopted from our trusted foreign partners.

Industry leader status makes it still necessary to continue further effective operation. Accordingly, **Novitus** invariably is synonymous with quality, and sets new diversity and comprehensive standards in the market in Poland.

Devices that carry the Novitus emblem and solutions are used by thousands of commercial and service outlets, retail networks and wholesale trade, transportation centers, pharmacies and pharmaceutical distribution centers, banks, public administration and post offices, gas stations, press distribution networks, manufacturing plants, hotels, and restaurants. Even though most of us probably are unaware of this, Novitus helps millions of people work every day.

Brevis S.C.

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Owners - Marek Ćwikilewicz, Krzysztof Dzieża

Since 1998, our company has popularised the idea of controlled ventilation using window ventilators. We were the first to promote this idea on the Polish market and so far we are the only manufacturer of automatically controlled window ventilators. Our mission is to improve the climate within buildings and propagate simple, energy-efficient and inexpensive solutions, which can be used widely in residential and public utility buildings. We strive to propagate our solutions both on the market for new buildings and on the huge building thermomodernisation market. Our company's efforts have significantly contributed to a change of thinking about the need for ventilation both among people involved in the construction process, window producers and suppliers, and among a lot of flat users. We have started cooperation with most of the joinery producers in Poland. So far their products have been fitted with 500 000 ventilators produced by our company. Our products are also used abroad, exported directly or indirectly by our clients – window manufacturers.

Our company puts a special stress on knowledge and modernity. We have our own designing & research facilities and create highly innovative solutions. Eight of our solutions have been submitted to the Polish Patent Office. So far four of them have been patented as inventions. As regards product testing and evaluation we cooperate with a range of Polish and foreign research & development centres.

We are among the elite of world companies which were the first to introduce automatic pressure control in window ventilators. Last year we developed our own technology of hydrocontrolled ventilators by upgrading our previous solution.

Our company's activities have also contributed to upgrading the design of roof windows, where Poland is a worldwide leader. Our contribution consisted in designing the first automatic ventilator dedicated to roof windows in the world and in modifying roof window design by mounting an integrated, automatic ventilating unit. In 2000 we started cooperating in this area with FAKRO company. Our solution, tested by the Institute for Window Technology in Rosenheim, was presented for the first time, on a FAKRO window, at the 2000 BATIMAT exhibition in Paris. In 2001 the solution, again mounted on a FAKRO window, was awarded a gold medal at the 2001 BUDMA fairs in Poznań. In 2003, an OKPOL window, whose design was modified with our participation and which featured an automatic ventilator of our brand, was awarded a gold medal at the BUDMA fairs.

Our solutions in roof window ventilation and our automatic roof window ventilators are also highly appreciated by another Polish manufacturer of roof windows, OMAN, which has cooperated with us for several years.

Datacomp Sp. z o.o.



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President of the Management Board - Andrzej Tomana

Datacomp is a manufacturer and supplier of specialist software for the construction and mechanics industries, as well as data base applications for the administration and companies.

Our offer includes the designing of software for the construction and mechanics sectors, investment-dedicated systems (costing, take-off, investment settlement); a system for supporting public procurement procedures; system for business management.

The company also delivers advanced calculation services in the field of construction analysis using MES systems, and Rapid Prototyping services.

The company offers training so that clients are able to fully explore the possibilities offered by our software. The training may take the form of traditional or on-line courses.

The quality of our software is proven by the large number of users and by the awards. These include an award at BUDMA fairs for engineering software; first award in a review by *CADCAM Forum* monthly for the *Zuzia* costing system; Grand Prix at Komputer Expo 2003 fairs for the *Propublico* system, and *Reliable Partner* title for the company.

Since its very beginnings in 1987 the company has had the following motto:

Our Software – Your Satisfaction

Datacomp cooperates with many large organisations in the sector, mainly construction companies and universities, with which it delivers joint projects. Thanks to its cooperation with many foreign companies **Datacomp** has managed to find and bring on the Polish market several unique systems. It also exports its own software.

Smay Sp. z o.o.

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We are a company of a high creative potential which is passionate about developing modern products in the ventilation industry. Continuous development allows us to constantly extend and improve our offer. We use state-of-the-art technologies which, combined with the talent of our people, mean that our products are always distinguished by high quality, good appearance and reliability in operation. Our customers' satisfaction is our priority.

In our business we have formed relationships with many scientific research units. Due to the constant cooperation with Krakow universities and colleges, we offer state-of-the-art designs of dampers, air inlets, air intakes and fire dampers. Our company focuses on the constant quality improvement and on launching unique technological solutions of products which allows us to chart new directions of development in the ventilation industry.

The quality of our products is documented by many approvals, technical certificates and publications of scientific research units. We have certificates approving our products for sale in the Russian Federation and Ukraine.

Consulting and Trainings

Feedback – coaching, szkolenia

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Owner - Lilianna Kupaj

WE SUPPORT PEOPLE AND ORGANISATION DEVELOPMENT AND CHANGE.

We are a team of trainers experienced in coaching, management and sale, specialising in the following areas:

1. We run a coaching school for managers – based on Robert Dilts' multi-level coaching model.
2. We train staff of sales and customer service departments, ranging from sales representatives to medium-level and senior management.
3. We provide managerial coaching which helps managers deal with a range of problems, attain goals, build relationships.

We are guided by the following principles:

- We work joyfully
- We respect our clients' experience
- We ensure high-quality relationships with our clients
- We are inspired by curiosity about other people
- We use the latest knowledge about the man.

Our training process.

We begin our work with pre-training activities:

- We set the training objectives
- We identify the needs in order to prepare the training
- We meet or call the training manager requesting the training
- We talk to the participants
- Pre-training questionnaires

We deliver training based on the 4MAT adult training model by Bernice McCarthy.

Bernice Mc Carthy developed the 4MAT system by analysing a range of learning models, including the NLP model and the style theory by David Kolb.

The training courses are delivered in an atmosphere which is friendly and positive, yet challenging enough for each of the participants to have the comfort and courage to face their weaknesses, and consequently, to further their self-development. The training courses have the form of workshops, during which theory learning accounts for 20% and skill and attitude building for 80% of the time.

We examine the learning process during the training course itself and in the follow-up.

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We are a consulting and research & development company providing services by means of state-of-the-arts technology solutions and with the support of a team of excellent specialists. The company belongs to the EC Group, based in Kraków. This is one of the company's greatest assets, which translates into support of nearly 200 highly-qualified, experienced engineers, PhDs and professors.

The company specialises in obtaining and managing EU and domestic funds. It offers comprehensive services in preparing documentation for investment and research & development projects, necessary for applying for EU co-financing, as well as for project monitoring, evaluation and settlement.

As a research & development unit it takes part in a number of projects:

- European projects:

6th EU Framework Programme – 7 projects (coordination in 2 projects),

7th EU Framework Programme – 2 projects,

EUREKA, EUROSTARS

- national projects:
research & development and targeted projects,
Technology Initiative, Innovative Economy Operational Programme

In providing a wide range of consulting services, **Innowacja Polska**:

- takes part in projects as a partner and helps develop and realise the ideas of others,
- prepares projects upon clients' commission,
- provides services related to project reporting, monitoring and settlement,
- recruits project consortia partners from all over Europe,
- provides advice related to carrying out research initiatives and introducing innovative solutions,
- delivers financial analyses to estimate the return on innovative investments.

**Krakowskie Centrum
Zarządzania i Administracji Sp. z o.o.**



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Krakowskie Centrum Zarządzania i Administracji Spółka z o.o. – KCZiA (Krakow Management and Administration Centre) has been in operation since 1998. Its activities are focused on two fields:

1. Outsourcing services as part of which we offer:
 - comprehensive accounting services;
 - personnel and payroll services;
 - administrative support, advice and assistance in establishing and running a company;
 - advice on project management.
2. Training activities including the implementation of international partnership projects like Grundtvig, Comenius, Leonardo da Vinci.

As part of training services, KCZiA Sp. z o.o. has been running the "SPIN-OFF, SPIN-OUT - NA START " project co-financed by the EU from the European Social Fund since August 2008.

Its purpose is to promote the idea of academic entrepreneurship and commercialising the knowledge and skills of teams (individuals) working at universities/colleges or scientific institutions in Małopolska. The project is addressed to PhD students, lecturers and scientists from universities/colleges and research institutions.

As part of the project, we offer a 72 hour training about establishing and running one's own spin-off or spin-out company, drawing up a business plan, an introduction to the labour code, forms of taxation, commercialising inventions and innovative technologies, sources for financing business and company management.

The course is offered using the blended learning method, i.e. a combination of workshops with the self-study of materials provided. Apart from attending the training, every trainee has 8 hours of one-on-one consultations aimed at producing a plan of a spin-off or spin-out business (a business plan) drawn up by every trainee individually, or by a group.

