

PULS

PRZEDSIĘBIORCZOŚCI



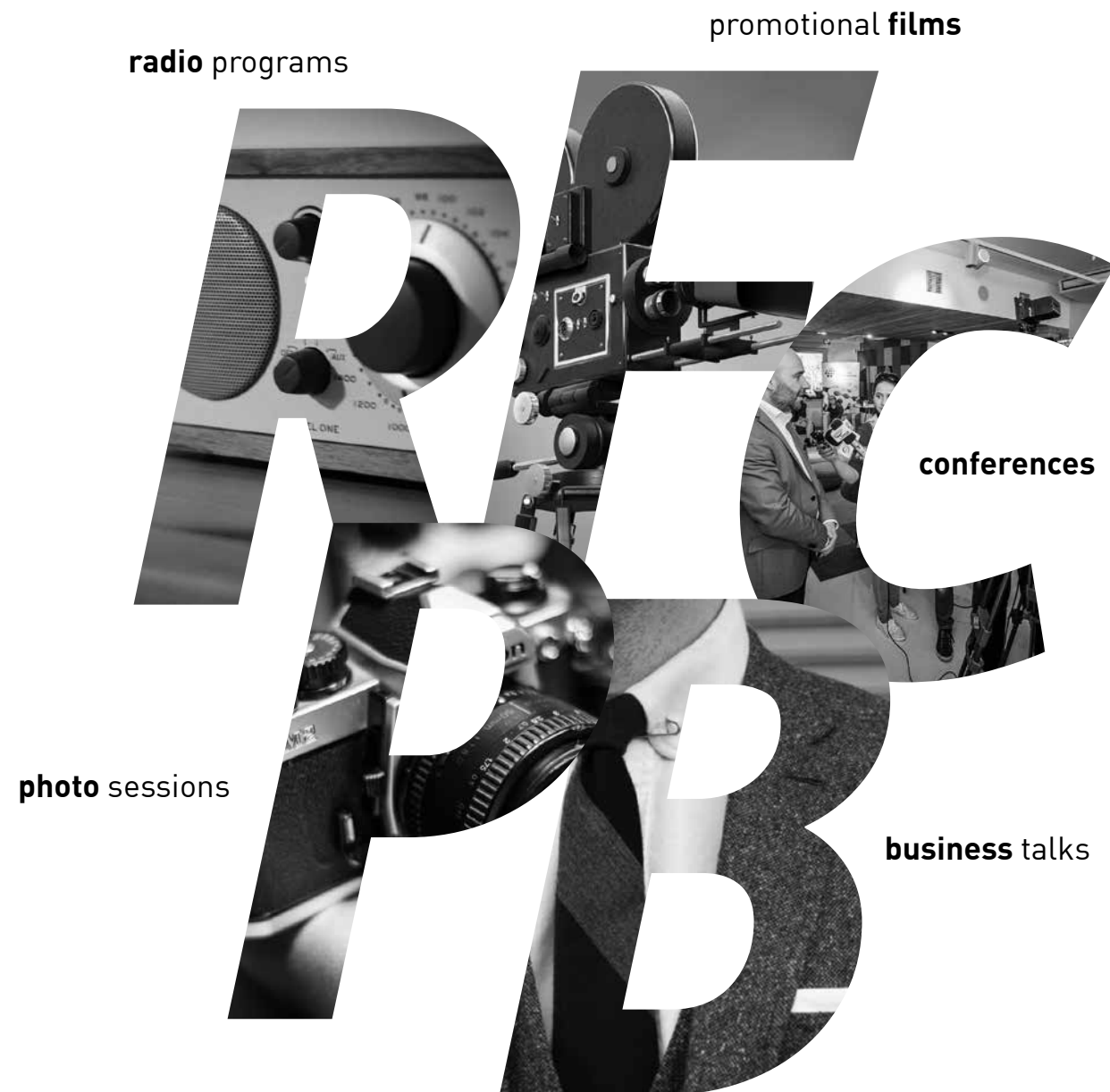
KIELCE
TECHNOLOGY PARK

10
YEARS



HISTORY & FUTURE

Experience gives us knowledge,
due to which we look boldly ahead.



The alphabet of applications

Conference Center
Kielce Technology Park



Dear Readers,
I am pleased to offer to you a special jubilee edition of our magazine "Puls Przedsiębiorczości". This is also an excellent opportunity to sum up our achievements of the last decade. More than 10 years ago we were not sure whether the investment such as the Kielce Technology Park would be successful in Kielce and whether the city had the potential to ensure proper operations of modern companies with innovative solutions. It turned out that it was enough to provide the companies with favourable conditions, space for the development of modern technologies and professional business facilities. The first years of the KTP's operations showed that we managed to respond to the needs of not only local but also national companies from various business sectors. At present new operators express strong interest in joining the community of the Kielce Technology Park confirming that Olszewskiego Street is a prestigious address. The new issue of the magazine is devoted to our plans for the next decade which respond to these expectations. Emphasising the significance of this jubilee edition we decided to look back to the most important events that took place at the Park. A large part of the issue is devoted to our tenants and the KTP's team, that is the people who have contributed to the success of the Park. Wishing you a pleasant read I hope this issue will also remain special for you.

Szymon Mazurkiewicz,
Director of Kielce Technology Park

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Ten years ago I was visited by Szymon Mazurkiewicz who told me that the creation of technology parks was the future in which the city of Kielce should participate. Initially, I was not enthusiastic about this idea. I knew how various parks of this kind functioned in Poland and I was not entirely convinced by the concept of creating one in Kielce. In my opinion a park like this should not provide space for traditional companies and crafts, such as hairdressing or baking, as this would not pay off. In Kielce we decided to support new technologies and the consistency with regard to the selection of tenants, the companies which count on innovativeness, has paid off. Today, the Park has run out of rental space and despite constant investments there is still a long queue of potential tenants.

The Prime Minister Mateusz Morawiecki on numerous occasions has stressed the fact that it is the best technology park in Poland. This is the best thing that has happened to the city. With large protected areas situated in the city we cannot build industrial plants and the park gives us hope to become a modern city. It gives us the chance to develop but on the other hand it also needs strong scientific support, which can be provided by universities, and new investments in this part of the city, including investments in infrastructure. Recently, I have seen how places like that function in China and how quickly they develop. This can be our future.

I have no doubt that the KTP will continue to develop. The world is moving in this direction and the Park, thanks to a more extensive cooperation with China, can become the gate to Europe and influence the future of Kielce. I believe that now the Kielce Technology Park, along with the Targi Kielce Exhibition and Congress Centre and the Świętokrzyskie Oncology Centre, which invests in research and development projects, is one of the three strongest foundations of the development of our city.

New technologies are our future. We have decided to invest in them. We invite you to visit Kielce! There is a friendly atmosphere facilitating development, good restaurants and entertainment... It is simply the best place to live.

Wojciech Lubawski,
Mayor of Kielce



PARTRIDGES **IN THE PAST,** **BUSINESS NOW**

They started in cold and damp offices in the centre of Kielce, proving the sceptics that this business venture made sense. And they were right. Today, the Kielce Technology Park comprises more than 200 companies, 1,500 workplaces and development plans not for the next ten but twenty years.

L

et us go back in time... It is the year 2006 and the decision to establish the Kielce Technology Park is made. There are a lot of sceptics and a lot of enthusiasts of this idea. How do you remember the beginnings?

Justyna Lichosik, deputy director of the Kielce Technology Park: From the very beginning we worked on this project together...

Szymon Mazurkiewicz, director of the Kielce Technology Park: However, we met earlier, at university... Justyna was copying my work during tests ... (laughter). She was also extremely ambitious. When the idea to create a technology park emerged she was involved in logistics at the Polish Rail. I thought that together we could create a pretty good team. At the beginning, Justyna did not believe the project could be successful and she didn't treat my proposal of cooperation seriously.

JL: Because you proposal did not seem serious... Szymon called me in February and said that we would start a project in March. Later, there were some more similar conversations. Finally, the project started in December.

SM: It is true that the very idea seemed unreal. It was a huge undertaking and we started talking about a big investment virtually without any personnel, technical or financial support. So it could look a bit silly...

The beginnings of the Park took place at a small office in a tenement house in Piotrkowska Street...

SM: It was an old house from the beginning of the 20th century. There was a team of several people and we worked as part of the Department of Structural Projects of the Kielce city hall.

JL: The building was situated close to the town hall to which we had to run with various documents that had to be signed. I learned a lot about bureaucracy then.

SM: The work conditions were not the best. In winter the temperature in the rooms was quite low. Frequently, when I listened to weather forecast I was wondering whether it would be possible for us to work there. We often wore jackets when sitting in front of computers.

JL: And very often one person from the team would go to the office on Sunday to check the temperature and turn the heating on.

How did others react to a group of enthusiasts who tried to do the impossible?

SM: Many did not know what was going on. Most people from the academia were against the idea. It was only over time that people began to understand us. Today, our cooperation with universities is excellent.

JL: I remember when a president of one of chambers of commerce told us that he was convinced we would never succeed...

SM: Well, despite such opinions we made it! Well, we never thought we would not.

Two years later the Kielce Technology Park was a fact.

SM: At least on paper. We didn't have much then. We had to organize and equip our offices. The description of the entire undertaking, including the investment project and the concept of operation, took up several files. On the basis of those documents we applied for EU funding.

A year later the first tranche of 20 million EURO was paid.

SM: The money was spent on infrastructure of the Technology Incubator and the Technology Centre. During the first visits at the construction site we would see partridges – you have to remember that it was a run-down part of the city.

Did the project proceed smoothly?

JL: Of course not! The first problems arose at the design stage. Fortunately, we managed to change the design company to the one with which we could communicate better. The construction time itself proved to be interesting for us. Each our visit abroad resulted in changes in the project. This happened with the doors to individual offices, which originally were made of wood. When the contractor was about to install the Szymon returned from Barcelona with an idea to use glass doors. The construction manager almost fainted.

SM: Lots of changes resulted from various inspirations. Today, we are an inspiration for others, for example for Vinnitsa where the concept of the park is just taking shape.

JL: They are lucky! They know from the beginning that doors have to be made of glass.

You moved in to the new office buildings in 2011. Did you have your first tenants immediately?

SM: While building the infrastructure we were also working on the awareness of entrepreneurs. Several companies from the region, mainly start-ups, joined us in Olszewskiego Street at the same time and within the next two years the incubator was fully occupied. There was no space left.

JL: We took over the neighbouring building, which had previ-

500.000m²

the total area of the Kielce Technology Park

#10latKPT

ously housed a college. It was not an easy decision. All over the world, such parks are created close to universities and we decided to take such an institution over. The adaptation works were much easier, though. We knew which solutions would work well and what our tenants needed. Now, we are working on our next challenge – California Inc., the most modern incubator in Poland.

The Park radically changed this district of Kielce. New buildings and investment areas nowadays occupy a large space.

JL: In the past, Kielce inhabitants would drive there only to a nearby furniture store.

SM: After the first stage of construction had been completed we were visited by representatives of the European Commission, who positively assessed our activities and the concept of the institution's operation. I clearly remember their words that the initiative had to be promoted in Poland and abroad. Following this, the next tranche of 19 million PLN was paid to us. We follow this principle that regardless of whether there is money or not we try to create new ideas, and the moment there is any chance of support we implement them. The same happened in this case. We were ready for the expansion of a cluster of incubators as well as the construction of industrial infrastructure and centres of competence. We established five such centres, including CNC, Fashion Design and Rapid Prototyping LabDesign. We also started to construct on-site infrastructure and built access roads to our investment areas. All of them have been sold. Currently, we are developing the next 7 hectares and we have already signed letters of intent with interested parties.

JL: Our development is somehow organic. We started from the so-called soft projects, providing several companies with 40 thousand PLN to start their operations. Then, there were the incubators in which we supported entrepreneurs, offering them various services. After that, we built industrial halls and created investment areas. We have companies which initially rented offices from us and now they are building their own production halls.

What's next? Infrastructure development, support for new businesses?

SM: Since the beginning we have been working on the creating of a business district here. Our pricing policy makes the tenants think about new investments. They quickly learn that it is more profitable to build their own plant than rent space from us.

How many companies have you supported over the last 10 years?

SM: More than 200. We observe how they develop, grow their capital, increase employment and make decisions concern-

ing their investments. They start from several people and several years later they have teams of dozens of people. They produce on a larger scale, also to foreign markets. With our support, at least 1,500 new workplaces have been created. We assist young companies, which take advantage of knowledge to create new products and new services. We are proud of it.

JL: There are also 'mature' companies, like Marbach, which had to move out of their offices here. I am very happy that we managed to make them stay in Kielce.

What are the challenges for the Park today?

SM: Two projects – the start-up village that we are thinking of and the California incubator. Both will decide about the future of the Park. We are also planning to build more incubators, service facilities and maybe residential buildings. We want to increase the number of recreational and sports areas and focus more on research and development activities. We shall follow in the direction indicated to us by new companies.

What will happen when the EU funding stops?

SM: It will not do us any harm. We are a profitable institution and we do not rely entirely on EU funding. Last year, our income reached 10 million PLN and the forecast for this year is 14 million. We are also preparing projects which will be implemented without EU funds but with the participation of private funds.

