



POLISH DEFENCE IT INDUSTRY DAY PROGRAMME

Warsaw, Al. Niepodległości 141A, 28th October 2019, 8:00-15:30

8:00 – 9:00	Registration
9:00 – 9:15	Opening speech: Tomasz Zdzikot, Vice-Minister, Polish Ministry of National Defence
9:15 – 9:25	Speech: Artur Dąbkowski, Polish Ministry of Entrepreneurship and Technology
9:25 – 9:35	Speech: Michał Polański, Polish Agency for Enterprise Development
9:35 – 10:20	Keynote speech: Kevin J. Scheid, General Manager, NCI Agency NATO Communications and Information Agency – strategy, cooperation with industry, academia and R&D , including: <ul style="list-style-type: none">• mission, vision, goals and objectives;• foundations for contracting;• industry, academia and R&D engagement – current opportunities (e.g. regular/standing engagements with Industry: NITEC, NIAS, industry days) and NCI prospects (e.g. NCI Academy, NFP Framework).
10:20 – 10:35	Polish defence IT industry engagement over 20 years of Polish membership in NATO and in future; role of National Technical Expert Col. Tomasz Dąbrowski, POL NATEX
10:35 – 11:15	Coffee break
11:15 – 11:45	Cooperation with the NCI Agency – industry perspective (success stories) Polish defence IT industry representatives – TBC
11:45 – 12:45	NCI Agency: Cooperation with industry, academia, research and development , including: <ul style="list-style-type: none">• principles of cooperation with the NCI Agency;• <i>Basic Ordering Agreement</i> (BOA) Programme;• <i>Best Value</i> methodology in NATO tenders;• <i>Business Opportunities</i> – planned tenders;• <i>Not-For-Profit Framework</i> – cooperation with academia and R&D;• <i>eProcurement</i> – enhancing your business with the NCI Agency;• recommendations for better engagement. Questions and answers Agata Szydełko, NCI Agency
12:45– 12:55	Summary: Col. Tomasz Dąbrowski, POL NATEX
12:55 – 14:00	Networking lunch
14:00 – 15:30	Preparing successful tender offer – interactive workshop: <ul style="list-style-type: none">• searching for information;• BOA Programme participation;• tender procedures;• preparation of tender documents, frequently made mistakes;• evaluation of offers. Agata Szydełko (NCI Agency), Polish defence IT industry
15.30	The end of conference