By the end of August 2009, we have completed three editions of the training, and the fourth, last edition for 20 trainees is planned between the second fortnight of October 2009 and the end of January 2010. Recruitment started on 24 August and will last until all the places are filled. The acceptance for the training depends on the order of enrolment. You are invited to take part.

Made.pl
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MADE.pl is an interdisciplinary team of specialists supporting enterprises in the implementation of innovations to modernise production processes, improve their capacity as well as operation and product quality, and thus make them more competitive.

Małopolska Agencja Doradztwa Edukacyjnego Sp. z o.o. is a consulting and training institution recommended by many certification units. TUV Rheinland has given us the title of Consultant of the Year 2003. The team of MADE.pl includes both practitioners and scientists. We currently work with over 100 specialists all over Poland. The implementations are conducted using innovative methods allowing the best use of time and resources in the project and minimising the labour cost of the involved personnel on the Client's side.

We offer the following:

- implementing and improving systems conforming with the following standards: PN-EN ISO 9001:2009, PN-EN ISO 14001:2005, PN-N/OHSAS 18001:2004, PN-ISO/IEC 27001:2007, S.A. 8000;
- implementing specialist sector standards: TS/ISO 16949:2002 (Automotive), ISO 13845 (Medical producers), IRIS (Railways), TAPA FSR/ ISO 28000 (Logistics), JIS 9001 (Aviation), ISO 17025 (testing laboratories), ISO 22000 (food sector), BRC, IFS, EUREPCAP (food production);
- implementations of Company Production Control (construction sector);
- implementations of systems for defence suppliers: AQUAP required by NATO and ZSK.
- reaching compliance with European Union directives, including ROHS, REACH;
- carrying out the CE marking procedure;
- workshops, courses and training for managers of every managerial level and sales representatives. For psychological training we are recommended by the Polish Agency for Enterprise Development. MADE.pl co-implemented largest training programmes financed in Poland by the European Social Fund: Investment in Personnel and Supporting Polish Export Development. MADE is an active member of the Polish Chamber of Training Companies;
- preparation and management of projects refinanced with EU funds.

Partner Service



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Owner - Marta Góra

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Joanna Gurgul

The company operates on the human resources market under the name **Partner Service**, providing services in southern Poland. It holds a certificate of registration in the Labour Agency Register as a temporary employment agency issued by the Minister of Economy, Labour and Social Policy (register No. 624/3), labour agency for labour intermediation within the territory of the Republic of Poland (register No. 1068/1a) and personnel consultancy agency (register No. 1068/2).

We have a high position on the market for temporary work, personnel consultancy, promotional campaigns, merchandising and call centre services. We cooperate and use consultancy services of highly-qualified staff and expert companies, having extensive experience in organising and managing companies across the full range of business operations. We provide support in a wide array of areas, ranging from manufacturing and trading, accountancy, staff and marketing to human resources management.

Due to the increasing needs for specialised personnel, as well as for temporary workers, we have taken up new type of activity, i.e. personnel consultancy and employee leasing. We recruit personnel for temporary work in the following areas: administration, production and logistics as well as marketing and sales. Workers are hired by Partner Service and then delegated to work at the client's for a specific period of time. The possibility of hiring a worker overnight and of terminating such co-operation at any time gives companies high flexibility of operations.

The service comprises recruitment of suitable persons, occupational health & safety training, provision of medical check-ups, supply of occupational clothing and preparation of work schedules. If the client so requires, we can additionally check the effectiveness of the activities delivered based on the return on investment (ROI) and on variants of the Kirkpatrick's model of training evaluation.

Engineering, Designing and Modelling

3 Deling



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Our company is engaged in broadly-understood 3D laser scanning which we use to prepare 2D and 3D visualisations and inventories of all types of large-scale facilities including traditional buildings, historical buildings, civil engineering structures and technical installations. We have extensive experience and know how of this field, gained gradually since 2005 on the Polish, British and French markets. We have completed over 50 different projects for our clients, including: inventories of Pałac na Wodzie at the Łazienki Królewskie (Royal Baths) palace and garden in Warsaw, of the historical Daube Factory in Łódź, a scan of the Safakis gas refinery in Tunisia, 3D modelling of telecom masts in Scotland.

Scanning is currently the most modern measurement technology in the world and has brought about a number of revolutionary changes compared to methods used previously. The main of those changes include:

- an incomparably faster rate of measurement reaching up to 50,000 points per second;
- a level of measurement detail not achievable before: the entire surface of the object is measured by scanning and the density of measurement points reaches 1 mm;
- the ease of producing 3D objects, as scanning maps not only the dimensions but also the shape of the object;
- the ability to measure inaccessible objects. The range of the scanner is up to 300 m, so it can be used to easily measure tall objects, all kinds of industrial installations or underground headings whose measurement from up close would be dangerous.

Our company is the pioneer of 3D laser scanning in Poland. We have the greatest experience in stitching scans and are the only company to execute very detailed 3D models of above-ground structures and very detailed flat inventories in which even minor details like bolts can be shown.

3Deling is also the only distributor of the Pointools software for Poland and Eastern Europe. Pointools suites are very productive and functional tools for visualising, dimensioning and animating a point cloud (scanner data). They are very effective in editing scans of all kinds of structures, from very small ones to large area Lidar measurements.

CH2M Hill Polska LTD Sp. z o.o.



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Vice President of the Management Board - Ruben A. Robles

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CH2M HILL is an employee-owned, global leader providing the full spectrum of engineering, purchasing management, construction and operation services for public and private clients. The company is based in Denver, USA. Its sales exceeded 6.4 billion dollars in 2008. With its 25,000 employees around the world, CH2M HILL delivers innovative, practical and sustainable solutions, helping its clients build and operate infrastructure and facilities that improve productivity, safety and the quality of life.

For many years, **CH2M HILL** has been the most admired company and one of the best employers according to Fortune's ranking of 100 Best Companies to Work for® (2009). Engineering News-Record (2008) has given CH2M HILL the top ranking among companies managing investment projects and construction as well as design firms.

ISO certificate

The Quality Management System of CH2M HILL Poland has been certified as conforming to ISO 9001:2000 for consulting, design, contracting services and investment project management in the telecom sector and industrial construction.

Patents:

Project Delivery System

CH2M HILL is the author of a methodology for investment project construction called the Project Delivery System, which has been patented in the US and tested during the last 30 years of the company's operations, and also of many other systems.

Our offer

Services provided globally and locally by CH2M HILL for industry include:

- Comprehensive, multi-disciplinary designs for industry and production business containing the following components: road-related, water and wastewater, structural, architectural, ventilation and air conditioning, electrical, process, process systems and piping, automation and control.
- Design and implementation of: GIS infrastructure inventory systems (e.g. of water and sewage networks, telecommunication or power supply systems etc.), telecom networks, project management support systems, of crisis management systems;
- Recommendations of process solutions.

CAR Technology Sp. z o.o.

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President of the Management Board – Piotr Zoń

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CAR Technology is an international group of companies with branches in Europe and the United States. It supplies comprehensive engineering solutions and services of the following scope:

1. Industrial design;
2. Prototype design and development;
3. Prototype building and production (CNC machine tools);
4. Rapid Prototyping (3D printing). Technologies: SLA, 3DP, Vacuum Casting;
5. Reverse Engineering (3D scanning);
6. Design and supply of tools for production;
7. Production.

Our services are used by a broad range of industries, including: the automotive sector, plastic processing, medicine, white and electronic goods production, architectural and industrial design firms, technical and artistic universities and colleges.

CAR Technology is also the official representative of the US-based Z-Corporation, the world leader in Rapid Prototyping. This is why our offer includes the sale and maintenance of such devices as:

1. Colour 3D printers;
2. Hand-held laser 3D scanners.

The **CAR technology** design workshop is equipped with specialised CAD/CAM/CAE systems to assist in designing, optimising and manufacturing, such as I-DEAS, Catia v4 and v5, Unigraphics, Pro/Engineer.

Laboratory „LRM” Dr. Roman Martyna

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Owner - PhD Roman Martyna

Contact person:
PhD Roman Martyna - owner

The **LRM**[®] equipment enables magnetic **MFL** inspection of round steel wire ropes 2 up to 250 mm in diameter. Testing can be performed in very harsh environmental conditions, on ropes which have plastic protective coating and are covered with grease or seaweed.

The **LRM**[®] equipment enables magnetic **MFL** inspection of steel tubes. It can detect internal and external flaws as well as thinning the tube.

Original and modern solutions adopted in the **LRM**[®] equipment are based on over 25 years of scientific work and experience on magnetic methods of steel ropes and tubes inspection as well as several Polish and European Patent Applications of Dr. R.Martyna authorship.

