

OUR CHAMBER

Newsletter from Swedish-Polish Chamber of Commerce



Software Mind
Our third Strategic Partner

IN THIS EDITION

You are welcome to another issue of the newsletter Our Chamber, published by the [Swedish-Polish Chamber of Commerce](#) and devoted to our members.

We are thrilled and delighted to present a new strategic partner of the Chamber – the leading European software house with a global presence, [Software Mind](#). We have talked to Regional Business Manager Nordic, [Jakub Śmietana](#), and Chief Innovation Officer, [Damian Mazurek](#).

We will always, passionately and with great commitment, support all our members. Strategic partnership, however, goes beyond what is included in the membership, <https://svenskpolska.se/en/strategiska-partners-en/>.

An integral and crucial part of our newsletter is a presentation of new members.

We also pay a tribute to one of our most long-standing member firms, the world leader in the rapidly changing environment of communications technology, [Ericsson](#),

and interview its Country Manager Poland [Martin Mellor](#).

In other highlights of this issue we deep dive into the operations of the largest Polish speaking accounting services firm in Sweden [KAM Redovisning](#) and interview its CEO [Martin Krus](#), we talk to [Tomasz Staszewski](#), founder and owner of the steel structure builder and adviser/intermediary [Tomsteel](#) as well as to [Tuomas Asunmaa](#), CEO of [Spondeo](#), a Finnish-Polish family-owned company, founded to provide support in entering Polish and CEE markets.

[Lesslie](#) offers innovative payment solutions for businesses engaged in international trade. The company's CEO [Gunnar Rytterling](#) has made a video recording for the newsletter Our Chamber, explaining benefits of collaborating with Lesslie.

This is, of course, not everything we write about. You are, once again, warmly welcome to the third issue of the newsletter Our Chamber.

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NEW MEMBERS

We warmly welcome new members who have joined our community since the previous issue of the newsletter.

At the same time we wish to thank all our members, <https://svenskpolska.se/en/vara-medlemmar-en/>, for trusting us.

The strength of a chamber of commerce equals the strength of its members. Our task is to support and to nourish the Swedish-Polish business relations of our member firms and organizations, now encompassing also:

Accello

A consulting and advisory company specialized in Strategic Market Penetration for B2B Companies, mainly in IT, Finance, Manufacturing, and Tech Sectors. Accello is a strategic ally for international and domestic B2B enterprises focused on making a significant impact in the Swedish and Nordic markets. The Accello team's approach combines deep industry knowledge with a nuanced understanding of each sector's specific needs. This expertise is complemented by familiarity with the local business environment, positioning Accello as a highly knowledgeable partner in these markets. The company's comprehensive approach includes conducting market research, developing effective sales strategies, and crafting unique value propositions. A key service is the proactive booking of meetings with potential new customers, facilitating direct connections with important market players. Choosing Accello means partnering with a team that is dedicated to your success in the Swedish and Nordic markets. This commitment is backed by professional expertise and a practical understanding of the business landscape, ensuring your venture not only enters but makes a substantial impact in these markets. Please contact CEO [Victoria Rentzhog](mailto:Victoria.Rentzhog@accello.se), victoria@accello.se.

[Find out more](#)

Noort Cargo Care

Reliable and comprehensive solutions at affordable prices within transport and logistics. Nearly 15 years of experience in the sector. The main strengths are timeliness and care for the entrusted cargo. The company transports loads ranging from 1kg to 25t, in continental Europe, Scandinavia and the British Isles. It also transports cargo by sea, thanks to which it can handle every link of the transport chain. The broad range of services includes full truckload freight (tarpaulin or refrigerated containers), express delivery, oversized freight shipping, bulk goods shipping, groupage as well as maritime and air freight forwarding. Please contact CEO [Anna Lewicka](mailto:Anna.Lewicka@noort.pl), a.lewicka@noort.pl.