When you were working in those cold and damp offices in Piotrkowska Street did you imagine what it would all look like in 10 years?

SM: The ten years passed so quickly... When we took over these areas it was a real horror. Empty buildings, thefts, water in basements, rats... Nevertheless, I felt that there was a lot of potential in this idea. Kielce needed a new quality in supporting business and the park responded to those needs.

JL: There was a lot of risk and I was aware of it. I also felt that with strong commitment we were able to achieve what we wanted. We created an offer which satisfied the needs of entrepreneurs. The first building was fully occupied within two years, the second even faster.

SM: Recently, one of the journalists has told me that my life project is over. Well, he is not right as I plan to sail around the world. Of course I feel a sense of accomplishment. We devoted a lot of work, energy, effort and determination to this initiative. We found a second life in it. We found our passion. And we still have a lot of plans for the future connected with its further development. At least for the next 20 years.

Thank you very much for the interview. ◦

250 MLN PLN

the amount of financial support granted to the Kielce Technology Park's tenants

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(1) Works on Orange incubator. (2) Symbolic first dig - Skye incubator. (3) The construction site - Skye incubator. (4) Before the construction of Oulu and Roma halls. (5) The construction of halls starts. (6) One of the Technology centre's halls.





(1) Skye in full glory. (2) Opening of Garden of Experiences. (3) Foreign delegation of the KTP. (4) Each award is a feast. (5) Prime Minister Mateusz Morawiecki visiting the park. (6) Brainstorming during Kielce StartUp Weekend.



(1) Meeting and workshops for designers Creation - Innovation - Design. (2) Paprocki and Brzozowski at work. (3) Workshop with Patrycja Dobrzeniecka. (4) Jakub Porada's lecture. (5) Participants of Fashion Design Workshop. (6) Karol Okrasa visiting the Energy Science Centre.



PEOPLE OF THE KTP

An explosive mix of individuality, work,
passion, responsibility, commitment,
determination and energy.



On the floor from the left: Przemek, Inga and Janusz. In the background and on the fuchsia sofa, we can see: Magda, Szymon, Marcin, Dominik and Ewelina. Standing from the left: Karolina, Karolina and... Karolina, Gosia, Patrycja, Magda, Edyta, Diana, Joanna, Magdalena, Anna, Natalia, Tomek, Kasia, Iwona, Monika and Magda.



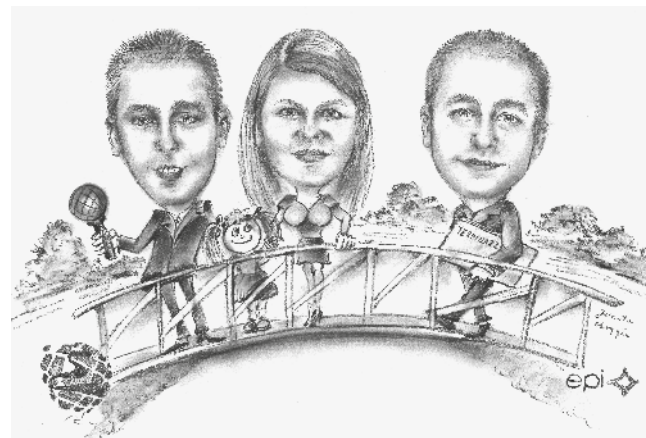
On the sofa from the left: Milena, Krysia, Justyna, Damian, Justyna (lying) and Iwona. Standing from the left: Ania, Michał, Angelika, Eliza, Paulina, Grzegorz, Michał, Jacek, Agnieszka, Emilia and Winicjusz.

"We have several dozen of universities in our database. Through our eduABROAD program we promote studying abroad and help young people to apply at university without charging any fees. We operate across Poland", says Karol Kaleta from SimpleOutsourcing.pl

The company provides information about university courses, helps make the choice of the best university and assists you to set up all the necessary documents and then forwards them to the selected university. "Young people do not often have time to learn about all the enrolment requirements. They lack experience. We have been present on the market for several years.

ANOTHER DIMENSION OF STUDY

STUDYING ABROAD HAS NEVER BEEN SO EASY. UNIVERSITIES IN DENMARK, GREAT BRITAIN, THE NETHERLANDS AND SWEDEN WELCOME STUDENTS FROM POLAND. TO MAKE THINGS EVEN EASIER, SIMPLEOUTSOURCING.PL, ONE OF THE FIRST TENANTS OF THE KIELCE TECHNOLOGY PARK, HELPS ALL THOSE INTERESTED IN STUDYING ABROAD IN THEIR ENROLMENT IN HIGHER EDUCATION.



We know where it is worth studying and how to prepare for it", ensures Karol Kaleta.

For the purposes of studying at foreign universities, the company organizes English language proficiency tests. At the moment, the recruitment for university courses in Denmark has just finished. Those universities are very popular and they encourage foreign students to pursue higher education in Denmark offering free of charge courses and very practical approach to studying. The most popular courses include biotechnology, architecture or IT courses. Every year, the company helps several hundred young people of whom about 85-90% get to their dream university. More information is available at www.studiazagranica.pl

The team of SimpleOutsourcing.pl has also been developing its activities in the third sector. As part of the Internet Education Association it implements various projects aimed at young people. The main objective of the Association is promoting distance education, or e-learning, as well as non-formal education. The organization educates and trains students, teachers and members of NGOs. It also implements Erasmus+ projects in secondary schools and organizes debates on what it means to be attractive on the labour market. The students' recommendations proposed during the debates are forwarded to decision-makers.

EPI is also an information centre of Eurodesk Polska and provides young people with indispensable information on volunteering, studying and working abroad. It organizes regular open meetings devoted to new technologies referred to as TechClub Kielce series.

Both the company and the association have been operating at the Kielce Technology Park since its beginning. "We moved here from a small office in Kościuszki Street and we were the second company to join the Park in Olszewskiego Street. We still operate in the Park, taking advantage of park's facilities and services rendered by other tenants", explains Karol Kaleta.

The team of SimpleOutsourcing.pl and the Internet Education Association also includes Agnieszka Tercz and Tomasz Mołęda. ○

FEET THAT CARRY US FOR OUR ENTIRE LIFE

THE PODOPHARM® COMPANY HAS THE AMBITION TO BECOME ONE OF THE FLAGSHIPS OF KIELCE, THE CAPITAL OF THE ŚWIĘTOKRZYSKIE REGION. ALSO, WITH ITS INNOVATION, SEARCHING FOR NEW SOLUTIONS, COURAGE AND EXPLORATION OF THE UNKNOWN AREAS THE COMPANY TIES IN CLOSELY WITH THE ACTIVITIES OF THE KIELCE TECHNOLOGY PARK.

It all started in January 2014. The business idea was interesting though risky but Aneta Oleszek, a production engineer by profession, had no doubts. She knew she wanted to explore the niche industry and podiatry, the area of medicine that deals with diseases related to the foot, seemed a perfect choice. At the beginning of 2015, she became a tenant of the Kielce Technology Park. By that time, she had already won some awards in Poland and abroad, where she was recognized for her innovative approach to podiatry, searching for new solutions and an innovative approach to the foot problems, not only of the cosmetic nature but primarily medical ones. "Feet carry us throughout our entire lives and they deserve respect", says Aneta Oleszek, the president of the management board of PODOPHARM®.

"PODOPHARM® was born out of my personal interests and passions", explains Aneta Oleszek. "My intention was to create the first brand in Poland for chiropodists. The history of this field of medicine in our country covers a period of just a few years whereas in the world – more than a hundred years so there is a lot to catch up with".

The first year of business was not the best, the second ended with a small profit and the third was a breakthrough. Without a doubt, the development of an innovative solution such as the podobrace, a temporary medical implant for the correction of ingrown nails, and then its introduction into the market were of great significance for the company's success. This patented and award-winning product has not only conquered global markets but has also been used successfully by specialists from the Chorzów Centre for Paediatrics and Oncology in the re-implantation of hands in a child. For Aneta Oleszek it was a great source of pride and satisfaction.

PODOPHARM®'s activities also include the production of cosmetics, running the Healthy Foot Beauty Salon, organizing workshops and courageously combining business with science. The company was the first in the world to launch a multi-component



product for nail onycholysis, called ONYGEN® cream, which regenerates a damaged nail bed peeling off the nail plate. With this innovative approach the company fits perfectly into the philosophy of the Kielce Technology Park. "We feel great support from the Park. It is a unique place for a young, developing business", says Aneta Oleszek. "At the beginning we were a typical start-up with great potential and an idea for development. We started in the Orange office building, currently we rent offices at the Oulu Tech building".

This move is just a symbol of huge leap that the company has made. The numbers speak for themselves – the company boasts a network of distributors in all provinces in Poland and six countries: the Czech Republic, Slovakia, Great Britain, Ireland, Moldova and Ukraine. Soon, this list will be joined by three more countries. The company's financial condition is evidenced by the results of the audit conducted in mid-2016 by the World Bank and the title of Champion of Innovation awarded to PODOPHARM®.

Without doubt, Aneta Oleszek has created a brand which is recognizable in the world but as she claims it is just the beginning. She would like to develop her company to become a hallmark of Kielce and a confirmation that she does not need to conduct business in a big centre to achieve worldwide success. "Everything that has happened in recent years is largely thanks to the people I work with", says Aneta Oleszek. "I treat my work as a mission and one of its elements is to create a unique workplace for enthusiasts". ○

EXPANDING REALITY



IMAGINE THAT YOU GO INTO AN EMPTY ROOM, PUT ON SPECIAL GLASSES AND SEE HOW THE SPACE CHANGES. WHEREVER YOU LOOK NEW ELEMENTS APPEAR. SOUNDS FUTURISTIC? NOT FOR THE PSC TRANSITION TECHNOLOGIES, A COMPANY SPECIALIZING IN ADVANCED SOLUTIONS FOR INDUSTRY.

our partners”, says Wojciech Wąsik, office manager of TT PSC in Kielce, located in the Kielce Technology Park. The company also has offices in Białystok, Łódź and Zielona Góra.

Although it uses the latest technology TT PSC offers simple and intuitive ideas. For the international restaurant chain, Hard Rock Café, it has created an interactive menu. Customers can download an application and display on their smartphones enlarged images of food and additional information visible only to them, including promotions. L'Oréal has received from the PSC TT a new line for selecting and packing sets of cosmetics directly during their production. This multi-million dollar investment required checking whether the project would provide adequate ergonomics. Wearing VR goggles in an empty space it was possible to see a life-size model. “We were also able to simulate the work and movement of machine operators. Thanks to the advanced visualization technology the L'Oreal company was sure that the production line, which they want to order, would meet their expectations”, says Wojciech Wąsik.

The solutions proposed by the company can also be applied in construction, automotive and service industries, medicine, surgery and generally in industry. “More and more often we are contacted by developers who need screening of sample interior design solutions in a constructed building”, says Wojciech Wąsik. Also during the construction stage, TT PSC is able to visualize all projects, focusing on different types of work, so as to avoid conflicts between projects subcontractors.

The company focuses not only on its financial results but also on supporting young people. Together with the Kielce Technology Park Kielce and the University of Technology it is organizing a competition for the best dissertation. In cooperation with the Kielce Technology Park it has also launched the first Regional IT Test for secondary school and university students. The program WorkON | IT teaches students how to work in teams in order to solve specific problems. TT PSC also offers paid summer internships, teaches classes at the 6th secondary school in Kielce and offers practical classes at Kielce University of Technology. “we are not a typical corporation. We focus on the man. We take care of the environment, which is crucial for creativity and efficiency. We do not create artificial barriers, on the contrary – we remove them. And apart from this, we are constantly developing and there are more and more of us”, says Wojciech Wąsik. ○

The Fashion Design Centre at the Kielce technology Park is a kingdom of sewing machines, bales of fabrics, huge fabric cutting tables, hangers with clothes and the Mouse in A house company, which is the centre's operator. Unique series of clothes for kids, which are successfully breaking out into the world markets, are made here.

“I always dreamed of making clothes for children”, says Kinga Dyk, the company's co-owner. The beginnings were rather difficult. She made designs herself and then outsourced them to an external sewing room. Her daughters were the first customers to test her ideas. However, from the very beginning she wanted to control the entire technological process – starting from an idea in her mind to a finished product. So when two years ago an opportunity arose to become an operator of the Fashion Design Centre at the Kielce Technology Park, together with her husband, Rafał Moszczyński, she decided to take on the challenge. Today, she admits it was the real deal.



A MOUSE WHICH IS BREAKING OUT TO THE WORLD MARKETS

SUMMER OF 2018 MEANS CORAL REEF, SEE ALGAE AND HOT SAND WASHED BY WAVES. IN SHORT – FIVE OCEANS. IN AUTUMN AND WINTER WE SHALL LOOK BEHIND THE THEATRE SCENES. A CLOTHING COMPANY MOUSE IN A HOUSE OFFERS CLOTHES FOR KIDS, TAKING ADVANTAGE OF ORGANIC MATERIALS, ORIGINAL DESIGNS AND HIGH QUALITY.