THE LRM[®] QUALIFICATIONS and EXPERIENCE The qualifications and experience represented by the **LRM[®]- XXI Diagnostic System** have background in professional activity of Dr. Roman Martyna, a leading specialist in magnetic NDT testing who manages the **LRM[®] Laboratory**.

The **LRM[®] LABORATORY of ROMAN MARTYNA** is a specialized company for steel ropes, tubes and conveyor belts Non Destructive Testing, providing testing equipment and NDT/NDE services.

Przedsiębiorstwo Wdrożeniowe Pro-Service Sp. z o.o.



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Managing Director - Mirosław Stecuła

Contact person:
Mirosław Stecuła - director

P.W. Pro-Service Sp. z o.o. has been active in gas detection since 1992, at first as an installer (over 2,000 systems) and for the last 10 years also as a producer. Our speciality are state-of-the-art detectors of toxic and explosive gases, microchip central stations and the RS-485 Industrial Gas Alarm (Polish abbreviation: PAG) which has won the **SAWO 2002 Gold Medal**.

As a specialised supplier of toxic and explosive gas detection systems for the industry, we work with gas installers all over Poland.

Our main products include:

- Gas alarms based on the DUOmaster[®] and modularPAG[®] products - these are used for the modern, multi-point detection of toxic or explosive gases and liquid vapours.
- DUOmaster[®] CO/LPG Dual-Gas Garage Detector, which is used for the continuous protection of spaces in which there is a risk of carbon monoxide and propane-butane (LPG) emissions. The typical applications of the DUOmaster[®] CO/LPG detector are in underground garages and car parks.
- modularPAG[®] Scalable Central Unit - a stationary unit designed for checking the status of gas sensors, visualising it and automatically controlling external equipment. The modularPAG[®] device can be used wherever there is a need to actively protect people and assets from the consequences of gas or liquid leaks due to failures.

Systems based on the DUOmaster[®] and modularPAG[®] products have been tried and tested in industrial facilities, garages and warehouses in various configurations. The choice of a modular design, its versatility and flexibility have been confirmed in real operation. Equipment that is installed and operated can be easily expanded to satisfy the possible additional needs. This solution also means that the equipment can be maintained in selected portions without interrupting the complete protection of the facility.

Environmental and Waste Innovation

Andel Polska Sp.z.o.o

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President of the Management Board - Ian A.M Pogson
Commercial Director - Krystian Kycior

Contact person:
Joanna Szybist



Andel Polska Sp. z o. o was established in May 2005 as a subsidiary of Andel Ltd., based in the United Kingdom. The company is co-owned by private persons. The company's area of business operations is as follows:

Provision of comprehensive environmental services

We offer Bundguard water and oil separation systems; *ReBund* oil bund systems, *Oilskimmer* waste oil skimming systems, substation inspection, outsourcing of environmental services, preparation of environmental impact reports, environmental impact reviews, designing oil containment bunds and sewage systems, preparation of statements of water management conditions, designing noise abatement solutions, including noise measuring (we provide acoustic screens), designing contaminated area reclamation, hazardous waste management programmes, inspection of separators, preparation of operating and maintenance instructions.

Sale of *Floodline* leak detection systems

Innovative, robust leak detection system to secure key – strategic buildings, such as historic buildings, archive and record stores, data centres, server facilities, banks, etc. The system monitors places for leaks of water, glycol, freon, oil and other chemicals. Thanks to the large selection of control panels, communication protocols and sensors, the system may be installed in any facility, ensuring reliable operation and no false alarms.

The company also offers the **first ever cooling gas (freon) sensor**, to be used in professional air-conditioning and ventilation systems. As the only such sensor in the world, it can be set to detect only the specific gas used by the manufacturer. The other sensors available on the market monitor all the types of gases and do not feature individual gas monitoring. Detection of a concrete type of gas allows rescue services to deliver a suitable response.

Biogazownie Polskie Sp. z o.o.



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President of the Management Board - Witold Płatek

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Biogazownie Polskie Sp. z o.o. i Wspólnicy Sk. was established in 2007. The main activity is focused on a renewable energy solution, especially biogas production and utilization. At present, Biogazownie Polskie - co-operating with the experienced manufacturers – offers equipment such as cogeneration modules, gas holders, gas blowers, analyzers, flowmeters and units for ultrawaves sludge desintegration. We cooperate also with most experienced experts on biogas production technology and we offer complete installations for biogas production – biogas plants.

From the beginning of its activity, the basic aim of the company is to provide its clients with complex solutions using products and services of the highest quality. Having a highly qualified staff, **Biogazownie Polskie** provide to the customers full range of services: from consultancy, design, up to turn key installations for biogas production and utilization. We also sell and delivery parts of equipment, ensure professional specialist advising, installation, starting-up, users training and warranty and after-warranty services.

**Jednostka Ratownictwa
Chemicznego Sp. z o.o.**



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WE PROTECT PEOPLE AND THE ENVIRONMENT

The beginnings of **Jednostka Ratownictwa Chemicznego Sp. z o. o.** go back to 1968, when the Chemical Rescue Station was established at *Zakłady Azotowe w Tarnowie – Mościcach S.A.* Its main task was to neutralise chemical hazards in road and rail transport and in manufacturing facilities.

In 1994 the company becomes an independent unit and is spun off as a limited liability company from *Zakłady Azotowe w Tarnowie* and incorporated into *Zakłady Azotowe w Tarnowie – Mościcach Capital Group*. In the years 1998-2008 the company's range of operations was extended far beyond the company's primary narrow area of activity. It is worth noting that in 1994 the company employed 54 persons, while at present this figure has grown to 290 persons.

Currently, **JRCh** is a service provider and manufacturer engaged in a wide range of operations, including: specialist-rescue services, performance of highly hazardous works, utilisation and disposal of waste, including hazardous waste (the company has and uses approx. 200 ha of landfills), mechanical, biological and chemical cleaning of liquid industrial waste and recycling of plastics.

JRCh has specialist laboratories (two laboratories are accredited by the Polish Centre for Accreditation), where water, liquid and solid waste, hazardous agents at workplace are examined. The laboratories also deal with examining emission and immission of substances to the atmosphere, food and foodstuffs and performing microbiological tests, etc. The company provides vocational, specialist and in-service training courses. It manufactures polytetrafluoroethylene and PA, PE, POM granule products.

In recent years the company has issued a number of publications dealing with environmental protection. The company's top priority is care for the environment. Hence its motto: "We protect people and the environment". We have ISO 14001:2004 and ISO 9001:2000 certificated, which prove that the quality of our services is high.

Nycz Intertrade Sp. z o.o.

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The Niepołomice branch of **NYCZ INTERTRADE Sp. z o.o.** (a limited liability company) belongs to an enterprise providing a **wide range of specialised services** in waste management. We have our own industrial wastewater treatment plant, a modern facility for chemical raw material recovery, a physical and chemical laboratory as well as a fleet of vehicles designed for transporting wastewater and hazardous substances.

Our offer includes:

- disposal of industrial liquid and solid waste;
- transport of wastewater and hazardous waste;
- recovery of chemical raw materials;
- laboratory analysis services.

We specialise particularly in neutralising:

- acidic and alkaline liquid and solid waste;
- chromium (Cr+6) liquid and solid waste;
- spent, waste process solutions;
- oil-contaminated wastewater and petroleum-derived waste;
- paints and solvents;
- hydrated liquid waste containing hazardous materials.

We also recover chemical raw materials (metals, metal salts and oils) from:

- chromium waste with a high Cr+6 content;
- electroplating deposits containing non-ferrous metals (Cu, Ni, Zn);
- spent electroplating baths (Cr+6, Cu, Ni, Zn);
- expired chemicals containing non-ferrous metals (Cu, Ni, Zn);
- water/oil emulsions (coolants), oil contaminated water and wastewater.

Information Technology (IT) and Telematics Applications

A i S S.C.

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The operations of the **AIS s.c.** company focuses on providing professional IT services. Our goal is to improve the effectiveness and efficiency of companies' operations through implementing and developing their IT potential.

We treat each client individually in order to provide top-quality services. We provide expert maintenance of entire network systems and consulting services in all matters related to our clients' computer systems.

Our company has already been trusted by several dozen small and medium-sized enterprises. We have built their IT structures from scratch and now provide on-going maintenance. We guarantee information flow and data storage security and confidentiality.

Our company renders the following major services:

- administrating companies' and organisations' computer systems
- outsourcing of IT services
- technical support
- auditing
- hardware and software servicing
- teleinformation networks designing and installation
- software creation
- remote backup

We have managed to successfully introduce our solutions both in companies with more than 100 workstations and in institutions and small companies.