[Find out more](#)



ByArb

ByArb is a boutique law firm specializing in dispute resolution and avoidance. It brings nearly two decades of international experience in delivering legal solutions to clients spanning over a dozen countries. Founded by Piotr Bytnerowicz, FCI Arb, a seasoned expert in dispute resolution, ByArb addresses the demand for top-notch independent advocacy and other dispute resolution services in the CEE region. Piotr brings almost twenty years of experience gained at international law firms in Warsaw and London, as well as in-house in Western Australia. Most recently, he spent twelve years at the globally renowned White & Case, serving as lead counsel on dozens of major disputes. ByArb distinguishes itself by offering the level of expertise and service synonymous with top international law firms, coupled with the flexibility and cost efficiency unique to boutique outfits. Please contact founding partner [Piotr Bytnerowicz](mailto:p.bytnerowicz@byarb.com), p.bytnerowicz@byarb.com.

[Find out more](#)

SiSTAR Sylwia Startek Sibiga

Transport services within and between Poland and Sweden. Long and extensive experience in cross-border transports. Excellent contacts with Polish producers in a variety of sectors. Support to Swedish companies with interest in sourcing in Poland including verifying Polish suppliers in terms of quality and reliability. Potential to negotiate attractive prices and terms on behalf of Swedish purchasers. Please contact founder and owner [Sylwia Sibiga](mailto:sylwia@sistar.pl), sylwia@sistar.pl.

[Find out more](#)

Eureka Energy Systems

We have received the following description from the company: “Eureka is a Swedish company focusing on renewable energy and energy efficiency solutions. We focus on applications for heat capture and transformation of heat to electricity. There is a wide agreement that renewable energy is crucial in the challenge of transitioning from oil and gas dependency, but it’s not enough to reach the net-zero target. We need to combine renewable energy with more efficient and smarter use of energy sources. Eureka provides sustainable solutions within waste heat recovery systems to power, low to medium temperature geothermal power, waste heat to Hydrogen production, heat pumps and industrial applications, that create profit for our customers and positive impact on the climate, reaching net-zero targets. Based on our technical capability and vast understanding of customers’ processes, developed over many years, we combine our modularized standards with design flexibility that allows us to offer solutions in line with our customers’ specific needs. Whether it is new installations, retrofits or upgrades, by adopting Eureka’s energy efficient systems, global industry and geothermal power plants can enjoy short payback periods and a good return on investment, while cutting CO2 emissions. Eureka’s systems are based on a technical platform that has been used in 41 installations in 8 countries totaling an installed capacity of 28 MWe.” Please contact CEO [Peter Lundström](mailto:peter.lundstrom@eurekaenergy.se), peter.lundstrom@eurekaenergy.se.

[Find out more](#)

Food Collective AB

A full service commercial partner for FMCG (fast moving consumer goods) enterprises with an ambition to develop their business in the Nordics. The company was founded with an idea to offer products and services to the grocery trade. It has increasingly developed into a consulting company that offers business-related services to both Retail and HoReCa (hotels, restaurants and catering, in other words the whole food service industry). Food Collective offers a fully comprehensive range of go-to market services which include everything from retail analytics, assortment optimization, branding, sales and in-store execution, distribution and logistics to market strategy. The company states proudly on its website: “We bring you unique insight into the Nordic market. With over 150 years of combined experience from successful launches, we are your perfect business partner for successfully establishing your brand in the Nordics. For business growth we strongly believe in our structure where we combine well proven processes with experienced people having a can-do attitude.” Please contact CEO [Jenny Köpper](mailto:jenny.kopper@foodcollective.se), jenny.kopper@foodcollective.se.

[Find out more](#)



connectpoint

As an **integrator** and **software house** specializing in projects within the **energy** and **industrial** sectors, we apply our extensive knowledge to promote **sustainability** as a central part of the **digital transformation**.