“We are so happy here. We have a lot of space in which we can freely develop our projects”, say the owners of the Mouse in a house. New high-quality fashion collections for kids are created here. Kinga Dyk and Rafał Moszczyński are of the opinion that a several-year-old kid deserves unique clothes made with the greatest care and from the highest quality natural materials. The design has to be unusual, colours and shapes – well thought-out – and the clothes have to fit the kids well so as they can feel comfortable in them. What also needs to be stressed is that the clothes made by the Mouse in A house belong to the trend of the modern oversize – they “grow” with kids and they can be worn by them for years.

As is customary in the world of fashion, the brand's collections are created a year in advance so Kinga Dyk is currently working on her 2019 collection. This summer, however, the small customers will enjoy the Five Oceans collection, which, as the name suggests, revolves or rather navigates around marine concepts, colours of the coral reef, algae or sand.

As the designer explains, she starts with a general idea for an autumn – winter or spring – summer collection. Then, its name is created and the work on a prototype starts. Finally, all the ideas expressed in drawings and computer printouts are taken onto

a cutting table. Here, the dressmakers start their work before ready jackets or sweatshirts are packed and shipped to clients. In the meantime, offers are prepared and negotiations with clients are conducted. And of course, they never fail to participate in the Paris kids fashion trade show.

Collections of the Mouse in A house are popular among kinds all over the world. “We sell our clothes mostly to foreign markets”, explains Rafał Moszczyński. “Only about 20 percent of our products are sold to customers in Poland. The rest is exported to Japan, China or the United Arab Emirates. The recipients in those countries are extremely demanding so we cannot really settle for any compromise or half-measures”.

The Mouse in A house is a family business, whose philosophy is based on the respect for nature and care for high-quality products. Kinga Dyk and Rafał Moszczyński try to live ecologically and they implement their values in their professional work. That is why they choose natural fabrics, linen or pure cotton. They are also local patriots, which they often stress, so photo sessions for their catalogues always take place locally, e.g. at the Stefan Żeromski theatre in Kielce or at the Chańcza lake. When asked about their plans for future the owners of the Mouse in A house say without hesitation – conquering the Asian market. ○

S U C C E S S O U T O F T H E N E E D S O F C U S T O M E R S



THE IDEA OF LYOFOD WAS CREATED OUT OF A NEED – SOME TRAVELLERS ASKED FOR VEGETABLES TO BE FREEZE-DRIED FOR THEIR EXPEDITIONS. THE BRAND'S AMBASSADORS ARE WORLD-RENOWNED MOUNTAINEERS, CLIMBERS, AND TRAVELLERS INCLUDING ALEKSANDER DOBA. IN POLAND, THE COMPANY HAS NO COMPETITION. IT HAS ENTERED THE EUROPEAN MARKET AND CURRENTLY IS GETTING READY TO SELL ITS PRODUCTS IN NORTH AMERICA AND JAPAN. A NEW LINE OF PRODUCTS – ORGANIC AND VEGAN – HAS BEEN DESIGNED FOR ACTIVE RESIDENTS OF THE URBAN JUNGLE.

"My dad is an engineer. He designs and builds machines for lyophilisation and his company supplies additives to food companies. Some Polish travellers asked him whether he could deep-freeze vegetables for their expeditions. Then came the idea to deep-freeze ready meals as it is difficult to cook during such expeditions. The project was a success. By word of mouth the information spread and more and more travellers would ask my father to prepare deep-frozen products for them", says the founder of the company, Laura Godek-Miąsik, whose name appeared in the list of the most influential people under 30 issued by Forbes magazine. Initially, it was just an additional activity but at the turn of 2009 and 2010 with her sister they came up with an idea to create products which could be also offered to the amateurs of sports, mountaineering and camping. They had very good feedback from travellers who said their products were the best of their kind on the market. "Developing the idea we met the missing link, our designer, Przemysław Skrzypek, who gave the products an appropriate form", she explains. In the tourist environment the company quickly became recognizable. However, a greater marketing effort was required to reach the target customer – a person who spends their free time in an active way – and to convince them to use a healthy, natural meal, which is light and can be prepared in a very easy way. "In Poland, we are the only company that makes such products but we do have some competition abroad. At the beginning, it was

not easy. Everything changed when we received the Gold Outdoor Industry Award at the outdoor trade fair in Austria. We were the only company from Poland and at the same time the only food company to receive such an award. Then, we did not have to knock at the shops' doors to attract their attention. They would ask us for our products themselves", she recalls. Currently, the company is getting ready to enter the markets in North America and Japan, which requires a number of different permits. "Most probably later this year our products will reach Japan but they will not be sold there. We are a partner of the Longest Swim project, which involves swimming across an Pacific Ocean", the owner explains. The brand's ambassadors play a great role in making it recognizable. "Lyofod has managed to build a great team which may be envied by any outdoor brand. The reason for it is the high quality of products. The ambassadors stress that they have no digestion problems, although in the difficult time during explorations the body behaves differently than normal. This is mainly due to the fact that the products are 100% natural. The foreign ambassadors include those who tried other companies of this type but after tasting our products they no longer want anything else", stresses the owner of the company. Currently, some ingredients of LyoFood products are organic. The rest comes from conventional farming. The offer includes breakfasts, soups, main courses and snacks, meat and vegetarian dishes as well as fruit and vegetable powders. The company is working on a new line of products which will not only be organic but also vegan and gluten-free. LyoFood has been a tenant at the Kielce Technology Park for four years. "The park is the seat for many innovative companies which gather people with great ideas. It gives us the opportunity to meet interesting people and establish new relations which in the future may become business relations", says Laura Godek-Miąsik. ○

The company established in Ireland has been developing in the Kielce Technology Park since 2012. The core of the company consist of six people working at the design studio. The main activity of the company focuses on fashion design. Earlier, it was also involved in applied graphics and murals (they created a well-known mural in Kielce, at the junction of Warszawska and IX Wieków Streets) but fashion took it over. "Designing clothes is a very demanding business, which is time and energy consuming. But it is my passion. I don't work, I realize my dreams. Of course it is important to pay your bills but creative business is not subject to any time or financial frames", explains Michał Wach.

For the past two years, the company has been developing the OkuAku brand. Its designs fit into the streetwear style, addressing a wide range of customers: women, men and kids. Its collections include sports and casual wear. "Our clothes are extremely colourful and innovative in form. They are created for the brave customer. Poles are rather conservative when it comes to fash-

ion. They wear subdued and 'safe' colours. We want to change the customers' awareness and make people not to be afraid of colours. We want to change the surrounding reality and shock people in a positive sense", explains Wach.

OkuAku clothes are popular both among the young and the 50+. Recently, the OkuAku Kids company was established. "What is interesting is that our customers mostly include older people. Colour and form do not impose any age restrictions. Everybody can wear our clothes to show how they feel and what they hide inside themselves", says the designer.

The crazy designs of OkuAku are frequently consulted with the designers' friends or acquaintances. It sometimes happens that the designs regarded as spectacular but too weird to wear become a sales hit. "We are not bound by any limits. We do not focus on ourselves and we draw inspiration from various types of art, eagerly listening to other people", admits Michał Wach.

The brand was created with the foreign customer in mind, however, the production takes place in Poland. And this will not change. Ethics is extremely important for the Mad Mosquito. "People should know that if something is produced in Asia and is cheap then most probably someone was not paid for their work. This is how the fashion industry works. We stress it everywhere that OkuAku is a Polish brand. What is more, we cannot imagine moving the company's seat to a different city. We belong here", explains the designer.

Currently, a lot of clothes is sold in Poland but the Mad Mosquito is working hard to address wider markets: Japanese, American, British, French or Italian. OkuAku clothes can be bought online, in a shop in Kielce and in various showrooms in Poland. ○



T H E I R W O R L D I S F U L L O F C O L O U R S

YOU CAN'T MISS THOSE CLOTHES. UNUSUAL COMBINATIONS OF COLOURS AND SHAPES AND UNIQUE DESIGNS CONSTITUTE THE COMPANY'S HALLMARK. OKUAKU'S T-SHIRTS, SWEATSHIRTS OR TROUSERS ARE POPULAR NOT ONLY AMONG THE YOUNG. "WHAT MATTERS IS NOT AGE BUT HOW WE FEEL", EXPLAINS MICHAŁ WACH FROM THE MAD MOSQUITO COMPANY.



UNDER THE UMBRELLA OF RENEWABLE SOURCES OF ENERGY

PHOTOVOLTAIC INSTALLATIONS, SOLAR PANELS, HEAT PUMPS – RENEWABLE SOURCES OF ENERGY ARE RAPIDLY GROWING IN POPULARITY. THEIR SUPPORTERS LOOK NOT ONLY FOR SAVINGS BUT THEY ARE AWARE OF THE IMPORTANCE OF THE CARE FOR NATURAL ENVIRONMENT. THE COMPANY EKOENERGIA POLSKA, ONE OF THE TENANTS OF THE KIELCE TECHNOLOGY PARK, IS PART OF THE TREND.

discussions about smog in Poland. People are becoming more and more aware of the devastation caused by air pollution and they start looking for solutions to this problem”.

Renewable sources of energy are a great alternative thanks to which the emission of CO₂, benzene, nitrogen dioxide, sulphur dioxide or particulate matter (PM10) is greatly reduced. There is also a financial aspect as the installation of renewable sources of energy units significantly reduces maintenance costs. “Renewable sources of energy make it possible for us to live in a friendly and safe environment”, argues Dziedzic. “Properly selected installation guarantees energy self-sufficiency”.

Another important area of the company’s activity focuses on research and innovative solutions, which is quite obvious when renting premises at the Kielce Technology Park. “We are planning to carry out a research project on the conversion of wind energy into net-bound energy”, explains Dziedzic. “We are also thinking of opening a service centre in cooperation with the Jan Kochanowski University, which will allow us to test photovoltaic panels after several years of their exploitation”.

Undoubtedly, the cooperation with large research centres will reinvigorate the company’s actions and open it for new solutions. In this rapidly growing industry these kind of actions are necessary if you want to remain an important player on the market. That is why the company’s involvement in innovation is essential. ○

It all started in 2007 when Tomasz Rybka was working at the installation of glass walls in 3 office buildings in Solidarności Street in Kielce. “It was then that I discovered that this kind of products couldn’t be bought in Poland”, recalls the owner of CreoConcept. He contacted a representative of a German producer and started his first small projects. The company started developing rapidly and since 2010 it has been renting its premises at the Kielce Technology Park, constantly expanding its office space. Aluminium profiles and glass were initially imported from Germany. Later, the company ordered glass from Polish producers, which significantly facilitated the entire production process. Two years ago a second company, VitrinTec, was established. It focuses on the production of profiles and for the last two months it has been using a newly purchased system for cutting and processing laminated glass.

Additionally, the 4D Office company was set up, which employs designers and cost estimators. The Group currently employs more than 60 people. CreoConcept supplies systems to office buildings all over Poland. It is going to open new offices – in Warsaw (May 2018) and in Wrocław (September 2018). Last year, the company completed its first projects abroad – in the Czech Republic, Slovakia and Germany. The company is also participating in a pilot EU project. Its employees and directors are learning about specific features of foreign markets by participating in trade fairs and learning from foreign experts.

“As the only Polish producer we offer three systems of glass walls which have underwent National Technical Assessment. That means that they have been examined by the Building Research Institute. Apart from wall statics our acoustic solutions have been repeatedly tested”, explains the Company’s owner.

Double-glazed walls with enhanced acoustics are used for the construction of conference rooms or the so-called telephone booths. “We have lots of ideas and we work on the solutions which are currently being implemented in Europe. We aim at creating a Polish product which could successfully compete with similar European solutions. At the same time, we are applying for EU funds for the development of our production. Our designers learn from the best German. French and Italian solutions and combine them with their own ideas in a system which will be easy and fast to install”, indicates the owner of CreoConcept. What else distinguishes their products? “We are trying to de-

sign our profiles in such a way that they are the shortest on the market. Their height is only 25mm, which is an asset valued by interior designers. Our portfolio also includes the Ultra Silence system, which is characterised with the lowest acoustic insulation available on the market thanks to the use of double glazing with special foils”, says Tomasz Rybka. “We have been the first in Poland to introduce the so-called Flush Door with an innovative method of glass installation, which is actually glued onto an aluminium frame in such a way that the frame is not visible. This solution creates an interesting visual effect and guarantees a much better acoustic insulation”, stresses Rybka.



Being a tenant at the Kielce Technology Park, CreoConcept has participated in several development programs, for instance on rebranding. At the same time, VitrinTec takes advantage of numerous benefits connected with being a part of the ‘Starachowice’ Special Economic Zone.