We offer reliable solutions, using easily scalable products, which do not require the user to buy additional access licences.

AdRem Software Sp. z o.o.

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AdRem Software, with branch offices in Kraków and New York, is a dynamically developing producer of solutions for corporate networks management. The company's software is used on over 400 thousand servers throughout the world – it monitors, diagnoses and optimises network operations, ensuring top-level efficiency and uninterrupted availability of the hardware, services and applications controlled by the software. Thanks to high cost-efficiency, wide applicability, simplicity of operation in a visual environment and automation of the administration tasks, **AdRem Software** products allow the administrator to prevent failures, use available IT resources in a creative way and reduce network maintenance and personnel training costs.

Among our clients are companies from all sectors of the economy, as well as government administration institutions, local governments, NGOs, universities and schools. The most important of our clients include: Airbus, Bayer AG, US Department of Transportation, US Department of Energy, US Postal Service, Lufthansa Consulting, Groupe Canal+, Federal Reserve Bank of San Francisco, Gillette USA, Greenpeace, Canton of Geneva and University of Munich.

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Interactive Agency Krakweb.pl

The Interactive Agency Krakweb.pl was found 3 years ago by Maciej Chmielowski. The company specialises in creating effective Internet image using modern graphic and software tools. Our team consist of highly qualified specialists of marketing, graphic designers, software developers. We create web pages and e-commerce systems, portals and social networking services. The main goal of Krakweb.pl is to help customers understand the possibilities which are open for them in Internet. We make sure that our software and design attract attention and distinguish our customers from competition.

Innovative Interactive Solutions

In the wide variety of Krakweb.pl services there are: designing and promoting of web pages (SEO & SEM), social networking services and dedicated web applications. Creating websites we care not only about the design but also about usability and user experience. Our experienced graphic and software designers ensure the highest quality and create original, intuitive projects which are easy to navigate and browse. In the field of graphic design we remember that every customer is an individual. We keep up with the newest trends and fashion - our designs are classic or shocking, modern or old-fashioned, all of them matching the visual identity of the client.

Krakweb.pl specialises also in designing advanced e-commerce sites for various businesses. Shops created by our agency are interesting and trustworthy because of their special visualisation. Developed functionality and intuitive navigation give the buyer opportunity to feel safe and help them easily find what they are looking for. Another of our main services is web service optimisation and positioning.

Internet Supremacy

We work for both small businesses and large companies. Our Interactive Agency is distinguished by constant perfecting of services, high quality of customer relation, modern and innovative software, complex and professional operation. We have completed a great deal of unique projects. Krakweb.pl designed and implemented web services for over 100 companies such as Krakchemia S.A., Delphi Poland S.A., Cracow University of Technology and Office of the Marshal of the Mazovian Voivodeship. We have also worked for Jagiellonian University, University of Agriculture in Cracow. Every website created by Krakweb.pl increased our client's income and helped in effective promotion of the company.

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Managing Director - Anna Gajoch

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The Infotarget Information Brokerage Bureau provides services in information brokerage as well as website design and positioning. Our company focuses on the professional researching, selection, analysis and accreditation of information provided. We execute reports, analyses, databases and blogs commissioned by our customers. We hold documented professional qualifications of information brokers. Information brokerage is our passion.

We address our services to consumers, companies and institutions who need quick, reliable and fair information. We guarantee the buyers of our services creativity in approaching their order as well as reliability and confidentiality. In our work we comply with the AIIP and SCIP codes .

As the profession of the information broker is not well known in Poland, we would like to contribute to raising awareness of it and to encourage everyone to send requests for offers, for example using the contact form at <http://www.infotarget.com.pl> You can rest assured that submitting a requests is free of charge!

WHO IS AN INFORMATION BROKER, SO WHO ARE WE?

An information broker is a professional engaged in researching, selecting, analysing, elaborating and accrediting information. He/she provides information collected according to previously defined criteria to the client at the agreed time and in the agreed format. An information broker can also offer training on researching information. An information broker researching information on commission uses not only electronic information resources like the Internet and databases, but also more traditional ones like: libraries, archives, court registers, he/she can also conduct personal interviews. Information brokerage was recognised as a profession in the US in 1960s. Its origins are in library science and it is connected with the development of information technologies.

Infotarget Information Brokerage Bureau - company offer:

- 1) researching information;
- 2) drawing up: databases, reports, analyses, blogs, bibliography lists, lists of offers;
- 3) designing websites;
- 4) positioning websites.

EC Sybiltech Sp. z o.o.



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President of the Management Board - Marek Oliszewski

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It is the youngest subsidiary of *Innowacja Polska* and *EC ELECTRONICS*. It was established on the basis of projects delivered by *Innowacja Polska*, including the Sybilla project, co-financed by SOP ICE 1.4. As a result of the project an innovative, modern instrument was created, i.e. the Electronic Guide, which can be used in museums, galleries, etc. In 2008, this project gave *Innowacja Polska* the *Innowator Małopolski* award (competition organised by the Technology Transfer Centre, Cracow University of Technology).

The **Sybilla System** uses active and passive object identification systems based on RFID identifiers. RFID is a system of object control operating on the basis of radio waves, where data (e.g. numeric identifier) is read and recorded by special electronic systems attached to the tracked object.

The system was developed for museums. It is meant to support the museum visiting process by providing an individual electronic guide. **Sybilla** automatically responds to the exhibition item within its range, not requiring the visitor to enter the item code. The device recognises the exhibit and automatically starts the narration. Simultaneously, the corresponding text is shown on the display (this feature may be used by the hearing-impaired). The level and scope of information is tailored to visitors' knowledge and interests.

Another technology offered by the company is its person, animal and car locating system. For positioning the system uses GPS locations and locations set by the triangulation algorithm of GSM transmitters. The system is meant for the mass client. It is easy to be operated and is characterised by low operating costs.

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Sebastian Błaszkiwicz - Commercial Director

Empathy Interactive has been operating on the interactive services market since the year 2000. As an Internet software house, we specialise in designing, implementing and integrating dedicated applications which streamline and automate business processes of enterprises, allowing the full use to be made of the potential of new technologies.

In our projects we use varied technologies, which allow us to integrate the solutions we create with legacy systems of our Clients.

Our offer:

- Developing and implementing dedicated applications, including: CRM, reporting and data processing systems, B2B and B2C platforms;
- Building corporate intra- and extranets as well as document circulation systems;
- Integrating with systems, e.g. ERP, CRM, financial, mass payment, SMS centre etc.
- Developing applications for mobile devices;
- The IRIS road telematics system collecting and transmitting information on the weather and traffic on roads.

The main customers of Empathy include: TELE-FONIKA KABLE, Grudnik Holding, Bank BPH, Grupa Finansowa Premium S.A., Polfactor SA (BRE Bank Group), Jagiellonia Publishers, MURATOR S.A. Publishers, Super Express (daily newspaper), Agora Radio Group, Royal Canin, Maspex Wadowice Group, AGH University of Science and Technology, Krakow University of Economics.

Certificates:

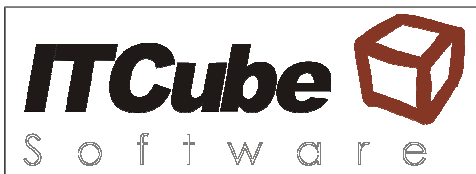
- ISO 9001:2000 for the following range of services: design, development and maintenance of database applications, websites and B2B platforms;
- Microsoft Certified Partner

Empathy Interactive belongs to the following organisations:

- IAB Poland Employers' Association of the Internet Sector
- Association of the Multimedia and Information System Cluster
- Initiative for a Competitive Online Marketplace
- Usability Professionals' Association

**ITCube Software
Stanek i Śliwka S.J.**

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ITCube Software Stanek i Śliwka Spółka Jawna is a polish company which deal with producing, developing and supporting ITCube CRM solution - customer relationship management software for small and medium companies. The company was founded in 1999 year in Kraków. Initially the company concentrated on implementing individual software projects that refers to internet solutions for business. According to this experience ITCube Software design and create CRM software which is called "ITCube". From the year 2003 this software is still develop with our customers and business partners.

ITCube CRM has been so far implemented in over 500 polish companies from different branches, and the amount of active users is about 5 000. Actually ITCube Software company concentrate on developing, installing and supporting ITCube CRM software.

ITCube CRM software is a laureate of the Gold Medal of Poznań International Fair - the biggest polish software fair. The jury of Poznań International Fair appreciated the innovative and modern technologies used in setting up the system with impressive functionality and possibility to customize, what was affirm by many polish comapanies that recommended this solutions.

ksi .pl Sp. z o.o.