ConnectPoint

An integrator and software house dedicated to fostering sustainability and innovation in the industry, energy, and utility sectors. With extensive experience, the company operates not only as a software house but also as architects of custom-tailored solutions designed to elevate your business. “At ConnectPoint, we don’t just keep up with industry trends; we set them. Our unique approach involves seamlessly merging IT and automation systems, symbolized by our name, which reflects our ability to bridge two worlds—IT and OT. We excel in operational data collection and analysis, providing actionable insights that empower both operational teams and management. What truly sets us apart is our commitment to sustainability and operational excellence. We promote sustainability as an integral part of the digital transformation journey for companies. Specializing in integrating automation systems, we offer advanced warnings of potential anomalies, optimize production processes, and enhance energy efficiency. Our expertise extends to groundbreaking projects at the intersection of Industry 4.0 and ESG (Environmental, Social, and Governance) reporting. By strategically aligning our solutions, we ensure that choosing ConnectPoint not only boosts your operational efficiency but also aligns with your sustainability goals and regulatory compliance.” Please contact Sales Director [Agnieszka Szlemińska](mailto:agnieszka.szleminska@connectpoint.pl), agnieszka.szleminska@connectpoint.pl.

[Find out more](#)



Himmelska bakery at Dana`s

Craft bakery located in Stockholm specialized in baking heavenly treats made with high-quality, fresh, natural ingredients and baked with passion and care. You can now indulge in delicious, healthy treats without compromising on quality or taste. Professional serving of delicacies during events, at maximum 200 portions at a time. Himmelska bakery will from now on serve its delicious products in connection to all events organized by the Chamber. Believe us - you do not wish to miss their cheesecake! Please contact founder and owner [Dana Rogoza, dana@himmelska.se](mailto:dana@himmelska.se).

[Find out more](#)



Inonom

Inonom helps, through coaching and transformation, Tech companies to generate more leads and close more deals. The founder, Mikael Wällstedt, is an entrepreneur who has coached +100 executives, leveraging +25 years' experience in international B2B sales within Tech. He is an active Board member with experience from several sectors and key domain expertise within B2B Saas, software development as well as digital transformation. He has acquired extensive experience in industries such as insurance, finance, logistics, IT security, telecom, and shipping. Mikael is a certified business coach with an M.Sc in Innovation Management. Please contact founder [Mikael Wällstedt, mikael.wallstedt@inonom.com](mailto:mikael.wallstedt@inonom.com).

[Find out more](#)



Polish IT Pros Stockholm

A newly created group, aiming at gathering IT professionals with a Polish background for networking, mutual support and fun. The group has so far had its first two, very successful, meetings and plans to come together monthly. The initiative comes from the CEO of one of our member firms, Jacek Ziółkowski, and the response to his idea has already been overwhelming. Are you also interested to join the group or would you just like to say hi? Please contact [Jacek Ziolkowski, jacek.ziolkowski25@gmail.com](mailto:jacek.ziolkowski25@gmail.com).

[Find out more](#)



IP Kiosk Intellectual Property Concepts

IP KIOSK Intellectual Property Concepts helps enterprises and individuals to develop protection strategies aiming at protection of ideas, intangible assets and brands – in Poland, and abroad. The company dedicates its time to develop the clients' businesses by matchmaking appropriate intellectual property tools. IP KIOSK Intellectual Property Concepts is unique by covering the absolutely entire process in areas such as copyrights, trademarks, branding, designs, IP rights strategy as well as contracts and agreements. It also arranges lectures, seminars and workshops deepening knowledge and raising awareness of the functioning of intellectual property rights. Please contact [Adrianna Ziecik, adrianna@ziecik.pl](mailto:adrianna@ziecik.pl).

[Find out more](#)



Pliny Lozère (Ostbricka Stockholm)

"We deliver luxurious cheese platters in Stockholm. We have collected the finest cheeses from all over the world and present them on our elegant cheese boards. Our passion is to share our love of cheese with our customers and to give them a unique experience. Order a cheese platter from us to get a taste experience beyond the ordinary. On our website, <https://ostbricka.se/>, you can choose between ready-packaged cheese platters or you can build your own cheese platter. If you choose to build your own cheese platter, you have the opportunity to adapt it completely to your own preferences and tastes. Ostbricka Stockholm - our cheese platters are perfect as a delicacy at the party, as a gourmet dinner with friends or as a special surprise for someone you care about." Ostbricka Stockholm offers, in connection to deliveries in Stockholm, an exclusive 10% discount to all Chamber members and connections until 29 February 2024. Simply use the code HANDELSKAMMAREN at the checkout on the website, <https://ostbricka.se/>, to enjoy the discount on the company's curated selection of cheese delights.

