

*The BPCC – the preeminent British-Polish business network; join a winning team and empower us to network your business*

## *Introducing the BPCC*

### **Who we are**

We've been networking business relationships in Poland since the early days of the market economy. Today we reach out across Poland and the UK promoting the best of each country. Our executive team works with you to support your business growth. Partnership and networking is at the very heart of what we do. Whether you are a large global corporate or a small company employing a few people – if you're doing business between Poland and the UK – we want to help you. In recent years we have been recognised as the best British chamber in continental Europe no fewer than four times by COBCOE, a network of over 10,000 businesses across over 30 countries. Joining us enables you to network and grow your business in Poland, one of Europe's highest growth potential economies.

### **Our offer**

Join us and we will make sure you get the best out of your membership:

- **Direct access to 500 member companies and 200,000 business contacts**
- **Investor advice and business data from market experts and sector specialists**
- Informative business media: *Contact* magazine online and [www.bpcc.org.pl](http://www.bpcc.org.pl) Portal
- Access to board-level business and government decision-makers
- First-class networking, certified training and VIP events
- Support for importers and exporters from the UK and Poland
- Up-to-the minute economic information and market sector intelligence
- Customised products, on-demand services and individual offerings

**Membership is corporate, so when your company joins, every employee is entitled to make use of the benefits offered by all the regional offices across Poland and the UK.**

**Ask our relationship management team about how we can promote your business.**

[www.bpcc.org.pl](http://www.bpcc.org.pl)  
[membership@bpcc.org.pl](mailto:membership@bpcc.org.pl)  
+48 22 622 20 56 / +48 604 16 01 16



## *BPCC Business Community – networking for growth*

The BPCC operates several regional networks across Poland and the UK. We actively work with the UK Trade & Investment, British Embassy in Warsaw and Polish Embassy in London as well as many British and Polish business organisations such as COBCOE, IGCC and regional chambers network in the UK and Poland. Other high-profile partners include Confederation of British Industry, Institute of Directors and Federation of Small Businesses.

**We are the premier reference point for doing business in Poland and United Kingdom!**



## *BPCC Digital Communications & Media Centre – talking directly to your customers*

The BPCC has a targeted range of media and communications, all of which you can benefit from as a Chamber member. We encourage our members to create bespoke integrated campaigns, exploiting the advantages of different media. Members receive discounts which are incremental depending on the size and scope of the campaign.

### **BPCC Portal - [www.bpcc.org.pl](http://www.bpcc.org.pl)**

The first place to visit online for quality information and insight about doing business between the UK and Poland. New services and a member-only section allows personalised access and wider inter-member communication. News from Members, articles and events information is updated daily; members are encouraged to contribute quality content. There's the opportunity to buy and sell products and services via our online shop. To interact with the BPCC and its members without leaving your office, you can use all-new BPCC Blog and other features. **Senior executives can find dedicated pages with professional-interest advice, leisure activities and attractive value-for-money offers.**

### **Contact International Business Voice Magazine On-line**

2011 saw the re-launch of *Contact* in a new online format. *Contact Online* keeps members informed about opportunities for bilateral trade, best practice, and about overcoming potential barriers when entering the UK or Polish markets. There's useful information for doing business and for keeping up to date with BPCC events and recommended services. The magazine also provides members with news coverage, Chamber updates, professional advice and opinions from recognised experts and practitioners. *The magazine carries reports of BPCC meetings with senior ministers, articles from top experts on the Polish economy, information about new business opportunities.*

**Contact Online is a unique and effective advertising vehicle for reaching senior decision-makers across Poland and the UK.**

### **20<sup>th</sup> Anniversary Special Publication**

To celebrate the BPCC's 20<sup>th</sup> anniversary, a special publication will be issued summarising the key achievements in bilateral trade and investment over the past two decades. An excellent opportunity to raise the profile of your company. The publication will be a high-quality, full-colour hardback book with a print run of 2,500 copies.

### **Targeted e-mailshots**

Benefit from the BPCC's extensive database and personal relationships to reach top management in Poland and the UK. BPCC Recommends / BPCC Member-to-Member e-mailshots are efficient, effective and targeted promotions sent out by the BPCC on behalf of your company via a BPCC email address. BPCC e-mailshots are powered by professional e-marketing tools with full statistics available post-campaign. BPCC members receive a reduced rate for this popular service.



## *BPCC Policy Groups – Creating a better business environment*

The policy groups were set up to promote best business practice, sharing knowledge and experience between Poland and the UK – and to encourage structural and regulatory reforms in Poland. Representatives from member firms are encouraged to attend group meetings of interest to them and to get involved in improving Poland's environment in Poland. Meetings are regularly attended by guest speakers or observers from the public administration, with whom there is meaningful dialogue about issues of concern to BPCC members. Each group sets and pursues policy goals that can measure the effectiveness of its work.

**New for 2012! Food Policy Group** Whatever the economy is doing, people need to eat! The agri-food sector is one of the most important when it comes to UK-Polish trade. The new BPCC Food Policy Group brings together producers and retailers as well as all those who provide services such as marketing, certification and logistics to the agri-food sector. The group will also be getting together with ministers, regulators and other government officials.

**New! Transport, Infrastructure & Logistics** The BPCC's existing Rail policy group is being expanded to look more broadly at the infrastructure sector to include road, sea and air transport. The logistics sector will now have a group which will hold regular meetings with representatives of government agencies and ministries.

**New! Telecoms, Media and Technology policy group** addresses the many regulatory issues that affect many businesses in this sector. These include the amendments to the law on radio and television, intellectual property, advertising, as well as issues surrounding software systems and legal regulation.