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ksi.pl Sp. z o.o. delivers the most popular software used by cable operators in Poland. We develop mobile solutions for clients including uniformed services and operate digital archives of public institutions and universities/colleges. We also design comprehensive information systems tailored to our client's needs.

The innovative **BlueSend technology** charts a new route in the world of marketing, advertising and information systems. Like no other system, it offers opportunities for in-depth interactions with the user using his/her own mobile phone or another mobile device.

The system is made up of a centrally managed network of Bluetooth transmitters and receivers. It supports two-way communication with mobile phones and devices in the direct vicinity of transmitters and sending any promotional and information content (text, graphics, music, applications, radio programmes) free of charge. The system architecture can be used to: support the disabled by helping them communicate with their surroundings, provide interactive guides, language courses, broadcasts whose contents are related to the location of the transmitter.

In addition, **BlueSend** generates advanced statistics which allow consumer behaviour to be researched on a scale never seen before. Research results allow estimating, for example, the attractiveness of individual stands at fairs or large-scale events. When combined with a database, the system can systematically create and store profiles of buyers carrying mobile phones and then automatically tailor the contents sent to their preferences. The system can also support security and monitoring systems.

It has been qualified to the second and final stage of the competition for the Małopolska Innovator of 2009 and has been awarded the Infotel Laurels for the implementation of the system during the 20th International Electronic Communication Fair INTERTELECOM 2009

Maxto Sp.J.

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Managing Directors - Marcin Staniewski, Tomasz Wojewoda

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For several years the **MAXTO** Capital Group has been consistently building its market strategy of being a specialised system integrator. In order to ensure security of its business operations on the present-day highly competitive market, the company has adopted a diversified revenue model and operates in three key areas: electronic and multimedia communication systems, intelligent construction technologies and system integration.

In each of these fields we keep strengthening our expertise in the areas where we can sell high added value solutions and which offer high development potential. The company has achieved the position of an expert in the following areas:

- delivery of projects related to electronic and multimedia communication,
- production of electronic and multimedia communication software,
- production of electronic and multimedia communication equipment,
- production of document circulation software,
- production of software for organisation support systems,
- production of equipment for organisation support systems,
- delivery of projects related to intelligent building technologies,
- system integration solutions.

In delivering the strategy, we keep strengthening our position through increasing our share in the new technologies market.

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Vice president of the Management Board - Krzysztof Cetnarowski

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Mobile Experts Sp. z o.o. is a leader in mobile solutions and services for the ICT sector. The mission of the company is to allow the greatest possible number of users to easily, efficiently and safely use the achievements of science and technology in their daily life. Our membership of the **Multimedia and Information System Cluster (MultiKlaster)**, of which we are a co-founder, helps us to achieve our founding goals.

After analysing the development of transactional systems and Internet services, we have developed the **PUMA** Mobile Application Service Platform which makes it possible to create mobile channels for accessing products and services. The PUMA system has been designed so that it can be successfully used as a platform supporting mobile systems for: banking, brokerage, ticket booking, the travel industry, threat reporting and product catalogues.

In the light of the increasing need to secure electronic data transmission, we have created the Mobile Security Infrastructure. It comprises solutions which guarantee the highest level of security, including:

- **mPKI** – allows electronic signing using a mobile phone, exchanging letters with e-administration, executing contracts under the civil law as well as bidding in electronic auctions and tendering;
- **meGINA** – provides access control to mobile phones, PDAs, desktop and laptop computers as well as authorising the user in secure databases;
- **mTOKEN** – ensures strong user identification and operation authorisation in B2B services from the level of a mobile phone (contacts with trading partners and suppliers);
- **mVPN** – gives mobile employees encrypted access to the corporate VPN from the level of mobile terminals.

This stage of our work has been crowned by the title of the **Małopolska Innovator of 2008** awarded by the Technology Transfer Centre of the Krakow University of Technology. Our clients include **Lukas Bank**, **Wasko**, **PTK Centertel**. For the **National Police Headquarters** we have developed specialised software for authenticating officers and authorising their access to the National Police Information System (KSIP) and the Schengen Information System (SIS). Our cryptographic libraries are used by some 15,000 police officers on their pocket mobile terminals.

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info@quantum-software.com
www.quantum-software.com

President of the Management Board - Tomasz Atala

Contact person:

Marek Jędra – vice president
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Quantum offers advanced IT solutions for companies with particularly advanced demands for logistics and supply chain management. The company's flagship product is our proprietary QGUAR software suite, a Supply Chain Execution system used to manage complex warehousing, distribution and production structures with links to purchasing and sales processes.

The complete offering includes:

- **QGUAR WMS PRO** (Warehouse Management System PROFESSIONAL),
- **QGUAR WMS EASYWAY** (Warehouse Management System EASYWAY)
- **QGUAR MES** (Manufacturing Execution System)
- **QGUAR YMS** (Yard Management System),
- **QGUAR TMS** (Transport Management System)
- **QGUAR BI** (Business Intelligence)

Qguar, which is a flexible solution working with various ERP systems. The second pillar of solutions offered are complete ERP systems by SAP.

QGUAR handles the entire management chain, including:

- production preparation (scheduling, APS, PLANNER);
- production (tracking production in progress, genealogy, quality standards, HR and machine management, production order accounting, efficiency measurements, MES);
- maintenance;
- logistics (WMS, MES);
- distribution (WMS, TMS, YMS);
- transport (TMS, YMS);
- operations management (Oracle Business Intelligence, SAP).

As a standard, the software is available in Polish and English. Other languages are available upon a special order. The modularity and scalability of the QGUAR suite allows problem solving and process optimisation at all corporations, whether small, medium or large.

The benefits from using QGUAR include: improving quality and timeliness, raising productivity, optimising processes, minimising losses, eliminating paper document circulation, dashboards of ratios at various levels of aggregation.

The flexible approach of **Quantum software** allows our clients to choose implementation methods and forms of payment that are convenient for them. Quantum software can start at a low price for which it will implement a pilot solution allowing you to test the capabilities of QGUAR.

RW Online

(biurowiec Miastoprojektu)
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rw-online@rw-online.pl
www.rw-online.pl



Owner - Tomasz Kurkiewicz

Contact person:
Tomasz Kurkiewicz - owner

Our company was founded in 2006 as a reaction to the rapid development of the Polish system of independent examinations. We work with a team of people who, from the very beginning, co-developed the IT and organisational arrangements for this objective method of verifying the results of schooling in our country.

Their experience allows us to provide a broad range of:

- consultancy;
- design;
- and development

services in creating systems to support teaching and examinations as well as organisational processes of a company or a government institution.

Our largest project is the OBIEG system which we developed and are maintaining for the District Examination Board of Krakow (<https://www.oke.krakow.pl/sio>) and which allows 350,000 students every year to check their exam results themselves on the Internet.

Sonet Sp. z o.o.

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www.enova.pl



President of the Management Board - Robert Czuła
Managing Director - Michał Sędziewski

The team of **Soneta** is made up of some of the most experienced professionals in Poland who have been developing business software for 18 years. The company was established in 2002 by three founders: Robert Czuła, Marcin Spiechowicz and Marcin Wojas. Its stable project team guarantees perfect quality and the rapid development of the functionality. enova is already the seventh application jointly developed by the whole team. At present, the company employs 27 staff to produce its enova ERP software. The company is a Microsoft Gold Partner. It has won many prizes and awards, including Microsoft's Application of the Year 2006, *Solidna Firma* (Reliable Company) 2007, Grand Prix CRM 2007. Soneta works through its partners all over Poland to deliver IT enterprise management solutions in order to achieve mutual success and improve the efficiency of business processes of its clients. enova is an integrated, new generation application supporting enterprise management. As it is a modern expert system, it can offer a significant savings of time and money and also help apply effective solutions. The knowledge of our company and our Partners allows us to offer improvements to the operations of your company using the following elements:

- Invoices
- Sales
- Sales ledger
- Inventory ledger
- Income and expense ledger
- Personnel, payroll
- enovaNet Personnel, Payroll
- CRM

The application is of a modular design, with every module taking care of a specific aspect of enterprise operations: personnel, payroll, cash registry, invoices, warehouse management, sales, the inventory ledger, fixed assets, accounting, customer relationships, excise, the collection or mobile sales. To get a detailed offer tailored to the needs of your company, please contact our customer service department or our Sales Partner. Our Authorised Partner will help you determine your needs, analyse the existing IT solutions, review the present software and define the weaknesses of the legacy solution.

ZST-Softel Sp. z o.o.



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Chef Executive Officer - Marcin Paś

Contact person:
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ZST-Softel provides professional software solutions and services. ZST-Softel is a Polish company with nearly 50 employees. Since its foundation in 2001, creating comprehensive, advanced software services for our corporate clients, has remained our primary focus.