[Find out more](#)



Konferens Torsgatan

A conference event facility, situated in Bonnierhuset at Torsgatan 21, about 12 minutes walk from Stockholm Central Station. It offers conference rooms in various sizes from a small room for 12 people to an auditorium that holds 250 people. The conference facility is completely newly renovated with a lovely atmosphere in the inner atrium, Ljusgården, that surrounds the meeting rooms. Every detail has been carefully designed to create an inspiring conference experience. Here you will receive a personal welcome and professional service. All refreshments such as coffee and lunch are served on site. Dedicated conference staff is available to make sure your meetings or conferences run smoothly. They can arrange everything from placing furniture, serving food and drinks, to picking up and dropping off the venue. To get the discount please email konferens@bonnierfastigheter.se and refer to Swedish-Polish Chamber of Commerce.

[Find out more](#)



Izabela Andrzejewska-Czernek (tax consultant)

Izabela is a PhD in tax law, attorney at law and board member of the Polish Branch of International Fiscal Association (IFA). Izabela has almost 20 years of experience in the tax advisory industry. She advises companies (including financial institutions, the telecommunications and automotive sectors, SMEs and startups) as well as individuals. She is also actively involved in activities for the development and improvement of the quality of tax law in Poland. She has authored or co-authored 12 books and dozens of academic articles on tax law. Her areas of specialization include both international and Polish tax law. Please contact Izabela by emailing andrzejewska.czernek@gmail.com.

[Find out more](#)

Lakeway Link

A new Swedish shipping company, founded by Wallenius Marine AB and Greencarrier. Lakeway Link will be launching at the beginning of 2024 a unique maritime connection between Poland and Sweden for the transportation of cargo and will be offering four departures a week in each direction. The journey will take approx. 30 hours. Roll-on/roll-off vessels will transport anything that can be packed onto a trailer, including high and heavy cargo, the entire way from Gdynia to Västerås and Södertälje, through Mälaren, and vice versa. Initially, transportation will be carried out using chartered roll-on/roll-off vessels. From 2026 onwards Lakeway Link will be using its own custom designed vessels, optimised for the new locks leading into Lake Mälaren and offering significantly higher capacity as well as transportation efficiency. To minimise emissions during the journeys, the company is exploring ways of using liquid biogas (LBG) as fuel. Calculations by the consulting company Sigma show that Lakeway Link's solution, even with current vessels, leads to at least 50 percent lower climate emissions per unit transported from Warsaw to Västerås compared to conventional truck transportation by road. Please contact CEO [Fredrik Hermansson](mailto:fredrik.hermansson@lakewaylink.com), fredrik.hermansson@lakewaylink.com.

[Find out more](#)

Unity Cyber Collective

A premier cybersecurity service provider dedicated to enhancing digital security and resilience. "At Unity Cyber Collective, cybersecurity isn't just about protection; it's about empowering businesses in an increasingly digital world. Our approach combines advanced technology with expert human insights, creating a fortress around your digital assets. We specialize in a comprehensive suite of services, including threat-guided detection, tailored threat landscape development, and customized incident response planning. Our offerings are not just about responding to threats, but proactively outmaneuvering them. We believe in a holistic approach to cybersecurity, focusing not only on technical defenses but also on empowering your team with knowledge and skills. Our expertise includes conducting offensive testing in client environments, simulating real-world attack scenarios to ensure your defenses are unbreachable. Unity Cyber Collective's commitment goes beyond securing your immediate environment; we are dedicated to shaping a safer digital future for your organization. By entrusting us with your cybersecurity needs, you're not just securing your present; you're investing in a resilient, secure future." Please reach out to contact@unitycybercollective.com. Please contact founder and CTO [Konrad Kaluzny, konradkaluzny@unitycybersec.com](mailto:Konrad_Kaluzny, konradkaluzny@unitycybersec.com).

