



Ministerstwo
Spraw Zagranicznych
Departament Współpracy
Ekonomicznej



European Bank
for Reconstruction and Development

NBP

Narodowy Bank Polski

Warsaw, 7 February 2017

Support for expansion of Polish companies in the Western Balkans, Bulgaria and Romania

- 9.30 – 10.00** Registration and welcome coffee
- 10.00 – 10.30** Opening Session
Paweł Samecki, Member of the Management Board, Narodowy Bank Polski
Grzegorz Zieliński, Regional Director, Poland and the Baltics, European Bank for Reconstruction and Development
Iwona Woicka-Żuławska, Director, Department of Economic Cooperation, Ministry of Foreign Affairs
- 10.30 – 11.30** Session I
Investment Opportunities in the Western Balkans
Daniel Berg, Director, Head of Serbia, EBRD
▪ Prospects and investment opportunities with the EBRD (sectors, products, requirements)
▪ Business opportunities for chosen markets
▪ Co-operation with the EBRD
Patryk Borzęcki, Associate Director, Regional Head of Manufacturing and Services, EBRD
Piotr Jeleński, President of the Management Board, Asseco South Eastern Europe SA.
Michał Polański, Director, Economic Promotion Department, Polish Agency for Enterprise Development (PARP)
- 11.30 – 12.00** Session II
Investment Opportunities within the E5P Framework
Ewa Manik, Principal Fund Manager, NDEP & E5P, EBRD
▪ Investment opportunities in Armenia, Belarus, Georgia, Moldova and Ukraine within the framework of Eastern Europe Energy Efficiency and Environment Partnership (E5P)
- 12.00 – 13.00** Buffet lunch and networking



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13.00 – 15.00

Session IIIa

Supply of Equipment and Construction

Jan Jackholt, Director, Procurement Policy Department, EBRD

Graeme Clark, Associate Director, Procurement Policy Department, EBRD

- Workshop on EBRD experience from Goods and Works procurement

Session IIIb

Consultancy Component

How to win EBRD consultancy contracts?

Yvonne Wilkinson, Principal, Deputy Head, TC Operations, EBRD

- An overview of EBRD, procurement policies and procedures for selection of consultants

Dorota Zawadzka-Stępniak, Senior Manager, PwC Polska Sp.z.o.o.

- Experience of working with EBRD from the consultant's perspective

Workshop: identifying key requirements (as per procurement notices / RFP documents) and practical tips for maximising chances of success

15.10 – 17.00

Session IIIa continuation

Supply of Equipment and Construction

Jan Jackholt, Director, Procurement Policy Department, EBRD

Graeme Clark, Associate Director, Procurement Policy Department, EBRD

- Workshop on EBRD experience from Goods and Works procurement

17.00 – 17.30

Coffee and networking

Venue:

Head Office of Narodowy Bank Polski
Władysław Grabski Hall (Session IIIb – Room 129/F)
11/21 Świętokrzyska Street, Warsaw