Initially, these were mostly dedicated systems, developed specifically to meet our clients' business and application requirements. At that point the company specialized in telecommunications sector and circulation of e-documents. Later on, in addition to dedicated systems, we started developing our own range of products, under a common name of MatroX. These products employ cutting-edge technology and include tools for managing any type of company or organization. **ZST-Softel** provides complete implementation services for the whole product range of MatroX at client's environment as well as technical support and consulting services.

Members of our staff have been involved in many successful implementations of large-scaled IT systems, including projects for some of the biggest companies in the Telco sector in Poland. We specialize in technologies offering a high level of functionality and flexibility. Most of our products are developed using Java/J2EE platform and database systems. We are always keen to employ modern internet and mobile technologies. We keep track of the latest developments in that area and we are ready to put them in use as soon as they have become mature enough. A growing number of successfully implemented systems and the trust our clients continue putting in us, allow our company to develop rapidly. Our staff are always looking forward to undertaking new projects and facing new challenges.

Currently, our products are primarily addressed to:

- Telecommunications Sector,
- Commerce & Industry,
- Financial Sector,
- Public Sector,
- Government Administration.

Measurements and Standards

Metronic AKP



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31-261 Kraków, Poland

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metronic@metronic.pl

www.metronic.pl

Owner - Jacek Sokołowski

Contact person:

Jacek Sokołowski - owner

For over 15 years **METRONIC Aparatura Kontrolno-Pomiarowa** has specialised in designing and producing electronic measuring instruments. The company specialises mainly in instruments for measuring the flowrate and heat energy of steam and technical gases, measuring and recording the temperature and other physical quantities in industrial applications.

Metronic AKP takes active part in developing customised measuring equipment and can deal with a range of non-typical problems. The manufacturing and designing process complies with the ISO 9001-2000 quality management system, which is confirmed by a certificate.

On account of their good value for money, **Metronic AKP** devices are present both in smaller and the largest industrial plants in Poland. Measuring systems based on our equipment are used by power plants, refineries, food production plants, steel plants. The company's systems for measuring steam flowrate and energy as well as electronic data registration devices are used in a range of industrial applications.

Metronic AKP employs a highly-qualified team of engineers and technicians. At present the company's focus is on developing and extending its offer to target EU countries.

**Zakład Aparatury Pomiarowej
"KWANT" Sp. z o.o.**



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www.kwant-inst.pl

President the Management Board - Paulina Piwowarczyk

Zakład Aparatury Pomiarowej KWANT Sp. z o. o. is an innovative engineering company having 20 years experience in manufacturing, supply and commissioning of systems applied for combustion optimization in power generation boilers and industrial furnaces.

KWANT is the exclusive representative in Poland and neighboring countries of [INERCO](#) – Spanish company, one of the worldwide leaders in the field of combustion optimization at power generation boilers.

We specialize also in projects dedicated to the noise reduction produced by industrial plants, with use of unconventional, tailored made acoustic protections.

KWANT renders complex services in the field of:

- Combustion optimization and NOx reduction
- Measuring and monitoring systems
- Systems for regulation of PF and air flow rate
- Pylofon
- Noise reduction at industrial plants

We offer the execution of the turnkey projects, depending on the customer requirements.

Printing Technologies

Drukarnia Narodowa S.A.

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sekretariat@drukarnianarodowa.pl
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President of the Management Board - Bartosz Bobowski



Drukarnia Narodowa has had a well-established position on the market for 150 years. It has changed over all the years of its operation many times, yet printing production has been always its main area of operations.

We specialise in book printing and book, brochure and notebook hardcover and paperback binding. We also print posters, leaflets, folders, catalogues, calendars, etc.

Thanks to our experienced personnel and state-of-the-art equipment we can accept virtually any printing job. We deliver all types of digital print.

We cooperate with the most distinguished and best publishing houses in Poland and guarantee quality at competitive prices.

Our mission is to achieve the leading position on the market. Therefore we keep investing and seeking for new solutions.

In 2009 we launched a new six-colour offset printing machine featuring a MANROLAND coating tower. Towards the end of the year we intend to launch an integrated KOLBUS & SIGLOCH hardcover line.

We will also start promoting a new product, namely a book for the blind and weak-sighted, which will enable work with persons unacquainted with the Braille alphabet.

Flexergis” Sp. z o.o.



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flexo@flexergis.eu
www.flexergis.eu

President of the Management Board - Jurand Skirzyński.

Contact person:
Jarosław Stefko - director

FLEXERGIS Sp. z o.o. (formerly *Drukarnia BAAD*) was established in 1991 as an offset printing company. Since 1996 the company has been mainly involved in the production of flexible packaging, laminates and labels printed by means of the flexographic technology.

In 2007 the Company was incorporated into the ERGIS Group – a leading manufacturer of PVC and PE products in East-Central Europe, listed on the Warsaw Stock Exchange. At present **FLEXERGIS** has an annual turnover of PLN 40 million and is one of the leading Polish producers of flexographic packaging both for Polish and foreign clients.

The new **Flexographic** Facility in Nowy Sącz has three 8-colour WINDMOELLER & HOELSCHER printing machines, one of which is the latest *Miraflex CM* machine with a printing width of 1270 mm. Thanks to the experience of our printing staff we can provide top-quality print and our computer-controlled colour mixing facility controlled by a Colour Management system ensures excellent colour repeatability. Our lamination department, equipped with two machines, allows production of a range of laminate textures, while the foil is cut on five bobbin cutting machines, featuring electronic tension control systems.

The company has its own DTP/CTP department, where the client's materials are processed, the digital proof printed, and then, once it is approved, digital photopolymer plates are exposed. The CtP Matrix Production Department has a complete Kodak flexo prepress system – one of the most modern in Poland.

The flexographic unit has the PN-EN ISO 9001:2000 quality management certificate, granted by the prestigious TÜV Rheinland Institute in 2003. The Quality Management and Control System covers the entire flexible packaging production system and is upgraded on an ongoing basis. Hence the two prestigious awards granted to us in 2003 and 2006 – the FlexoTech International Print & Innovations Award in London.

The Company has extensive experience in printing and laminating packaging materials for frozen foods, ice-cream, confectionary products, spices and printing labels for drinks. Packaging for the foodstuffs industry plays an important part in our production.

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President of the Management Board - Andrzej Bilewicz

Contact person:
Janusz Berdak

Polskie Karty has been founded in 1995 as an offset printing house. From the very beginning we have been using Heidelberg machines which guarantee top printing quality. At the time, we offered the complete scope of offset printing on paper and cardboard for advertising agencies and final buyers.

We still successfully offer a broad range of printing services today.

In 2001, we launched a technology of printing on non-absorbent material which we then used to produce plastic cards. Today, Polskie Karty is one of the leading producers of plastic cards in Poland.

All production processes from prepress to personalisation are concentrated at one location to ensure the highest production efficiency and capacity.

Our offer:

- laminated plastic cards;
- HiCo, LoCo magnetic stripe cards;
- electronic memory and chip cards;
- proximity (contactless) cards, *Unique*, *Mifare* and others;
- plastic pocket calendars;
- official teacher IDs (Polish Ministry of Education model).

We print cards in full colour using the following methods:

- offset;
- screen printing;
- digital printing.

We specialise in high quality offset overprinting using Heidelberg machines. If requested, we can include the following security measures on cards: holograms, microprint, needle etching, others.

The magnetic strip and chip cards we offer work are supported by all readers compliant with the [ISO 7810](#), [ISO 7811](#), [ISO 7816](#) standards.

This year, we have been awarded the MARKET LEADER title in the Best Product category for the plastic cards we produce.

All types of cards carry a one-year warranty. The entire production takes place in Poland.

Employees affiliated with the company from its very start are still involved in our operations. We can benefit from their loyalty, knowledge, experience and valuable skills. At present, Polskie Karty Sp. z o.o. has a staff of 20, including printers, managers/salespeople, programmers, an accountant and a maintenance engineer.

S-DRUK® Centrum Poligrafii Grupa 3 Sp.J.



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Managing Director - Piotr Piotrowski
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The effect that counts - Offset printing UV

Dear Sirs, We invite you to discover the wide range of opportunities available for UV printing on plastic materials, as well as our print enriching technologies. Vivid colours, the highest quality and a spectacular finish-off – the World of UV technology intensifies your senses.