[Find out more](#)



Weronika Sikora

A Project Manager with 7+ years of experience in the Higher Education sector. Skilled in writing and managing EU funded projects. Weronika helped WSG University to grow and strengthen international cooperation by acquiring new partnerships and offering new study destinations in Latin America, Europe, Asia and Africa. An international environment is where she feels best. Weronika has studied in England, Finland, and Poland, and is a Business Management graduate and Master of Economics. Fluent in English, Spanish and Polish, she is currently building her proficiency in Swedish. She recently joined the editorial team of the newsletter Our Chamber and is currently looking for opportunities in Sweden. You can contact her at weronika.sikora.m@gmail.com.

[Find out more](#)

Valleyberg Studio

Valleyberg Studio, based in Stockholm, is at the forefront of XR prototyping, specializing in immersive VR and AR experiences. The company states proudly: "Our passion lies in user-centric design and harnessing cutting-edge technology to craft exceptional experiences. From designing prototypes to delivering tailored virtual reality solutions, including corporate training and immersive seminars showcasing the potential of VR in various industries, we're committed to transforming ideas into unforgettable virtual realities. Reach out to us to explore how we can revolutionize your XR ambitions. Let's create a path from the Valley of your Ideas to the Top of the Success mountain. Valleyberg Studio is dedicated to supporting fellow members and connections of the Swedish-Polish Chamber of Commerce. As a gesture of our commitment, exclusive special deals and tailored packages will always be available for Chamber members as well as contacts of the Chamber. We invite you to explore our immersive XR solutions and discover how our specialized services can elevate your projects. Get in touch with us at contact@valleyberg.com and add in the subject line "Chamber" and your subject to unlock these exclusive offers and revolutionize your XR experience."

[Find out more](#)



Magnusson Minds

A portal for professional advice which offers support in structuring, prioritising as well as assessing and provides concrete advice on how to act or not to act. Exceptionally sophisticated counselling combined with a unique hands-on approach and independent collaboration with other first-class professionals. More than three decades of experience in advising Swedish and international clients on a variety of complex legal matters. The track record also includes starting, running and developing business across more than 10 different countries. Services consist of for instance mediation, Swedish and international conflict resolution, support in connection to negotiations, project management, strategic advice and business development as well as counselling in the capacity as trusted adviser. Please contact founder [Per Magnusson, per.magnusson@magnussonminds.com](mailto:Per_Magnusson, per.magnusson@magnussonminds.com).

[Find out more](#)



Market Ecology Sweden

The company executes Sustainable Management projects that accomplish continuous improvement of client business, knowledge base, and management. Thanks to the company's expertise the financial, environmental and social value is increased. Market Ecology Sweden's main area of work is related to management systems, EHS/ESG auditing of organizations/operations, legal compliance assessments, EHS process development and improvement as well as Due Diligence assessments in mergers and acquisitions (M&A's) and in real estate transactions. In addition, the company uses its experience and capabilities to develop and manage the systematic Environmental, Health & Safety and Sustainability work in organizations to help its clients reach their goals and continuously improve their performance and become Sustainable. Market Ecology Sweden also supports companies in their sustainability work related to strategy and goals, assessment of suppliers, sustainability risk assessments, and sustainability reporting. With true diligence and passion for transactions Market Ecology Sweden uses its interpersonal skills, experience and entrepreneurial skills to deliver cost-effective and competent advice to clients that surpass expectations. Please contact founder and CEO [Tomasz Halkiewicz](mailto:th@marketecology.se), th@marketecology.se.

[Find out more](#)



TSLOGISTIC

A Polish Logistics, Transportation, Supply Chain and Storage company with headquarters in Poznań and offices in Gdynia, Katowice, Kraków, Lublin, Słubice, Warszawa as well as in Wrocław. TSLOGISTIC provides its customers with a wide range of professional freight forwarding services and since it is constantly developing, the range of its services is continuously expanding. Currently they provide supply chain management, warehousing also road, sea and air transport as well as full oversize transport. The company's comprehensive offer includes optimization of costs and setting of processes, personalized service and transport counselling, customs and insurance. TSLOGISTIC is a member of the world biggest logistic organizations IATA and WCA. The quality of its service is also proved by ISO 9001:2015 and ISO 28000:2007. Please contact CEO [Maciej Seiffert](mailto:maciej.seiffert@tslogistic.com.pl), maciej.seiffert@tslogistic.com.pl.