The company won an award in ‘The Eagles of Polish Business’ competition and the title of the Polish Quality Diamond. It has completed various project, among other glass walls in a 15-storey Shell office building in Cracow, Q22 office building in Warsaw and Warsaw Spire, a building that has won numerous awards. “I am proud of the fact that a group of young, ambitious people from Kielce does an excellent job and cooperates with international corporations. As a results, we can participate in prestigious projects and develop our skills”, explains the president of CreoConcept. ○

IT ALL STARTED WITH A 20-METER OFFICE AND 10 YEARS LATER CREOCONCEPT IS RENTING THE OFFICE SPACE AT THE KIELCE TECHNOLOGY PARK WHICH IS 100 TIMES LARGER. IT IS ALSO OPENING NEW BRANCHES IN WARSAW AND WROCLAW, PLANNING A CONSTRUCTION OF ITS OWN OFFICE AT THE KIELCE TECHNOLOGY PARK AND DEVELOPING EXPORT. CREOCONCEPT HAS SUCCESSFULLY COMPLETED PROJECTS FOR COCA-COLA, GOOGLE OR SHELL.

CREOCONCEPT – 10 YEARS OF SUCCESS

SOLUTIONS FOR BUSINESS

THEY STARTED 25 YEARS AGO SELLING SEALS IN A SMALL SHOP IN ZAGNAŃSKA STREET IN KIELCE. TODAY, UTECH TECHNICS OCCUPIES THE AREA OF 3,000 M² IN A MODERN HALL, EMPLOYS SEVERAL DOZEN OF PEOPLE AND COOPERATES WITH LEADERS IN THE HYDRAULICS INDUSTRY AND INDUSTRIAL AUTOMATICS.



systems can improve the performance and speed of machines and reduce their downtime, save energy or reduce the number of spare parts. Locally, Utech Technics cooperates with Celsa Steel Plant in Ostrowiec Świętokrzyski or Chemar Foundry in Kielce as well as surrounding cement plants.

For the past three years, the company has been a tenant at the Kielce Technology Park and an operator of the Competence Centre in the field of CNC. "It is an assembly of machines and software which we lease not only for our own purposes but also for workshops organized for the employees of various companies and universities who want to develop their competence in the field of CNC", explains the president of the company.

The Centre was established mainly for the producers of precision elements of mechanical machinery and equipment. Its equipment includes a grinder, lathe or milling machine console. ○

Utech Technics has its own design office specializing in automation systems – drivers and controls, hydraulic and pneumatic actuators, central lubrication systems or technical seals. Their engineers design, modernize and diagnose various types of machinery and equipment, also those used in production lines. They also prepare technical documentation and render advisory services. The energy-saving hydraulic power unit which adapts its performance to the actual the real demand of the powered system, designed by Utech Technics, has been patented.

Utech Technics focuses not only on designing but also on the production of cylinders for such industries as metallurgy, mining, electrical engineering or timber industry. Their products are used in production lines, hydraulic presses and road machines. Utech Technics employees are also involved in renovation, repair, regeneration and modernization of actuators. "We specialize in a-typical, individual solutions", explains Grzegorz Banaś, president of the company.

The second important area in which the company operates is industrial automation. Utech Technics designs, produces, modernizes and maintains drive and control systems in single machines and pieces of equipment used in automated production lines. Numerous projects implemented by the company include creating a drive and control system for a device used for unloading fruit and transporting them to the place where they are processed.

The company is also a representative of Parker, the world leader in production and sale of components for power hydraulics, i.e. all kinds of valves and hydraulic hoses. What is more, it is a distributor of lubrication systems of the Swedish company SKF. The

The electric foilboard (jetfoil or e-foil) was designed by a Canadian, Donald Montague, a legend of water sports, designer, famous inventor of kitesurfing and experimenter and pioneer in the field of wind energy – his company which focused on using wind energy by means of a kite was purchased by Google. The electric foilboard is a surfboard connected to an underwater fin by means of a ballast. The entire device is driven by a small electric motor, thanks to which the board floats 60-70 centimetres above water surface, gliding evenly. The remote control is used to control the device. The engine works quietly, the device is emission-free and energy-saving while the battery set can be used for several dozen kilometres. To move, the vehicle does not require wind nor waves. It can reach the speed of 50 kilometres per hour and can be used not only above oceans but also above lakes, rivers or deep canals.

A Polish enthusiast of water sports, Wiktor Kitzman, became interested in this technology and decided to improve the electric foilboard so that it could be used by people who have never tried windsurfing or kitesurfing and cannot stand on a board. The project qualified for the program entitled "Star-up platform for new ideas". In 2016, it received support from the Technopark-BiznesHub platform, operated by the Kielce Technology Park. A business model was created for the device which was designed to stabilize the person using the board. Thanks to the support of the Kielce Technology Park, the owner of the start-up went to San Francisco to share his ideas with the Canadian designer. Don Montague became interested in the Kitzman's project. He visited Poland twice and even declared he would like to invest in the venture.

Kitzman established a Polish company called Electric Foil. The start-up comprising a team of seven engineers was established at the Kielce Technology Park in January 2018 and since then it has been working on the stabilizer. The team members include specialists in electronics, mechanics or 3D printing. "We have various ideas. Our team is working on a European electric hydrofoil", explains the entrepreneur. Their golden project entitled "Implementation and commercialization of an innovative technology of a mobile trimmer for hydrofoil boards", worth one mil-

lion PLN, received funding from the Eastern Poland Operational Program granted by the Polish Agency for Enterprise Development. The first sample of their work will have been completed by the end of June 2018 and in September the innovators would like to present a prototype. The production will start in 2019. "We can feel our competition but before it is launched the electric foilboard has to obtain all the safety certificates", emphasises Kitzman. He adds that the Kielce Technology Park offers very good technological facilities and his teams uses, among other, the 3D Printing Centre.

The e-foil is used for learning to surf but also as a safe toy and a method of relaxation. According to Kitzman, the electric hydrofoil can be used as an alternative means of transport where it is faster to travel on water. The cities where it can be used successfully include Miami and San Francisco, where the Golden Gate bridge is always congested, or Amsterdam and Venice, which have deep canals. In his opinion, board rentals, similar to bike rentals, could be opened there.

The electric hydrofoil can also be used in the treatment of the disabled. "An adult can travel on the board with a child. Levitating above the water surface is very ice, relaxing and amazing", he adds. ○



LEVITATING ABOVE WATER

THE ELECTRIC FOIL – THANKS TO THIS DEVICE ONE CAN FLY ABOVE WATER. IT IS A NEW SPORT BUT ALSO AN ALTERNATIVE MEANS OF TRANSPORT OR EVEN A METHOD OF THERAPY. ONE OF THE PARK'S START-UPS HAS BEEN WORKING ON STABILIZING THIS DEVICE SO AS PEOPLE WITH NO EXPERIENCE IN WATER SPORTS COULD USE IT. "WE ARE GOING TO OPEN THE MARKET TO EVERYONE", PREDICTS WIKTOR KITZMAN.

6 Olszewskiego Street

THE BEST ADDRESS IN KIELCE

Renting office space and production halls, assistance in doing business and access to cutting edge technologies. The Kielce Technology Park offers entrepreneurs, and not only them, a whole array of products and services. This list is not-exhaustive.

Within 10 years of the KTP's operations its offer has been constantly expanding. Initially the support was offered to entrepreneurs, sometimes students, academics and individuals. Later, the Park began rendering its services addressed to the inhabitants of Kielce and the region and tourists. "Today, everyone will find something for themselves here", says Justyna Lichosik, deputy director of the Kielce Technology Park.

Office in the real world and on-line

Let us start with entrepreneurs. Those who have a business idea can verify it with the help of the Park. Start-ups and micro-enterprises receive comprehensive and professional support in the Cluster of Technological Incubators – Orange Skye Inc. and Skye Inc. "We assess the market potential of such a company, analyse and advise them and further indicate funding opportunities to help transform the idea into a real and thriving business", explains Justyna Lichosik.

The Park employees help create a professional business plan and establish an economic activity. Each company has a business mentor, who provides advice and shares their experience during the first months of business activities. Young entrepreneurs can also take advantage of preferential conditions for the rental of fully equipped office and warehouse space. In the first year of their activity they pay only 30% of the set rate.

Those who do not need offices can take advantage of a Virtual Incubator and access various services via the Internet. The companies can use the address of 6 Olszewskiego Street and use training rooms and networks. Additionally, they can also open an e-mail account, outsource scanning and reception of correspondence, as well as post information about their activity on the Park's website.

The Virtual Incubator is a great way to wait out before establishing a real office. At the moment, the Park is has no office space available. "The situation is dynamic. Some companies join us and some leave us. Our task is to help entrepreneurs start their business. Therefore, we keep a waiting list. Some are waiting as virtual tenants, others – until we complete other buildings", Justyna Lichosik admits.

How about an investment?

Those whose basic scope of activity is production or services can rent space at the Technology Centre – a total of 22.000 m². The Centre includes space at a service and laboratory building Oulu Tech, production and service halls with designated office and staff areas of more than 3.000 m² at Singapore Tech, Yuyao Tech or Recife Tech and office and staff areas of less than 600 m² at Roma Tech. Additionally, there is a storage yard and car parks at the Centre.

Entrepreneurs can also build their own halls and offices in specially prepared investment areas divided into zones. The first



More than a decade ago I did not know exactly what a technological park was but an opportunity to collaborate with people who achieved a lot motivated me to create something unique in Kielce. In the next 10 years I would like to be here, creating the history of this place.

Justyna Lichosik, Deputy Director of the Kielce Technology Park





one, Zone A, is fully occupied by the Dutch company Tegno which produces parts for packaging machinery and components of tobacco machines, and by Marbach, a manufacturer of punches. An investment by another company, PROHACCP, a manufacturer of products which meet the requirements of HACCP (ensuring the safety of food from its production to sale) is currently being completed. The plant will be fully operational in the third quarter of 2019.

In late 2018, the remaining two zones, B and C, will be available for sale. Currently, on-site infrastructure is being completed and 4 hectares of Zone D, adjacent to Olszewskiego Street, are being designed. In total, the Park will offer to entrepreneurs 40 hectares of investment areas. Additionally, the areas of the Kielce Technology Park belong to the 'Starachowice' Special Economic Zone which entails tax relief to those companies which operated within the zone.

During a break and after work

The Park's tenants can also benefit from business and development services offered by the Kielce Technology Park. "We strive to provide entrepreneurs with information, for example on potential customers or business environment, which will allow them to develop. We also help them establish contacts with foreign partners and we share our knowledge on the patent database and all kinds of opportunities for financing their activities", explains Justyna Lichosik.

The Park offers its tenants the opportunity to promote their activities on its website. It also redirects mail, administers buildings and surrounding areas and provides access to broadband internet. The Park cares about good relations among the tenants organizing regular meetings, various types of workshops and training courses. The tenants can also use the Park's conference centre, which comprises five training rooms (which can be divided into seven smaller ones), a co-working office and business rooms.

During a break at work, the entrepreneurs like to use the relaxation area where they can play table football or table tennis. Another interesting place is the Golf Room, where thanks to a special simulator golf can be played in conditions similar to those prevailing on a real golf course. Real bats and balls are used and a ball is hit towards a screen from a mat made of artificial grass. At the Energy Garden of Experiences the tenants can use an open air gym or outdoor barbecue facilities. "This year we are also planning to build a multipurpose sports field, where volleyball or basketball matches will be organized. We are also thinking of an open-air cinema. So far, we have offered our tenants attractions which they could try during their breaks at work. Now, we would like them to find here something interesting for them after work", explains Justyna Lichosik.

What is hidden in the laboratories?

The Park runs seven different laboratories. Its server room occupies the area of 100m². The network which is used by the tenants is both safe (protected against data theft) and fast. The entrepreneurs are provided with a private cloud, fast access to data, a wireless network and e-mail facilities as well as the abil-

ity to work remotely. They do not have to purchase expensive server equipment as the Park allows them to rent computing power and disk space. Soon, they will also be able to rent Microsoft software.

In addition, the Park includes a 3D printing centre, Fashion Design centre, LabDesign Graphic Studio, VideoLab, CNC Competence centre (for producers of precision elements of mechanical machines and equipment) and ICT Centre (for the ICT industry). "We run seven laboratories, however, we operate only one, the server room. The remaining ones are managed by companies which have relevant experience in given fields and which can render services to others. It is impossible for us to be specialists in all areas. As a public finance sector unit we are not as flexible as entrepreneurs", explain Justyna Lichosik.

For children and for students

The Kielce Technology Park is a friendly place also for children. The MAC Group opened the first private nursery school in Kielce which offers classes in programming. The Zigzag nursery school was designed thinking about parents who work at 6 Olszewskiego Street. It is situated close to their work place, thus solving any logistic problems. The Zygzak nursery school is open to all children, also those whose parents do not work at the Kielce Technology Park.