We print with:

- Heidelberg Speedmaster XL 75
- 6 colours + UV varnish
- adjusts to print with UV paints and UV varnishing
- maximal size 750 x 530 mm
- maximal material thickness 0,8 mm

Our products:

- POS materials (plastic and foil)
- plastic packages
- labels on metalised surfaces
- cardboard packages Premium
- leaflets, brochures, books
- 3D materials (on lenticular foils)
- IML labels

Enrichments:

- metalising, fragrance, fluorescent, thermo paints
- special UV varnishes (metalised, pearly, gloss, matt, with orange skin effect)
- hot gilding with metallic and holographic foils
- die-cutting and embossing

Possible materials: plastic materials (PP, PVC, PET, PE), self-adhesive foils, adhesive foils, chromolux papers and other metalised papers, 3D lenticular foils, IML foils.

Alternative Energies

Eco-Schubert Sp. z o.o.

ECOSCHUBERT
www.eco-schubert.pl



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biuro@eco-schubert.pl
www.eco-schubert.pl

President of the Management Board - Paweł Zych

Contact person:
Tomasz Sumera - Marketing Director

Eco-Schubert Sp. z o.o. is a private company working in the renewable energy domain. We base on a long-term experience of our partner from Austria where the environmental protection issues have always had and still have the top priority.

Our offer includes SOLAR COLLECTORS, HEAT PUMPS as well as COMPACT WIND AND WATER POWER STATIONS.

We do our best to adapt our offer to individual needs of every client. We offer a wide range of services, such as consulting in selection of suitable devices, installation as well as complex service during and after the warranty period.

Basing on the experience of our Austrian partners and the latest structural designs in the field of renewable energy we offer our customers solar collectors of the newest generation with heat pipe.

These types of collectors are the most effective solution in our climate zone and due to their features, they work reliably and without fail. We do our best to keep the quality and efficiency of our devices at the world's highest level.

„Makroterm”
Agata i Krzysztof Wąchała – Sp.J.

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32-104 Koniusza, Poland
Tel. (+48 12) 386 76 00/01
Fax (+48 12) 386 76 21
makroterm@makroterm.com.pl
www.makroterm.pl



Owners - Agata i Krzysztof Wąchała

Contact person:
Witold Gień
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Makroterm is a company operating in the heating technology market. It offers its customers complete systems for heating buildings and tap water using renewable energy sources. The complete Integrated Heating systems allow you to heat a house and tap water in an environmentally-friendly and cost-effective way. The system is based on heat sources supplementing instead of duplicating one another, as a result of which superfluous consumption of heat is eliminated. All products making up the Integrated Heating system are intentionally designed so that the system would form a uniform whole. The synergy between appliances ensures that the entire system works in the optimum way and significantly cuts the operating cost of the house.

Makroterm products have been designed based on many years of market experience. They are manufactured of top quality materials guaranteeing long-lasting and efficient operation. The first product of Makroterm was the Turbo Fireplace (*Turbokominek*) with a built-in heat exchanger and a controlled firing process designed especially for its operation in a closed system. These solutions have been patented. When the Turbo Fireplace is used in heating systems, it significantly cuts the carbon dioxide emissions, guaranteeing resident comfort and energy security. In addition, the controller of the fireplace has a built-in system for switching the boiler off.

Another product constituting the industrial property of Makroterm is the Turbosolar vacuum solar thermal panel. In summer, if the weather is good, it can cover the entire hot water demand, while in winter it can pre-heat water in special storage tanks. The use of these thermal panels ensures that the operating cost of the system is minimised.

The most recent development of Makroterm, the Integrator, is the first product of its kind on the market. This device has been patented throughout European Union. It is a special apparatus for controlling energy streams. It combines streams of energy from the fireplace and the boiler, and then splits them into hot tap water and central heating including the underfloor heating depending on the priority. By optimising sources and consumers of heat, energy is saved even when there is a very large heat load. This also ensures that energy is saved and used flexibly.

More information about Makroterm and its products is available on its website:
www.makroterm.pl

Elfran



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www.elfran.com.pl

Owner - Franciszek Ścisłowicz

Contact person:
Franciszek Ścisłowicz - owner

ELFRAN®, operating since 1990, seeks for innovative household solutions. Since 1997 the company has specialised in creating and producing solar collectors which follow the sun. We allocate 80% of our profit for research & development and for seeking new solutions to reduce household costs.

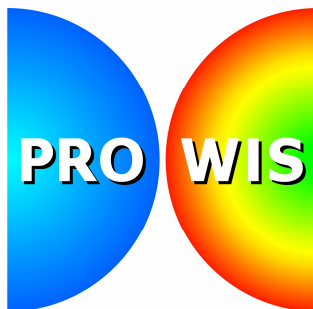
We cooperate with several dozen companies from the heating sector. We will be pleased to cooperate with you!

Prowis Sp.J.

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Owner - Izabella Wiśła

Contact person:
Izabella Wiśła - owner



Company **PROWIS** is a distributor and supplier of complete systems using green energy on the territory of silesian and małopolska region.

We offer matching the offer to the needs of the customer, installation and servicing complete systems winning the energy from the natural sources basing on the newest technology and the technical thought. Solar systems from leading producers, heat pumps, photovoltaic panels. We offer transfer of technology from European producers and the help of gaining European funds for offered systems in the frame of programme for 2007-2013.

Other Industrial Technologies

Atotraf

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atotraf@gmail.com
www.i-mage.pl



Owner - Anna Michalska

Contact person:
Anna Michalska - owner

The **ATOTRAF** company provides a full range of high-quality photographic services at competitive prices. Our offer is unique to the market. Our clients do not have to come to us, instead we go to them. We photograph at the client's place, in natural surroundings, in publicly available spaces, etc. We record family, school, company celebrations on photographic paper. We deliver customised services. Our offer is for all, regardless of the age. We respect our clients' time and privacy, therefore we deal with everything at the client's place or at any other location indicated by the client.

We specialise in wedding photography. Our clients may choose from several packages. They may also customise their packages and negotiate the price. We are open to our client's ideas and requests. We recommend our portrait and commercial photography. We provide services in the field of architecture, interior, advertising and event photography. We are with you everywhere: at your birthday party, in school, on holiday, at your 18th birthday party, at your school-leaving ball, at work. Thanks to us you can have the most important moments of your life immortalised.

Our company offers professional image editing, using state-of-the-art imaging software. Depending on the client's request, we can deliver the prints in a range of styles – the popular sepia, original frames, blurring filters and many other artistic effects. We avoid artificiality and stiff poses. Our photos are spontaneous, showing special moments in a natural way.

In spring and summer we organise courses for beginner photographers willing to explore the world of photography. The courses are meant for persons at any age, having simple photographic cameras and willing to obtain valuable tips to be later used at home, on holidays and in other everyday life situations.

Our company operates in Kraków and its environs. We issue VAT invoices. Our services are targeted at individual and institutional clients. The company has professional equipment and software.

Auxilium S.A.

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Auxilium S.A. is active in financial service outsourcing. Our operations are divided into three segments: audit services, tax consultancy and advice for going public on the NewConnect exchange, as well as financial/accounting services.

Since the middle of last year **Auxilium** has been developing a new type of capital market services, i.e. services of an authorised NewConnect consultant which helps companies go public on that exchange. There are only 100 companies providing such services in Poland, and Auxilium was among the first 15 entered on the list of Authorised Consultants.

Our business line includes:

- financial and accounting services for companies;
- auditing financial statements of companies, including consolidated statements conforming to the Polish Accounting Standards, IAS, GAAP;
- financial and economic analyses;
- drawing up business plans;
- enterprise valuation;
- on-line tax consultancy;
- financial management consultancy;
- conducting liquidation and bankruptcy proceedings;
- drawing up the financial and economic part of applications to the EU.

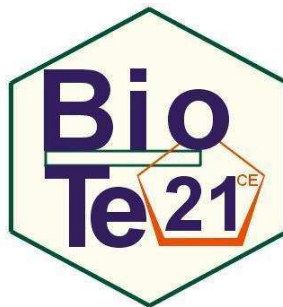
Our experience has been recognised by the Warsaw Stock Exchange which awarded us the title of a WSE Partner Company. The operations of AUXILIUM S.A. have also been recognised with the title of the Fair Play Company for three consecutive years: 2006, 2007 and 2008.

In the most recent ranking of tax consultants published by the Rzeczpospolita daily we were listed among the 50 best providers of tax services. We are also one of only three companies operating on the Małopolska market to be included in the nation-wide list.

The increasing prestige of **Auxilium** and its constantly growing group of clients have meant that for the last two years we have always been included on the Auditor Ranking of the Rzeczpospolita daily, which lists one hundred of the best, most active and successful companies of the sector. We have also been included in the ranking of companies supporting public corporations published by the Parkiet newspaper. Yet these are not all our achievements. You can also find us on the ranking of 500 Most Innovative Companies published by the Gazeta Prawna newspaper.