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VirtusLab is a member of the Swedish-Polish Chamber of Commerce

Pawel Urba
Business Development Manager

Mikaela Hägg
Team Lead Business Development

YOUR PARTNER IN TECHNOLOGY / virtuslab.com

VirtusLab

Specialising in consulting and engineering for backend and microservices applications, VirtusLab utilises Scala, Java, and Kotlin. The company's proficiency extends to DevOps, cloud engineering, and front-end development with a focus on UX/UI, data, and AI. Since 2010, VirtusLab has been a trusted partner in constructing and maintaining cutting-edge business systems. Beyond delivering sophisticated solutions, the company excels at driving significant change in the way its partners use technology. VirtusLab is also dedicated to helping organizations build efficient, modern engineering capabilities. The company's global impact is evident in its ability to guide clients through every phase of their digital journey. You can learn more about the transformative possibilities offered by this dynamic partnership by contacting Business Development Manager, [Pawel Urba](mailto:purba@virtuslab.com), purba@virtuslab.com or Team Lead of Business Development, [Mikaela Hägg](mailto:mhagg@virtuslab.com), mhagg@virtuslab.com.

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TRINEO

your reliable engineering services partner

Trineo

A Polish IT company with an international client base, established in 2014. It specializes in software development, systems design, and IoT devices. The company employs over 40 IT industry professionals working on innovative projects for clients in the USA and Europe, executed to the highest quality standards. Trineo supports clients in sectors such as IT, security systems, telecommunications, industry, and industrial insurance. The company delivers cutting-edge technological solutions that enhance business process optimization and increase corporate efficiency. This year, for the second consecutive time, Trineo has been honored in the "Forbes Diamonds" ranking and has also been listed in the 2023 Business Gazelles of Puls Biznesu – a prestigious ranking by the business daily. "These recognitions are a testament to our commitment to our clients' development. Innovation and flexibility are Trineo's core values, manifesting in our approach to solution design and implementation, allowing us to meet market and client demands. Our achievements are attributed to our dedicated staff, whose satisfaction and development we continuously prioritize, directly impacting the quality and effectiveness of our solutions. Trineo is more than an IT company; we are a business partner supporting clients in their growth. By gaining industry recognition and prestigious awards, Trineo reaffirms its position as an effective partner delivering innovative solutions." Please contact Co-founder and CEO [Piotr Orzechowski](mailto:piotr.orzehowski@trineo.pl), piotr.orzehowski@trineo.pl.

[Find out more](#)



KRZYMOWSKI advokater

A family operated business law firm established in 2010, based in Stockholm, offering service in Swedish, English and Polish. The firm's three partners all hold juris doctor (LL.D) degrees from Stockholm or Uppsala university. Combining a passion for the law with experience, KRZYMOWSKI Advokater are committed to providing services tailored to meet the diverse needs of all types of clients. The firm has more than a decade of experience in assisting clients in legal matters. Below there is some more information about its fields of expertise and services. Commercial Dispute Resolution - effective and strategic solutions to resolve conflicts, efficiently protecting the interests of the firm's clients and handling both litigation and arbitration proceedings. Real Estate Transactions and Lease Law - expert guidance and support in navigating the complexities of property-related matters. Merger and Acquisitions - KRZYMOWSKI advokater excels in advising on mergers and acquisitions, providing in-depth insights and meticulous attention to detail in structuring transactions to achieve the best outcomes. Distribution Agreements and Agency Structures - the firm offers guidance in creating robust distribution agreements and agency structures, facilitating successful partnerships for clients. Expert Opinions - KRZYMOWSKI advokater's team of seasoned lawyers provides expert opinions to address intricate legal issues, offering invaluable clarity and guidance to clients. Internal Investigations - thorough internal investigations the firm ensures corporate compliance and integrity, safeguarding the reputation and interests of clients. Corporate Taxation and Transaction Structuring - KRZYMOWSKI Advokater offers comprehensive expertise and optimizes financial strategies. Please contact co-founder and partner, [Antonia Krzymowska](mailto:antonia.krzymowska@krzymowski.com), antonia@krzymowski.com.