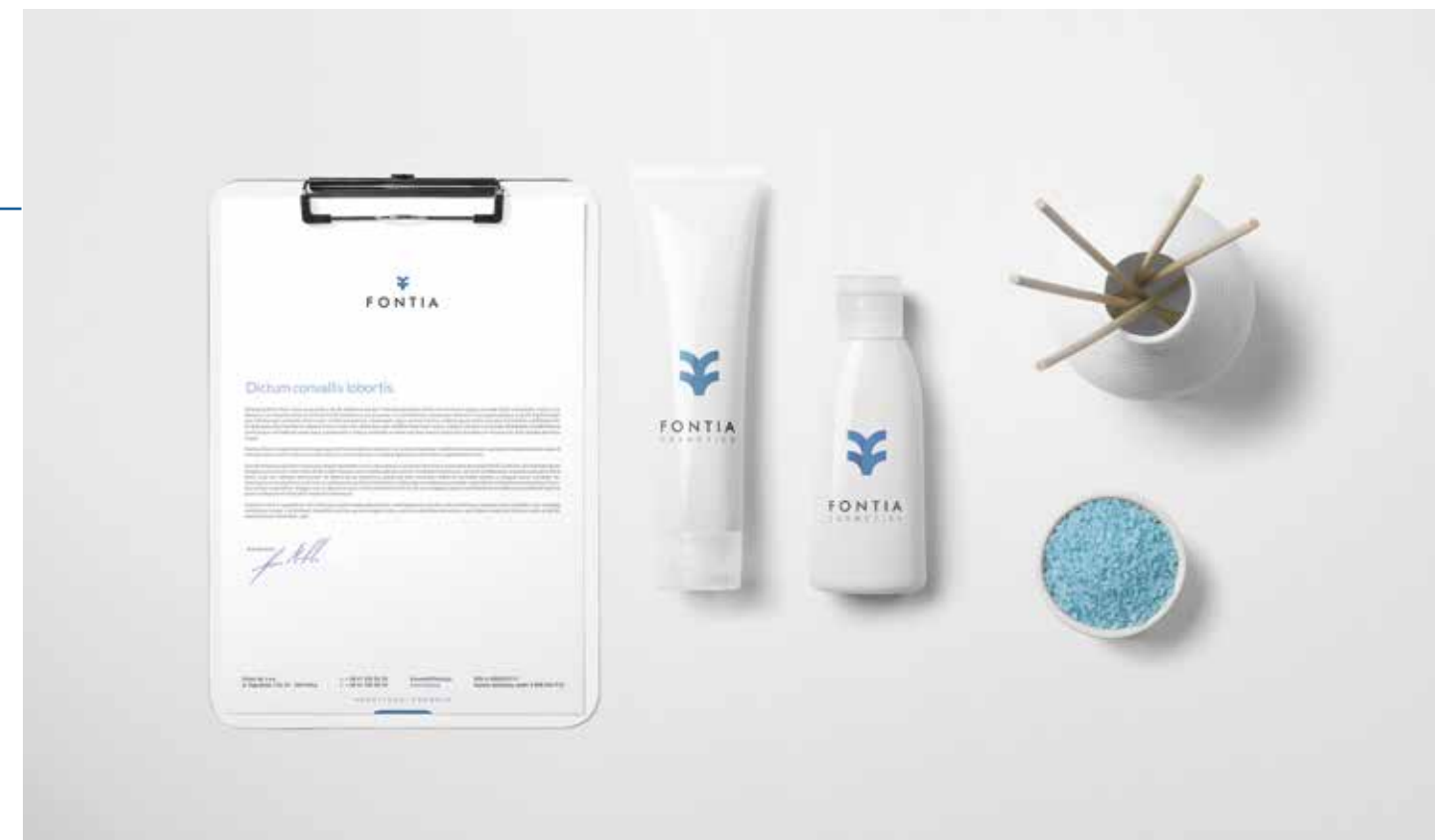
The Park employees help create a professional business plan and establish an economic activity.

Older children and tourists like to visit the Energy Science Centre. Here, the children can realize that science can be interesting and the laws of physics and chemistry are not only boring rules but they can be put in practice. The Energy Science Centre's doors are open widely for adults, offering them thematic workshops and meetings (more information about the Energy Science Centre at: ecn.kielce.pl).

The support of the Park is also available to students. One of the flagship programmes of the Park is the Kielce Days of Academic Entrepreneurship, i.e. numerous workshops during which students learn, for instance, how to present themselves well or they meet with a business advisor to find out whether their business ideas can be successful. Students also frequently visit the Park with their lecturers. ○

A 3D PRODUCT AND A FABRIC CUTTING TABLE

Apart from providing space, the Kielce Technology Park supports entrepreneurs in other, not so obvious fields. And it supports both those who just take their first steps in business and the experienced ones. Everyone can count on advice and assistance to a varying extent. The offer of the KTP is completed with competence centres created in order to support the development of various sectors of industry.



A brand created anew

One such service is rebranding, which refers to refreshing a given brand. The service may include changes in corporate identity, for instance a new logo or a new packaging of a product or service which are being introduced on the market. The KTP assists companies which change their target group or expand their business and want to change the brand's image. "Our work starts with a meeting with the tenant to find out as much about the company as possible. We inquire about its business activities, products or services, its history of operation, plans for future and competition. Then we try to find out whether or why rebranding is needed", explains Marcin Januchta, head of PR and Promotion Department.

Rebranding may involve changing the current corporate identity, which consists of a logo (its form and colour), font, letter headed stationery including business cards or specially branded cars. The tenants receive the Brand's Book containing some examples of the new identification's applications. Rebranding may also mean a complete change of the company's name or brand identity based on new values adopted by the company, slogans and associations. The Fonti company is a good example – a new name for a brand of cosmetics from Busko-Zdrój. "The customer has to feel comfortable about the changes and that is why we need to consult them at every stage of the rebranding process", confirms Tomasz Purski, graphic designer at PR and promotion Department.

The rebranding offer of the Kielce Technology Park provides a good start for the designing of a website, press advertisements, billboards, leaflets, posters, etc.



Working in this creative team I gain valuable professional experience every day. I develop myself, implementing interesting and innovative projects which give me a lot of satisfaction. One can say that I have grown positively addicted to working here.

Magdalena Cholewa, Promotion and Public Relations Department

A 3D product

The tenants of the Kielce Technology Park and other customers can take advantage of services rendered by the 3D Printing Centre, which include professional design services and printing products in three-dimensional printing technology. At the centre, the companies can make a design, create a prototype or try out a short series of products. Also, printed models are processed there.

The technologies of selective laser sintering, sintered polyamide powders or FDM (layered deposition of thermoplastic resin) are applied during the printing process. Virtual modelling and project preparation for printing take into account the analysis of compliance and resistance. Finally, the ready product can be painted, varnished, plated with chromium or galvanized.

“Everybody interested in any type of printing can take advantage of the Centre’s services. There are companies planning to launch new products or looking for innovative solutions or semi-finished products which are cheaper to manufacture and can successfully replace those previously used”, says Damian Kierzkowski responsible for leasing the Centre. At present, the Centre’s operator is the 3dl.tech company.



Thousands of materials

The Material Library provides an interesting solution not only for companies but also for students of architecture, material sciences or interior design as well as fashion enthusiasts. It is the first library of this type in Poland and one of the few in Europe. Similar libraries operate in Denmark, Sweden and Italy. The library is licenced under the American company Material ConneXion. Anyone interested has access to an online database which comprises 8,000 detailed descriptions of materials together with the details about manufacturers, physical and chemical properties as well as photographs. Additionally, there are 1,200 samples of various consumables.

“You can check the texture of a given material, its thickness, strength or malleability, which may help you avoid problems and misunderstandings while ordering a large amount of material”, explains Anna Pabian-Lipska responsible for the Material Library at the Kielce Technology Park.

Materials are divided into the following categories: polymers, natural materials, metals, glass, ceramics, cement-based and carbon-based materials.

“In our library you can find, among others, animal skins, wood, glass and metal panels, plastic tubes, concrete composites, but also rivets and buttons”, explains Anna Pabian-Lipska.



From the design to the show

Speaking about materials and accessories, it is worth visiting the Fashion Design Centre, a place created for fashion designers and fashion enthusiasts. The space of several hundred square meters includes a sewing room, a graphic and photographic studio as well as a showroom.

Here, we can design a product and create its prototype. The sewing room is equipped with a fabric-cutting table, compact embroidery machine, overlock machine, steam dummy, punching machine, ironing tables and adjustable mannequins. The users



of the studio can also take professional product photographs, design graphic materials and organize a fashion show here. In addition, students and graduates of courses related to design as well as fashion enthusiasts can take advantage of various courses and workshops organized by the centre. Also, entrepreneurs can rely on the assistance in creating a marketing strategy of a product or attracting investors and customers.

The centre renders services of computer embroidery, both for short series of products or for single products (including ready T-shirts, jackets, fleeces) and advisory services related to fabric selection. The operator of the centre is Mouse in A house company.

Training courses and workshops

The Kielce technology Park is also a place for the representatives of the ICT sector. The ICT Competence centre is equipped with modern training rooms and equipment. “Our offer is addressed to the broad ICT sector. In three training rooms we con-



In addition, students and graduates of courses related to design as well as fashion enthusiasts can take advantage of various courses and workshops organized by the centre.

duct training courses improving skills of employees, students and residents of the region related to smart technologies”, explains Dominik Mikołaszek from Incubation and Acceleration Department.

The CISCO Academy organizes Cisco Certified Networking Associate, CCNA Security and Cisco Certified Security Professional training courses as well as online ads (AdWords and Facebook) workshops or a video image colouring course.

Entrepreneurs producing precision mechanical machinery and equipment can also benefit from a modern machine park at the CNC Competence Centre, including grinders, lathes, milling machines, container compressed air stations, as well as computers and specialized software. The operator of the centre is Utech Technics.

Co-working space

Apart from the space provided by competence centres, entrepreneurs who need space to work can take advantage of the co-working office called Business Hub. The space of 162 square meters is suitable for 26 people who can work there at the same time – either at tables and desks or in an area with comfortable armchairs, couches, bookshelves with the access to industry magazines and TV. ○



MORE THAN a park

The space at 6 Olszewskiego Street is open for young explorers, adult science enthusiasts and those who spend long hours in the world of computer games. By creating the Energy Science Centre and the Game Cup tournament the Kielce Technology Park has gone beyond the standard definition of technology park.

Located on the second floor of the Skye Inc., the Energy Science Centre is a fantasy space with 28 interactive stations for self-experimentation. The very entrance to the centre, in the shape of a submarine hatch, makes a great impression on the visitors.

The exhibition is divided into three zones. The first one is related to Fire and Earth. Here by means of a huge, 750-kilogram winch, which resembles a mining combine, the visitors can find out about the extraction and processing of coal. The combine is activated by means of muscle power and you really need a lot of it for the machine to start working. Next to it, you can see how oil is extracted and how car fuel is produced. You can even fill up the tank of a small car.

The second zone, Air and Water, presents photovoltaic cells and shows how to control the light or create a water whirl. Here, the visitors can also change the course of rivers, build water dams, shoot the targets with water, lie on a waterbed and direct an air stream that makes a ball float. In this zone, it is worth examining various types of windmills and learning about wind speed required to start them.

The last zone, Man, comprises an exhibition of various inventions. Here, we can build our own electric circuit which is then used to light a bulb. We can also take part in a bike race and at the same time generate power thanks to a special dynamo attached to a wheel. The task is simple – to turn on LEDs attached to a wall. After this incredible dose of energy and excitement there is time for relaxation. Visitors settle in armchairs and lis-

ten to some sounds of nature. The entire space is tailored to the needs of people with disabilities.

Experiments in a garden

The open-air Energy Garden of Experiments attracts a lot of interest. The space complements the offer of the permanent exhibition. In the green enclave, science is intertwined with fun and relaxation. Visitors hungry for scientific challenges can experiment with colourful optic zone, a balance beam or they can sit on a carousel powered in an unusual way. Those who want to have some fun can use a trampoline, 30-meter-long zip line and slides which take advantage of different terrain levels. In the garden, there are also a gym and a relaxation area with gazebos and a barbecue spot. Admission is free and you do not have to book your visit in advance.

Energy Science Centre's laboratory

Vinegar, soda and other simple substances are enough to conduct simple experiments which children love. The workshops organized by the Centre take place in a special laboratory – a large-size cage floating above the exhibition. Families, organized groups as well as seniors participate in the classes. The youngest participants are six years old whereas for the oldest there is no age limit.

The Energy Science Centre also trains teachers showing them an innovative approach to teaching science through fun and different kinds of experiments. It organizes computer program-



We are the smallest centre of this kind in Poland, however, we are highly rated, especially for our workshops.



Working at the KTP gives me "fun", i.e. pleasure, internal satisfaction and, what is important to me, a sense of agency, due to the responsible tasks and trust of my superiors.

Joanna Rudawska, manager Development Projects Department, coordinator of the Energy Science Centre

75.000
the number
of people who
participated
in the events
organized by the
KTP

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ming courses as well as birthday parties for young scientists. The workshop space is also a meeting place for women. Thanks to the support of the Park's tenants they can produce their own cosmetics, including creams, lipsticks and make-up removers as well as perfumes. They also talk about healthy diets. The Centre is an excellent place for meetings with travellers, which frequently take place in a 3D cinema where special film screenings are presented.

Apart from regular activities for children, the centre organizes winter and summer holiday activities for them. What is more, it travels across the region with various presentations, visiting places where people, for various reasons, are unable to come to the Centre in Kielce.

"We are the smallest centre of this kind in Poland, however, we are highly rated, especially for our workshops. All workshop scenarios are created by us", explains Joanna Rudawska, the Centre's coordinator.