BioTe21 – Adam Master

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biote21@biote21.com
www.biote21.com



President of the Management Board - Adam Master

Contact person:
Michał Spadziński

The **BioTe21** laboratory has been established as the end result of a project co-financed by the EU from the European Regional Development Fund. It is located at the Faculty of Biochemistry, Biophysics and Biotechnology of the Jagiellonian University.

The strategic goal of **BioTe21** is to create the technological and scientific base allowing useful bioinformatics projections to be elaborated, and also to develop and implement new biotechnologies, with particular emphasis on applications used in molecular medicine.

The following four thematic units have been distinguished within the premises occupied by the BioTe21 laboratory.

The Genetic Diagnostics Unit offers over 2,000 tests to diagnose the genetic susceptibility to both widespread, dangerous disorders and very rare disease entities.

The Genetic Identification Unit provides genetic paternity testing services using 18 independent STR somatic genetic systems (plus the 19th sex marker) and a non-invasive method.

The New Biotechnology Unit offers developing new biotechnologies, mainly for molecular medicine, with particular emphasis on genetic diagnostics. The mission of the team is to find applications in biotechnology and medicine for new scientific discoveries from basic research of the genome, transcriptome and proteome.

The Nucleic Acid Synthesis and Sequencing Unit provides basic services of nucleic acid synthesis, sequencing and fluorescent analysis.

The products of BioTe21 are mainly addressed to:

- diagnostic laboratories;
- scientific research institutions;
- biotechnology and pharmaceutical companies;
- consumers.

Elpigaz Sp. z o.o.



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www.elpigaz.com

President of the Management Board - Grzegorz Jarzyński

Contact person:
Wiesław Kozłowski - Head of the Designing Department

Zakłady Produkcji Zbiorników w Gorlicach, owned by the **ELPIGAZ** company, have produced tanks for the automotive industry for over 40 years. Our primary offer includes a wide range of tanks for vehicle braking systems. In recent years we have started manufacturing LPG tanks – both cylindrical, toroid tanks and special high-capacity tanks for buses and lorries.

The new LPG tanks produced in Gorlice are based on our own design solutions developed by the R&D Department. The innovations produced in **ZPZ Polmocon** are patent protected. Our products are manufactured on modern technology lines according to the strictest standards applicable.

The wide range of tanks with the capacity of 5 – 300 dm³ fully meets the demand for such products. Among the most noteworthy of our products are the MoreMo series LPG tanks, which are based on new, innovative solutions allowing the tanks to be mounted in various positions and with various fittings.

The company has the following certificates: ISO 9001; GOST (Russia), TUV (Germany), TDT (Poland). These allow us to operate on the domestic, European and world markets.

Extend Vision Sp. z o.o.

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Extend Vision Company was formed in 1994. From the very beginning we have been concentrated on the exhibition issues.

We offer the widest range of products: from fast assemble exhibition systems, through the BTL and POS solutions, to designed exhibition stands . Thanks to the experience and modern technological base we bring economic and unconventional exhibition solutions.

Extend Vision Company consists of 40 employees, qualified and competent team of people who share passion for their work. Thanks to the cooperators network in Kraków, Poznań, Warszawa, Wrocław, West Europe and USA we can respond fast, both nationally and internationally.

Since 1998 we have been the co-organizers of the conference Trade Show, devoted to the exhibition trends and the originator of the first exhibition trends vortal www.stoisko.pl. Our activity has been perceived and awarded: Acanthus Aureus, Fair Play, the medals during the Poznań International Fair - Poland, "Teddy Award" USA.

IBMed Sp. z o.o.

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President of the Management Board - Roman Topór-Mądry

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Institute of Medical Studies - IBMed acts on medical market dealing with health information management, statistical analysis, clinical and population studies designing and training.

It distributes multimedia information on health of population in Poland and Europe, which is directed to national, self governmental institutions, physicians, scientists and media. The web service is available at www.zdrowiepolakow.pl

Other work area is study designing and statistical analysis with creation of reports and multimedia presentations. This service is offered for companies and institutions running scientific studies as well as for selfgovernments interested in analysis of state of health of local citizens. IBMed organizes training courses on methodology and know how of running studies and statistical analysis. As help for that, own manual and polish version of statistical software is used.

IBMed also offers marketing for institutions on medical market. Marketing of medical services and products is based on market methods of building own image and creating strong and stable ties with clients and patients.

The additional fields are: computer graphics, publications and Web pages development, access: www.icm.com.pl

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Owner - Marianna Staniak

Contact person:
Marianna Staniak - owner

MIA-CHE Chemical consulting provides simple solutions to complex chemical legislation. We are dealing with all aspects of **REACH** – a new European Community Regulation on chemicals and their safe use. We support Manufacturers, Importers, Only Representatives, and Downstream Users through the registration process so that the registration itself is not troublesome. We offer a comprehensive customer focused package of services for meeting the registration, testing, and documentation requirements of the **REACH** Regulation (e.g. Safety Data Sheets, Technical Registration Dossiers, Exposure Scenarios, Chemical Safety Reports).

REACH (Registration, Evaluation and Authorization of Chemical Substances EC 1907/2006) is one of the most comprehensive, far-reaching, and complicated pieces of environmental legislation to come out of the European Union that replaces numerous EU laws related to chemicals. It requires all substances, new and existing, that are marketed in the European Union and manufactured or imported in a quantity of ≥ 1 tonne per year to undergo registration. It gives greater responsibility to industry to manage the risks from chemicals and to provide safety information on the substances.

The **REACH** Regulation covers different sectors of industry. If you manufacture or import 1 tonne or more of any chemical substance per year (on their own, in mixtures or in articles), you should register the substance with the European Chemicals Agency (ECHA). Failure to do so means that you cannot continue producing or importing the substance until you have submitted a full registration dossier. If your company only uses chemicals, you are also affected by **REACH** as a Downstream User. In this case you have to apply the safety measures from Safety Data Sheet obtained from your supplier or carry out yourself a chemical safety assessment. If you import any formulated products or articles be aware of your potential registration obligations!

The new law entered into force on 1 June 2007 and its provisions will be phased-in over at least 11 years.

Pentomino



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www.triz-innowacje.pl

Owner - Wacław Sala

Contact person:
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The company carries out two types of business operations. The main area of business activity is the sale of educational wood toys and toys/teaching aids for children with special needs. This part of the offer can be found in our Internet store: www.pentomino.pl. The company treats wood toys as its mission, consisting in the propagation and popularisation of clever, simple toys developing child's imagination and creating opportunities for bimanual work, which stimulates the operation of both hemispheres.

The company also provides education in child and adult creativity development through the application of TRIZ methods (TRIZ - theory of solving inventor's problems). TRIZ is also referred to as the technology of skills for dealing with difficult situations.

Another area of our operations is the popularisation of TRIZ among companies as a method for seeking innovative solutions to problems facing entrepreneurs. For more information see our second website www.triz-innowacje.pl.

Last year, together with the project leader, *Partner Service*, we obtained a EU grant from the European Social Fund under the Human Capital Operational Programme; Priority: IX Education and competence development in the regions of Małopolska, Measure 9.1. Bridging educational opportunity gap and ensuring high-quality educational services in the educational system. The project entitled *TRIZ zmienia świat – wdrożenie innowacyjnej formy nauczania dzieci w województwie Małopolskim (TRIZ changes the world – implementation of an innovative form of child education in the Małopolska Region)* is to bridge the educational opportunity gap and improve the quality of educational services in Małopolska through implementing and polarising an innovative methodology for fostering child creativity based on TRIZ. More information: www.triz-pedagogika.pl

WĘC - Twój Jubiler

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Owners - Grzegorz Węc i Artur Węc

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WĘC-Twój Jubiler is a jewellery company founded on October 15, 1999. Since the very beginning, the founders and owners of the company have been Mssrs. Grzegorz Węc and Artur Węc. The mission of the company is to "Deliver top quality jewellery to make every consumer feel exceptional". The vision of the owners calls for developing a modern, very competitive company setting new standards in its business area and introducing revolutionary technological solutions.

The company manufactures and sells jewellery. It has its own jewellery workshop in which jewellery models are built. The preliminary work (preparing designs and casting the jewellery) is outsourced. The workshop performs the finishing (adjusting the model to the consumers' needs, determining the size needed, preparing for setting stones, delivery to and collection from hallmarking, setting stones, polishing the product). The company also sells ready products, repairs and engraves jewellery.

The most recent investment of **Węc-Twój Jubiler** is the purchase and installation of a complete design and casting line. This line, employing state-of-the-art jewellery technologies, allows any custom order to be produced guaranteeing a high quality of services and products. An integral part of the project being implemented is the purchase of a server and the deployment of a modern IT business management system supporting the sales network as well as the production and purchasing departments.

New investment projects and a long-term CAPEX plan guarantee the stable development of the company as well as strengthening its position on the local and national.



network

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