**Public Private Partnerships (PPP) policy group** has been created to engage with key public sector stakeholders and to ensure delivery of infrastructure by the private sector. The PPP Group serves as a platform for dialogue between the Government, parliament, national/international experts in the field and the private sector. Focusing on PPP projects across all sectors, the group's meetings will often be held jointly with other relevant policy groups, such as public procurement or healthcare.

**Finance and Tax Reform policy group** is focused on deregulation, taxes and social insurance payments. The group's aim is to influence and improve policy in the Polish tax system, targeting barriers to investment, business growth and employment. Ministry of Finance representatives frequently participate.

**Public Procurement policy group** is aimed at senior managers from international businesses that bid for public-sector tenders in Poland, and also at lawyers and consultants specialising in the field to speak freely about problems encountered with the public procurement process in Poland and to draw up suggestions for improving procedures and transparency to Polish policy-makers.

**Human Resources policy group** aims to promote active employment policies and standards as well as influencing public policy makers to implement modern solutions in labour legislation, drawing on international best practice.

**Healthcare policy group** works to enable the development of healthcare reform and exchange knowledge and experience with national counterparts. The group supports the Ministries of Health, Finance and the Economy as well as the parliamentary health committee.

**Clean Technology policy group** discusses the development and implementation of technologies that will enable businesses to contribute profitably to the protection of the environment and climate. The group's focus is renewable energy, environmental protection and sustainable technologies.

**Corporate Social Responsibility (CSR) policy group** promotes best practice in corporate behaviour and its effects on the social and natural environments. The group offers a learning opportunity for BPCC members and a platform for voicing ideas to government and local authorities. The aim is to create a better understanding of CSR and to ensure that Poland becomes a CSR-friendly economy.



## *BPCC Events – adding value to business networks*

As a member of the BPCC you get preferential access to director level networks via access to our own bespoke event programme comprising 200 events across Poland and the UK. *If you have an idea for an event – with a target audience including public sector decision makers, the BPCC can help you put it together, finding a suitable venue such as the British embassy, inviting the guests, marketing and organising the event. The format of bespoke events is up to you – they can be breakfasts, seminars, business mixers, policy group meetings (as applicable).*



### **High Profile Business Networking**

Regular day time and evening events, for members only, are prime networking opportunities plus a great way to spend a sociable evening in a number of exclusive venues. This year's events include the British Week, Annual, The Last Night of the Proms and other exclusive occasions in key cities.



### **BPCC Academies**

Highly specialised seminars and workshops held throughout the year. Member companies have the opportunity to take active part in content contribution and multiple partnership formats.



### **Business Breakfasts and Member Engagement**

Kick start the day with insightful presentations and discussions with top politicians and prominent business leaders. Every new member to the BPCC is entitled to attend a New Member Breakfast. This is a great opportunity to meet other new members and your relationship manager in the BPCC team and to start effective networking.

### **New! Certified Courses**

BPCC is partnering with certified training providers in order to promote high quality training courses accredited by professional organisations. Where applicable member companies qualify for special access rates for courses held both in Poland and the UK.



### **20<sup>th</sup> Anniversary Special! British Week in Poland and 20<sup>th</sup> BPCC Annual Ball**

The BPCC's 20th Anniversary is an occasion to celebrate, with a number of special events. Our Annual Ball, to be held at the Sheraton Hotel on Saturday 13th October, will be the highlight of the year, and there will be a British week held in Warsaw on 29 May – 1 June, in the run-up to the Queen's Diamond Jubilee. Now's the time to join to make the most of this momentous year.

**The BPCC plans its events calendar in line with members' wishes and needs therefore we welcome member suggestions for events.**

## *Business, luxury and leisure – five-star membership benefits*

The BPCC has carefully selected a prestigious range of business, leisure and luxury brands which are exclusively offered to our members at preferential rates and priority access in partnership with our members. This portfolio of brands is available to **individual employees of member companies.**

## *New! BPCC business growth portfolio – making business easy*

We're all about networking and making it easy for your company to do business. When you join the BPCC you will be assigned a dedicated BPCC Relationship Manager (MRM) whose responsibility is to enable you to get the most out of your membership. Together with our partners we offer a range of services which are especially designed to enable you to do business in Poland and the UK:

### **Getting started**

We know how difficult it can be to open up business in a new country – we make it easy

- Expert market briefing and opportunity signposting
- Preferential access to office, hot desk, virtual office and meeting rooms across both countries – please ask your MRM for details

### **Member only! Company listing and membership directory access**

We appreciate how important it is for your company's name and profile to be well-networked in the business community – we build your profile

- Preferential sector listing
- Access to our online business exchange
- Specialist focus portfolio listings



*The BPCC – Join a winning team – empower us to network your business*

### **Poland-based companies:**

- **Enterprise Class** (1-10 employees): 2,400 PLN / just 200 PLN monthly
- **Business Class** (11-150 employees): 4,800 PLN / just 400 PLN monthly
- **Chairman's Class** (151 + employees): 6,300 PLN / just 525 PLN monthly
- **20<sup>th</sup> Anniversary Partner**: 20,000 PLN
- **Patron**: 55,000 PLN

### **UK-based companies:**

- **Enterprise Class** (1-10 employees): 300 GBP
- **Business Class** (11-150 employees): 576 GBP
- **Chairman's Class** (151 + employees): 1050 GBP

Fees for UK based members will be increased by 20% VAT. Fees for Poland based and international members (non UK) will not normally be subject to UK VAT.

And your full benefits include...

- Member status and listing in membership database (full company details)
- Free access to selected networking events across Poland and the UK
- Free subscription to Contact *International Business Voice Magazine On-line*
- Free member access to the all-new BPCC Portal with dedicated sections
- Free access to all Policy Group meetings
- Member-only right to place your company's news, with logo and contact details
- Member-only access to the online Exchange with special member-to-member offers
- Member-only discounts at corporate and executive level