The centre is visited by approximately 20,000 people every year and since its opening, i.e. since November 2015, 40,00 visitors have passed the golden door of the centre. The visitors are taken care by Joanna Rudawska, Karolina Cieřlik, Magdalena Długosz, Diana Szwagrzyk, Karolina Baran, Monika Winecka-Drogosz, Iwona Mendyk, Katarzyna Bembnowicz, Karolina Grochowina and Ewelina Maciągowska.



Working for the Kielce Technology Park's team gives me the opportunity to co-create an innovative hallmark of the city of Kielce, both in terms of modern infrastructure and business space for new companies.

Iwona Śmigielska, Infrastructure Management Department





In a virtual world

The Energy Science centre is only one of the initiatives confirming that the Kielce Technology Park goes beyond the standard definition of space created for the needs of modern business.

"For quite some time, we have been looking closely at the sector of computer games, which is developing very fast, each year attracting a large number of people interested in it. The Park supports the development of the ICT sector, therefore we have decided to engage more in the sector of computer games attracting more companies of this kind to the Park", explains Marcin Januchta from the Kielce Technology Park.

Today, gaming is very popular. All over Poland various teams compete with each other, however, Kielce did not have a proper gaming tournament. That is why we developed the idea of the KTP Game Cup.

"The interest in the cup exceeded our expectations. More than 100 teams from different parts of Poland signed up for the challenge. Only 60 could enter the elimination stage", states Dominik Mikołaszek from the Kielce Technology Park.

The cup was organized on-line and starting from 1/8 finals the competition between 5-member teams was broadcast live. The KTP Game Cup is a regular event organized once or twice a year. In July, the KTP is going to organize a next, smaller series of the tournament – the KTP Game Cup Spin Off, accompanying the Game On Exhibition.

Play and find work

Following the success of the KTP Game Cup, the Park developed another initiative of this kind – the KTP Game Academy, i.e. workshops on creating computer games. Participants learned how to design and program certain levels of a game and also what to do to make a game attractive. "We organized the first edition of the workshops but there will definitely be more. We want to hold it on a regular basis", ensures Dominik Mikołaszek. The park is also planning to organize a KTP Game Hackathon, a 24-hour event during which a new game will be created. The park wants to set up its own professional team, which will participate in similar contests. Another interesting idea involves creating a house of games, providing space for intensive training. "Computer games can be applied in different ways. They can be used to teach new types of team competence. Game rivalry is also applied in recruitment processes. It is not only entertainment but also a real business tool", explains Marcin Januchta.

"The project which can be referred to as the KTP Game has a great potential and we do have ambitious plans connected with it. Their implementation depends on various factors, also financial ones. We are enthusiastic about the idea", says Dominik Mikołaszek. ○



I like team work a lot and the Kielce Technology Park is a harmonious team. Our creativity develops mostly thanks to the implementation of unusual projects, such as Game CUP – the first e-sport event in the history of the Kielce Technology Park. This project gave me the opportunity to deal with a completely new idea and provided me with a lot of satisfaction.

Małgorzata Gawęcka, coordinator of Game CUP at the Kielce Technology Park, Incubation and Acceleration Department



PARK WITHOUT BORDERS

The Kielce Technology Park could not operate on such a scale without a network of dozens of partners in Poland and abroad. Together with other parks, universities and businesses it is developing artificial intelligence and teaches young people computer programming, entrepreneurship or network security.

On the local market, the park cooperates with numerous companies as well as with two major universities – the Jan Kochanowski University and the Kielce University of Technology. Their graduates are eager to establish their own companies in the park. However, the partners are interested not only in creating space for business and providing support for small enterprises. Together with Kielce entrepreneurs they also want to develop practical skills among pupils and students, which will be useful for them on the labour market.

IT is the future

One of the projects related to ICT, organized for the first time by the Kielce Technology Park and the Kielce University of Technology is the Świętokrzyskie ICT Test. For several hours more than 100 high school and university students were trying to work out the answers to questions and tasks prepared for them by various specialists, including entrepreneurs. It was not an easy test. The main objective of the test is to check the knowledge of the test's participants. For the best students, it may also be their first step in the development of their professional career. Today, there is a great demand for IT specialists and computer programmers. "Through the test we want to promote knowledge of and interest in ICT. Those with extensive knowledge in this field can be of-

fered employment", explains Wojciech Wąsik, manager of Transition Technologies PSC office in Kielce.

Among the test's organizers, who are currently planning its next series, is Altar company.

"Several years ago we made a decision to support companies from the ICT sector. Today, more than 30% of our tenants are representatives of this branch of industry. The Park has opened the ICT Competence Centre which is definitely its future", says Szymon Mazurkiewicz, director of the Kielce Technology Park.

Internship in return for the best diploma

The second project of the Park implemented in cooperation with the Kielce University of Technology is a competition for the best diploma project. The dissertations are assessed in nine areas, including ICT, mechatronics, construction, transport and logistics as well as economics. 73 dissertations were submitted for the last series of the competition. The best work is awarded 5,000 zlotys or internship of the same value. Several companies participate in the project, including Barlinek, FDP, Transition Technologies PSC or Vive Transport.

"The competition also involves professionals who express their opinions on the submitted diploma projects. What needs to be stressed is the fact that all the dissertations are of practical nature. They are creative and innovative", notices Szymon Mazurkiewicz.



The competition provides an excellent opportunity for students to develop their professional career: "It is an ideal opportunity to establish contacts with potential employers before graduating", explains Mateusz Rogacki, chairman of University Student Council of Kielce University of Technology.

Cooperation with Europe

The Kielce Technology Park operates dynamically on the international scene. The KTP belongs to the International Association of Science Parks based in Spain. The Association facilitates exchange of knowledge and experiences, promotes new tendencies and best practice.

Since the beginning of its operations, the Park has been implementing international projects in cooperation with numerous partners from Europe, in various fields and taking advantage of different funds. The projects include DiFens, aimed at pupils, students, teachers and lecturers and implemented together with Cyprus, Slovenia, Bulgaria and Greece. DiFens involves the construction of international database of legal issues related to digital security, Internet risk assessment, cybercrime or digitization. The second project is IT Launch Box, carried out jointly with Macedonia, Greece, Spain, Portugal and Slovenia. Its aim is to increase the number of entrepreneurs in the IT industry as well as train young people in programming and entrepreneurship,



At the Kielce Technology Park I feel part of the whole, a larger group which believes in a given objective and wants to achieve it. I derive great joy from a team success, which is much greater than individual endeavours.

Milena Biała, Investment Preparation and Implementation Department

which will make them more attractive on the labour market. A special platform that brings together experienced mentors and young people who have a business idea related to the ICT sector has been created under the project.

The KTP is also a leader of the project called Promotion of WBL via Vocational Education Training Triangle (VETriangle). The main objective of this project is to improve the quality of education and teaching to adapt the system to the specific needs of the market. In this regard, the park cooperates with Germans, Spaniards, Turks and Lithuanians.

Not only travels

The park's employees participate in study visits and receive foreign delegations. A newly established technology park in Vinitsa takes advantage from the Kielce park's experiences. What is more, the KTP is cooperating with the Chinese on creating a robot exhibition. The representatives of the park also visit the USA. "We observe best practices and proven solutions all over the world. We also organize study visits and workshops. We often hear that our job is great because we do nothing but travel", says Joanna Rudawska from the Kielce Technology Park.

However, the implementation of international projects is a hard work. People involved in it must have a very good command

of English. While constructing projects' budgets, the constantly changing EURO exchange rate has to be taken into account which makes budget implementation difficult. The project's preparation stage lasts at least three months. Various cultural differences often interfere with communication. International projects also require extensive reporting.

"But most of all, international projects are prestigious and offer the opportunity to promote our institution internationally. Our team gains knowledge and experience and each project provides us with proven solutions that can be implemented in Kielce. A good example of it is the Library of Materials, which functioned successfully in the USA", enumerates Joanna Rudawska. "That is why, despite difficulties, more projects will be implemented by the park in the future", she assures. ○

Since the beginning of its operations, the Park has been implementing international projects in cooperation with numerous partners from Europe, in various fields and taking advantage of different funds.



The Kielce Technology Park is a great initiative. Today, we give young people the opportunity to realize their best ideas for a specific product or service. We support small businesses. If we want to think about the future of the region we should mostly focus on the development of small and medium-sized enterprises which apply the latest technologies.

The cooperation of the Kielce University of Technology with the Park is constantly developing. We have signed appropriate agreements, however, it is not the documents that matter but a tangible result. Many of the companies operating in the Park are established by our graduates. Together we organize a competition for the best dissertation or the Świętokrzyskie IT Test For the University this cooperation seems to be a necessity. We also use the resources of the Park when it comes to scientific activities, including the unique Materials Library.

I wish the Park, but also the companies that operate in it, further dynamic development.

Professor Wiesław Trąmpczyński,
Rector of Kielce University of Technology

The cooperation of the Jan Kochanowski University with the Kielce Technology Park has already begun at the stage of the park's creation and continues to this day, when the KTP is already one of the largest technology parks in Poland. We are observing the dynamics of this development and we are happy that in Kielce is created a space, where the business ideas of our graduates have a chance to be realized.

Professor Jacek Semaniak,
Rector of Jan Kochanowski University in Kielce



ON THE WAY TO TECHNOPOLIS

Businesses, start-ups springing up like mushrooms, high-tech industry invariably accompanied by research and development of innovative technologies, proximity of science and research centres and better living conditions. The Kielce Technology Park's team boldly looks into the future, implementing new projects and ideas in order to create Technopolis – a model business district of the city.



Incubator for a start

It started in a modest way with the Kielce Technology Incubator. Today, ten years later, the Kielce Technology Park is an important player on the business market, offering office and industrial space with modern infrastructure, investment areas, support for start-ups and an extensive network of partners which includes business environment institutions, research centres, entrepreneurs and local authorities. This north-west district of Kielce is becoming friendlier. Numerous operational centres allow businesses which operate there to implement the most complex and innovative projects, expand their business and create business partnerships.

The Kielce Technology Park sets new standards and aspires to become the best third generation technology park in Poland, providing favourable working and living conditions. "We are thinking about our development not only in the context of new infrastructure of investment areas or provision of business-related services but also creating a multi-function district in this part of the city", says Szymon Mazurkiewicz, director of the Kielce Technology Park. "It is important to create a place where people want to spend time also after work", adds Justyna Lichosik, deputy director of the Kielce Technology Park. Therefore, the Park offers the Energy Science Centre, visited by tourists and schoolchildren, or Garden of Experiments in which, apart from picnic areas, a multi-purpose pitch will be built.

Just like in Finland

Technopolis is the idea of creating a "self-sufficient" district, a city within a city, space related to business and entrepreneurship, promoting the development of creative ideas. Such places already exist in other parts of the world, including the ideals of the American Silicon Valley or the Otaniemi Centre, located in Espoo, a few kilometres from Helsinki. The largest in Northern Europe Finnish park can arouse admiration. More than 800 companies, start-ups and international corporations, operate on the area of 4 km². The community comprises 32,000 people, half of whom are students and the other half professionals from more than one hundred countries working in the technology sector. The Otaniemi Centre's strength lies in its versatility and environmental friendliness.

Technopolis in Kielce is to look similar. "In Kielce, we want to create conditions to attract the most creative people striving for success. Technopolis will be opened not only for the residents of Kielce but also people from different parts of Poland and the world. However, we need to provide them with a place where they can realize their plans and where they can live", explains Wojciech Lubawski, mayor of Kielce.

The Park is a profitable institution and the savings that we make will be spent on further development of its infrastructure.

Power of start-ups

The tenants of the multifunctional district will include, among others, entrepreneurs and founders of start-ups. Currently, they occupy two incubators, Orange and Skye, and take advantage of virtual space. As there is a long queue of people interested in such facilities, the Kielce Technology Park is realizing a new investment which shall create more space for start-ups – the California Inc. The incubator's name is not accidental as it refers to the state of California where the Silicon Valley is situated.

This is to be the largest incubator for start-ups in Central and Eastern Europe. A modern, 6-storey office building covering the space of 14.000 m² will be situated at a new roundabout to be built at the intersection of Witosa and Olszewskiego Streets. It will be equipped with an underground car park for 200 vehicles. The space will be designed primarily as office space, including conference rooms, co-working space and workshops. The California Inc. will also be equipped with laboratory facilities and other amenities. There will also be a place for investment funds operating in the business-related environment. This will help to raise private funds for growing businesses and facilitate the



Being part of the Kielce Technology Park's team means that we share the responsibility for the company's success. The dynamic development of the Park makes us aware that any aim is just a simple dream equipped with a material and financial schedule and a completion date.

Eliza Kotarzewska, Accounting and Financial Department

14.000 m²

the total area of the new California Inc. incubator at the Kielce Technology Park

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analysis of the market potential for emerging businesses. The incubator will include sports and recreation space that will occupy the entire top floor of the building. It will be created not only for people working at California Inc. The most modern architectural solutions as well as construction and estate management technologies will be applied in the construction of the office building. It has a modern, angular shape and on one of the middle floors a green terrace will be built.

Technopolis is the idea of creating a "self-sufficient" district, a city within a city, space related to business and entrepreneurship, promoting the development of creative ideas.



Not only California

The California Inc. fits perfectly into the urban road network development plans, especially in terms of a new junction of Witosza, Olszeskiego and Hubalczyków Streets which will provide an easy access to the new office building. The new road will also create an opportunity to acquire more investment areas.

One of the greatest strengths of the Technopolis project is the location of the Park, which occupies the so far undeveloped areas in the north-west district of Kielce. This expansion will continue and the new road will significantly contribute to it. New road solutions and subways will make it possible for the Park to gain access to new investment areas. "We are analysing the entire northern part of Kielce as a place where business can thrive", says Szymon Mazurkiewicz.

The California Inc. is not the only major construction investment. The director of the Kielce Technology Park, Szymon Mazurkiewicz, mentions another 12-storey skyscraper to be constructed in the vicinity of the areas managed by the Park. Young start-up owners frequently look for technology parks which are located in Eastern Poland. Thanks to larger office space and best location (Kielce is the most western city in Eastern Poland), the Kielce Technology Park has greater chances for attracting more young people to start their business here.

Investment is not everything

Support for start-ups includes not only space rented on preferential terms. It is primarily substantive support and assistance in obtaining funds as even the brightest idea requires money to be developed. The pilot project of the TechnoparkBiznesHub, where young businessmen introduced their products and services on the market, is just about to finish. More than 850 applications were submitted. The best of them, after incubation and development of technical solutions, received financial support of 80

thousand PLN. The pilot program was a success and the Park is currently planning its new edition in which the incubation period will last 5 years.

How about a village?

To start your business you do not need designer office space but an excellent idea and a team of devoted employees. Many global giants, such as Apple or Microsoft, started their business in a garage. Inspired by legendary origins of the largest IT company, the Dutch architect Julius Taminau designed a village of start-ups in Amsterdam. Instead of glass buildings, lifts and modern interiors the Amsterdam Science Park offers colourful containers. They serve as offices and their layout has allowed for creating space for business meetings, social events and even an open-air cinema. The entire village has been designed according to the highest environmental standards. Infrared heating and green roofs acting as air conditioners do not only make the village friendly but also cheaper to operate, which for start-ups is of paramount importance. The common space facilitates cooperation, exchange of thoughts and ideas and mutual inspiration. The container village can be easily developed, modified and rebuilt. The Kielce Technology Park is also planning to create such a start-up village. Will it be similar to the Dutch one? We shall find out soon.

Future needs to be created

The implementation of all these plans requires time and money. And although the first initiatives are currently being undertaken, their implementation will take at least several years. As for the finances, the new EU financial perspective 2014-2020 offers some opportunities. "If we do not get the support, we will strive to finance the project from our own funds. The Park is a profitable institution and the savings that we make will be spent on

further development of its infrastructure. We cannot condition the development of the Park upon the structural funds, because one day they will come to an end. The support of both public and private sectors will undoubtedly be useful", explains Szymon Mazurkiewicz.

The tenants of the multifunctional district will include, among others, entrepreneurs and founders of start-ups.

What is needed is the cooperation of many individuals and communities, including business and scientific institutions because they focus on young people. "It is important to encourage those who leave Kielce to come back here. The development of Technopolis can ensure this", asserts Szymon Mazurkiewicz. "As the park we have to meet the needs of our tenants but we also need to create the future. This is the biggest challenge. We try to predict what the world will look like in 10-20 years and what those needs will include. And so we are preparing development plans to be able to satisfy those needs", he concludes. ○



I feel much younger working in such a team (and I am a grown person :)). I have lots of energy and motivation to seek for the latest technological developments as I have to keep up with the young members of the team. I feel good with it. And the work itself? Well, there is no room for boredom as new and interesting things happen all the time. You have to learn constantly and train your brain and for me this is the sense of life.

Krystyna Kundera-Sówka, Chief Financial Officer

Young companies for a start



Can natural cosmetics containing shungite, a mineral from outer space, meet the preferences of potential customers? Will the forgetful use a special lock cap which will warn them if they forget to lock the door? These and many other ideas have been successfully tested by the Kielce Technology Park on its TechnoparkBiznesHub Platform. Out of 60 young companies 33 have received funding for development.

A pilot program of Start-up Platforms (in total three such platforms were established: in Kielce, Białystok and Lublin), a comprehensive support of innovative entrepreneurship in Eastern Poland, offers a unique opportunity for young people (before the age of 35) to test an innovative business idea. Most often, the ideas are connected with the sector of new technologies.

"We evaluated such proposals in terms of their chance to succeed, their competition and target customers", enumerates Małgorzata Chmielewska from the Department of Incubation and Acceleration.

The ideas were tested for the period of six months which made it possible to minimize the risk of failure. During the first three years of operation approximately 70% of companies collapse. In the case of start-ups the percentage is even higher.

850 ideas and 60 implementations

The TechnoparkBiznesHub Start-up Platform, managed by the Kielce Technology Park, is a big consortium comprising, among others, three technology parks (in Kielce, Rzeszów and Stalowa Wola), universities, Academic Entrepreneurship Incubators, companies, including VIVE Textile Recycling sp. z o.o. and Infover sp. z o.o., Network of Business Angels PROSHARE sp. z o.o. – people with free capital to invest – and representatives of city authorities. In Kielce, the city authorities were represented by the Mayor's Plenipotentiary for Entrepreneurship.

The interest in the platform exceeded all expectations. It received over 850 applications from across Poland that contained



Being a part of the Kielce Technology Park's team gives you a great opportunity to develop your skills related to the implementation of projects dedicated to the company's support. Various initiatives, such as Launch Pads for new ideas, give us the opportunity to meet new people who have great passions.

Dominik Mikołaszek, Incubation and Acceleration Department

interesting business ideas. The condition for the participation in the project was the establishment of a company in the Świętokrzyskie region. In total all the platforms (including the Hub of Talents of the Białystok Science and Technology Park and the Lublin Technology Park) reported 2,500 start-ups. Of those who applied to TechnoparkBiznesHub, the experts selected 60 most promising and innovative ideas for a product or service and then included them in individual incubation programs, matched to the type of business. Among them, there were projects related to IT, chemistry, medicine, renewable energy or aerodynamics. With the support of start-ups' carers (entrepreneurs, business angels, investors) and mentors, the participants developed minimum viable products or prototypes that could be presented to potential customers as well as market-verified business models for further development of the company. After incubation and favourable recommendation, 33 best ideas were granted 800 thousand PLN non-refundable assistance for the creation of a specific product. "These companies operate successfully and some even report small income", ensures Małgorzata Chmielewska.

Another chance

Start-ups, which were included in the platform, received the virtual address at 6 Olszewskiego Street, free office space, accounting, tax and legal consulting services as well as assistance at creating a corporate identity. In addition, they could take advantage of a wide range of specialist services: technical, technology, engineering and IT, assistance related to customer needs analy-

After incubation and favourable recommendation, 33 best ideas were granted 800 thousand PLN non-refundable assistance for the creation of a specific product.

sis and management as well as entrepreneurship. The Start-up Platform program is a pilot project. "Thanks to the positive assessment of the European Commission today we are applying for its continuation. For us it is extremely important, because start-ups are a flywheel of the Kielce Technology Park", states Szymon Mazurkiewicz, director of the Kielce Technology Park. The planned project shall focus on an incubation program which will last not half a year but five years. It will also focus on the division into sections in which practitioners operating in a given market segment will provide their knowledge and experience. We would like to invite 130 teams to cooperate. At the moment, we are working on the design documentation, based on which we will try to obtain co-financing from the European Union. This time the competition will be fiercer, but we will do our best to get the project accepted. The implementation of the pilot project works in our favour", says Małgorzata Chmielewska. ◊

The team from the Podkarpackie region was among the best teams in the pilot edition of the TechnoparkBiznesHub, incubating its idea in the Podkarpacki Technology Park. This stage is assessed highly by Sebastian Religa, one of the company's co-owners. "Start-ups participated in workshops which based on the so-called Lean Start-Up. We learned a lot, for instance how to implement a business idea without significant financial investments or how to avoid problems while preparing necessary documentation", he explains.

Locky was recommended and received a grant from the Polish Agency for Enterprise Development. "The introduction of such a product on the market requires substantial financial expenditure and that is how we spent the grant money", says Sebastian Religa.

This is not everything, however, as Locky, together with other start-ups, was selected for the ScaleUp acceleration project im-

plemented by the Kraków Technology Park. Thanks to consultations with mentors and representatives of large companies both the gadget and the entire business idea developed. The young entrepreneurs found their first major business partner, Oknoplast company, which became interested in the key cap.

The gadget created by Locky analyses and remembers the movement of the key in a lock and then sends the information on locking and unlocking the door to a linked device, e.g. a mobile phone. The first use of the key with the cap configures the device which then will not mistake the movement for, for example, shaking the key in your pocket. "Thanks to the gadget we can find out whether we locked the door when we were leaving for work in the morning. We can also learn when our kids returned home from school and whether they remember to lock the door when they decided to go out with friends", explains Sebastian Religa. "At the moment, we are testing the caps ourselves. We still have to work on the case so as it fits all types of keys and is durable as well as to optimize production costs. There are also changes required in the application code so as it can operate without any problems".

As regards its future plans, the company does not limit itself only to the local market but it is planning to sell the product globally. "We have decided to introduce Locky through Kickstarter, the world's largest crowdfunding platform. The aim is to collect money for the production of the first series of our product. Promotional success related to the crowdfunding campaign may help us conquer European and American markets", explains the co-owner of Locky. ○



Conquering the world with a gadget

A simple and automatic operation such as closing the door often escapes our memory. A friendly gadget, designed by the start-up Locky, Sebastian Religa, Dariusz Lipka and Mariusz Bajor, may provide a useful solution to this problem. A key cap is currently being tested as a prototype, both in terms of its construction and application. The company is working hard to introduce the product on the market.

Cossi is the result of the development of one of the Park's tenants, the Chemlab company – the owner of the Research and Development Centre that advises companies and institutions on chemical products, cosmetics and dietary supplements. To produce cosmetics, Chemlab joined forces with the Cobest company based in Krakow. The Cossi start-up participated in a project related to start-up platforms called TechnoparkBiznesHub. "We managed to create a complementary team, which includes not only chemists but also marketing specialists. After three months of incubation, during which we drew up a business plan and decided on marketing activities, the project was submitted to a panel of experts at the KTP and we received their recommendation. The Polish Agency for Enterprise Development examined our application and we received 800 thousand PLN from EU funds", explains Grzegorz Sychowski, co-owner of Cossi sp. z o.o. Cossi spent the money on purchasing a technological line, includ-



Cosmic powers of shungite

It is a black mineraloid consisting of carbon and possessing unique properties. Shungite, which is residue of meteorite that hit the Earth several billion years ago in Russia, is used in medicine and computer technologies. It has also become a base for innovative cosmetics produced by the Cossi company operating at the Kielce Technology Park. EU support of this start-up has significantly contributed to its success.

ing a homogenizer for cosmetics, a tube filling machine, labelling machines, dispensers, raw materials and packaging as well as on marketing activities such as designs, advertising, participation in trade fairs or promotion activities among bloggers. "We managed to create a small production facility specializing in production of cosmetics in small quantities. Certainly, we do it cheaper than others", says Grzegorz Sychowski.

The main advantage of the cosmetics lies in shungite – natural fullerenes, or molecules, consisting of carbon atoms of football-like shape, which due to their composition penetrate deeper into the skin layers transporting other active substances. "Many cosmetics use synthetic fullerenes, which are much more expensive. We opted for natural components as they are popular among our customers. The properties of shungite were examined in the laboratories of the Institute of Physics of the Polish Academy of

Sciences, Faculty of Chemistry of Warsaw University or Wrocław Research Centre EITIPlus. An article outlining our observations concerning shungite will be published at www.kosmetykaprofesjonalna.pl", says the co-owner of the company.

An online store selling Cossi cosmetics has just started. There you can find lotions, scrubs, Cossi Fullerene essential oils and Rapan Beauty facial masks. "This is not everything that we have managed to produce. We have also prepared five natural lotions, three creams, four face formulas and innovative eye serum as well as hair care products. All of them contain shungite in various forms – a pebble dissolved by oil, a solution or shungite water. The products will soon be introduced on the market, however, we do not want to reveal all our surprises. We would like to convince our clients gradually to use our cosmetics", explains Grzegorz Sychowski. ○



ing and introducing a product on the market. "Clients come to us with various ideas and we try to make them real, functional and feasible. We apply the 'on demand' process and respond to the needs of our customers", explains Mateusz Pawlik.

Basing on computer tomography and 3D scans, CABIOMEDE develops individual protective masks for sportsmen after injuries. One of them was developed for a young footballer injured in a car crash. "We developed our last-year prototype, testing several technological versions and new materials. We are also thinking about medical protectors for patients after skull surgeries", says Mateusz Pawlik. The young entrepreneurs also studied intramedullary nails used in fractures of long bones, implants, plates and microplates necessary for bone fixation which facilitate faster recovery.

The CABIOMEDE team has re-designed a hospital bed, analysing its load and proposing changes in the materials that so far have been applied in its production. "Although initially it was to be mainly a presentation of what we could do, not long ago we were contacted by a company which would like to order the project of such a bed. We offer technological facilities for the GlazeProsthetic company, for which we prepare projects of prosthetic hands printed in 3D SLS technology. Each hand is custom-made and a patient can select a different model or colour according to their preference", explains Pawlik. "We also want to help the vets from Kielce and prepare for them surgical models and implants indispensable for surgeries of animals suffering from serious diseases as well as wheelchairs for pets. On the basis of tomographic images or 3D scans we can prepare an individual model for a particular patient within a day", says the co-owner of CABIOMEDE.

Their website presents a broad spectrum of services offered. "We do not want to be limited. We would like to operate on the European market, especially since most of the work is performed remotely. We are looking for partners, funding opportunities and support, not only financial, but also substantive", says Mateusz Pawlik. ◊

The company consists of young entrepreneurs, graduates of biomedical engineering. "All four of us are from the Silesia region. After graduation we ended up in different cities. I lived in Warsaw and my partner in Poznań. Finally, we decided to settle in Kielce, however, it was not without fear dictated by stereotypes. On the other hand, Kielce is the most western city of Eastern Poland where our project of Start-up Platforms was being implemented. What is more, we really liked the Kielce Technology Park. At the moment, almost all of us live in Kielce. Thanks to the EU grant our project has become real. We bought powerful computers, dedicated software and a basic 3D printer", explains Mateusz Pawlik, co-owner of CABIOMEDE. The company operates in the medical, sports and rehabilitation sectors. They design and create prototypes and draw up project documentation. They can also assist inventors in obtaining fund-

Well-designed health

They learned about the possibility to submit applications to Start-up Platforms a week before the deadline. Despite time pressure, they decided to send the application and they succeeded. Following the incubation period at the Podkarpacki Science and Technology Park the project was granted EU funding. Today CABIOMEDE helps others in their implementation of innovative ideas, supporting them with its knowledge, experience and, above all, research and development facilities located at the Kielce Technology Park.

Set up your business in 54 hours

How can you check whether a brilliant business idea may be successful? How can you build a team which will survive the biggest crisis? Where can you listen to expert's advice and at the same time have fun? You can do all of it in a practical way participating in the StartUp Weekend at the Kielce Technology Park.

Maciej Balasiński is the initiator and the main organizer of Kielce meetings of future business sharks. Thanks to him Kielce has become one of 150 places in different countries where so far 3,500 such meetings have been organized. StartUp Weekend is in fact an international non-profit initiative, which is to connect young entrepreneurs with investors, specialists and mentors. Additionally, the initiative is supported by business giants, including Coca-Cola, Google or Amazon. "I had to obtain the consent from the StartUp Weekend manager in Poland and then our application was verified by the American Techstars network and a European manager of the meetings. StartUp Weekend is a global brand so there is no preferential treatment", explains Maciej Balasiński. So far, three series of meetings have been organized in Kielce. 200 young people, full of ideas and energy and determined to start their own business, participated in them. The meetings took place at the Kielce Technology Park, which is the event's partner. Under the supervision of mentors and specialists from various sectors of industry, the future entrepreneurs worked in teams trying to transform their ideas into a business project. The ideas were assessed by a professional jury, awarding the best participants.

StartUp Weekend is not only about rivalry. During 54 hours, which is how long the work on a given project takes, the participants gain necessary knowledge about unknown or difficult issues. They learn how to create business models, verify their business ideas, plan strategies for introducing their product on the market, plan sales, define budgets and implement solutions protecting the product in legal terms. During the meetings, the participants may also build a prototype of a device or service. What is more, they meet other active and energetic people with whom they enter the professional business path. Some of them are successful.

"The finalists of the first series of the meetings established a company and their chatbot was approved by Facebook as one of the several thousand programs accredited all over the world. At present, they are working on chatbots for other customers.

There are more examples of start-ups. Alicja Zaborska is developing her idea to create a platform for learning Asian languages. An excellent idea to rent private cars presented during the third series of the meetings, based on Blockchain technology, needs more time to be implemented. It requires a lot of money and specialised technology and most probably some more time to be recognized. The first solutions of this kind are being tested in New York, Tokio and Bangalore in India", says Maciej Balasiński. StartUp Weekend is about meetings of the most creative people in Kielce and some of them have become addicted to the event. 70 % of the presented projects are related to ITC. "This is an excellent opportunity to learn from mentors but also to determine the market value and the potential of a business idea. Additionally, the participants can learn how to work in teams and it is not about criticizing or denying the ideas of others but developing and changing them according to one's knowledge, temperament and interest. Sometimes the metamorphoses are spectacular. Some people continue working on the projects after the meetings and their future depend on determination and actions taken. StartUp Weekend helps future entrepreneurs choose the right direction", explains Maciej Balasiński. ◊



Others about us

OTHERS
ABOUT
US

innovative success and idea which surely will gain recognition in the economic environment.

Agata Wojtyszek,
Świętokrzyskie Voivodship Governor

I sincerely congratulate the Park on this wonderful 10th anniversary of resilient and effective work. During this time, the operations of the Kielce Technology Park have significantly contributed to the growth of activity among entrepreneurs of industry, scientific, academic or research sectors of the Świętokrzyskie voivodship.

The establishment of the centre, whose main aim is to develop modern and effective solutions, provides competitive advantage and growth in local and state economy based on knowledge and advanced technologies.

The achievements and initiatives completed so far by the Kielce Technology Park make it possible to look into the future of our region with hope and optimism. I wish you every



Technology parks are seen as one of the most effective, universal and comprehensive tools for the implementation of regional innovation strategy.

I am glad that for a decade Kielce has had a zone with a strong sign of creativity and innovation. This is a positive signal for investors and the scientific community in

our region, which maintains good relations with the Kielce Technology Park. Every successful project which is implemented by the park contributes to the improvement of conditions for development. I am pleased that the KTP constantly develops, especially with regard to creating new investment areas. I am aware that in relation to other regions our province still lacks such areas. It is natural for potential investors to move to the capital of the region – here most of them want to establish their business. Therefore, we should boast about the park's activities aiming to make new areas available to potential investors. Over the last decade, the Kielce Technology Park has achieved a lot in the field of support of the processes of technology transfer and innovation. This has resulted in increasing the competitiveness of small and medium-sized enterprises and in economic development. The KTP's activity affects the development of the region and contributes to the growth of its attractiveness – especially in the field of advanced technology, services and management. It is a bridge

between enterprises of the Świętokrzyskie region and the research and development sector. For the past 10 years, the Park's activities have contributed to a better understanding of the needs of innovative local economy and the increase in its competitiveness. At the same time all these years have been spent on building an excellent brand. I should therefore like to pay tribute to the Park's team for their particular business sensitivity and for their activities conducted over the last decade. At the same time I hope that this year's anniversary will motivate them to achieve more and to continue their activities at the highest level.

Adam Jarubas,
Marshall of the Świętokrzyskie Voivodeship



The Kielce Technology Park can be a model and an example to follow for smaller technological parks, especially in terms of the development direction and pace. We have established mutual, friendly relations. We exchange experiences and share ideas during meetings of the members of the Eastern Poland Technology Parks Platform. On this special occasion of the Park's anniversary I wish the Kielce Technology Park's team further success, realization of new plans conducive to the development of the Park. Do not slow down!

Daniel Kulig,
Director of Science and Technology Park in Ek



It isn't east to talk about the Kielce Technology Park without using superlatives although I got to know them only two years ago when I became the president of the Puławski National Technology Park. Other parks in Poland take advantage of great initiatives and pilot programs implemented in Kielce. The Kielce Technology Park shows good development directions and solutions which can be successfully copied. Undoubtedly, it is one of the most interesting places of this kind in Poland. For the next decade I wish the team every success and even more excellent ideas and effective actions supporting Polish entrepreneurship.

Tomasz Szymajda,
President of Puławy Science-Technology Park



The cooperation between the Polish Business and Innovation Centres Association and the Kielce Technology Park goes back to its origins and has always developed in a harmonious way. Our Association frequently plans joint initiatives with the KTP aimed at developing the competence of companies and employees of the Innovation Centres.

I would like to congratulate the Park's team on achieving fantastic results both in terms of infrastructure and content. The strategy of smart specializations, adopted in recent years, seems to produce its first results. We are pleased that the Kielce Technology Park is one of the most active technology parks in Poland. We wish the Park further success in the implementation of new initiatives and in developing business in the region.

Marzena Mażewska,
President of Polish Business and Innovation Centres Association



The Kielce Technology Park is close to our heart not only because the abbreviations of our names are similar. We operate in the vicinity of each other and we are trying to stimulate the development of our regions. The offers of both institutions go beyond traditional activities of technology parks. We know how much effort and commitment is required to prepare a good offer for entrepreneurs. That is why we enjoy such anniversaries as they remind us that there are people behind every activity and that it is thanks to them that difficult challenges can be overcome.

On the Park's 10th anniversary, we would like to congratulate the park's management and team on their achievements and wish them much success for the future.

Wojciech Przybylski,
President of Kraków Technology Park



JOB PORTAL
OF THE KIELCE
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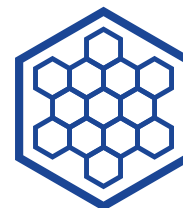
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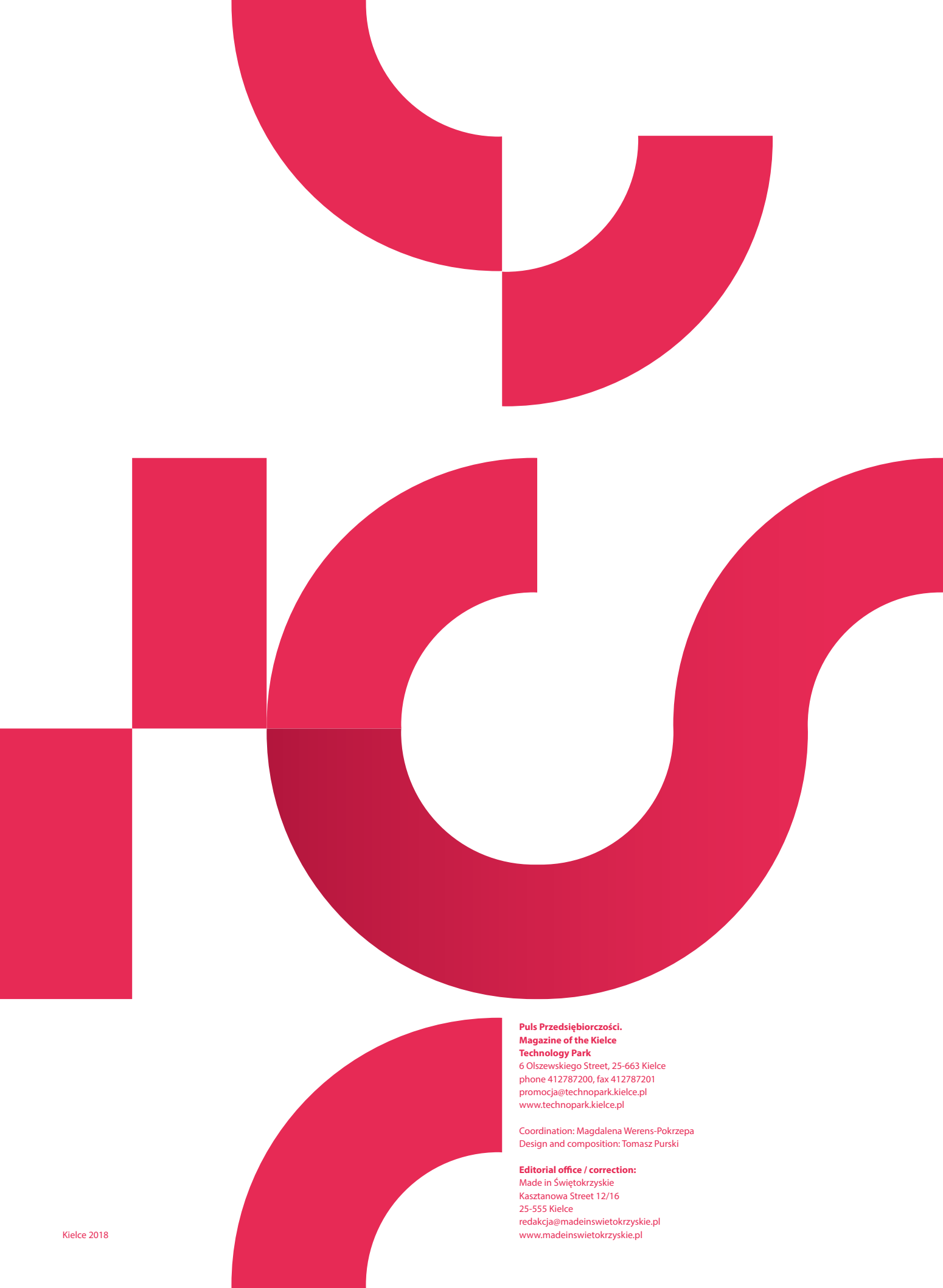
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Magazine of the Kielce
Technology Park**

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Design and composition: Tomasz Purski

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