[Find out more](#)



Connector Germany

The company connects predominantly Polish enterprises with German and international enterprises, institutions and corporations and introduces them in the German market as well as in other European markets. Connector Germany helps to develop existing Polish businesses abroad and provides them with an experienced team of advisors, lawyers, tax advisors, notaries and employees of institutions throughout Germany and other European countries. In Germany the company takes care of its clients' image with the support of German-speaking copywriters, graphic designers and communication specialists. Connector Germany organizes training, economic missions, study trips, meetings with selected business partners and events related to operating on foreign markets and establishing contacts with contractors. The main activities include market analysis, coordination of the opening of companies in Germany (limited liability companies - German GmbH), and sales activities for the clients. Please contact the founder and owner [Jolanta Zukowska, zukowska@connectorgermany.com](mailto:Jolanta.Zukowska@connectorgermany.com).

[Find out more](#)

 DAC.digital

Engineering Your Vision with Tech Excellence

DAC.digital

DAC.digital is one of Europe's fastest-growing software and deep tech companies, certified to ISO 13485 and ISO 27001, awarded by Deloitte, Financial Times, Clutch, and others. The company offers collaboration with top-notch engineering teams as well as design, build, and scale products which help its clients solve business and tech problems. A dynamic team of engineers and visionaries is driving DAC.digital's journey by embracing cutting-edge technologies, such as robotics, generative AI, machine learning, computer vision, embedded systems, and more. Among dozens of deep tech and R&D projects that DAC.digital has delivered for startups, scaleups and enterprises over the last 14 years, it can be mentioned that the company has helped to design a drone-based solution with an object-recognition and mapping capability for a forestry company, a data-driven microservice platform for African agricultural resilience and a body-operating precision robot dealing with low-resolution video streams for the beauty industry. This diversification fuels DAC.digital's commitment to redefining industry norms through ground-breaking deep tech solutions. Please contact Head of Business Development [Daniel Bak, daniel.bak@dac.digital](mailto:daniel.bak@dac.digital).

[Find out more](#)

MEET A MEMBER

World leader in communications technology

By Ewa Sienkiewicz



Ericsson is a global company and world leader in the rapidly changing environment of communications technology by providing hardware, software, and services to enable the full value of connectivity.

Key facts:

- **Global headquarters:** Stockholm, Sweden
- **Business operations:** 175 countries
- **Net sales for the full year 2022:** 271.5 billion SEK
- **Listed:** Nasdaq Stockholm and Nasdaq New York
- **Number of employees worldwide:** more than 100 000

Ericsson History:

The company was founded in 1876 in Stockholm by Lars Magnus Ericsson. Just two years later, he sold the first phone he produced. In 1881, Ericsson signed the first large contracts in Norway, Russia and Sweden. At the beginning of the 20th century, Lars Magnus Ericsson's company employed over 1,000 people.

Since the dawn of telecommunications, the company has put enormous time and effort into collaborating with others to set open standards that make global communications and connections possible.

“From day one, we have been committed to innovation and to the global ecosystems that support it.”

“In the beginning, we revolutionized analogue communications with new switching techniques and technology. When the digital revolution came we were first there too. When broadband was in its infancy we were already working on the technology that would become 3G, and we were developing 4G long before the smartphone became ubiquitous.”

Ericsson in Poland:

The first Ericsson telephone exchange was launched in Warsaw at Zielna Street in 1904. Nowadays the company has two research and development centers in Poland: in Łódź and Kraków and employs nearly 2,000 engineers responsible for the development of subsequent Ericsson ICT products used around the world.

Our Chamber has interviewed Martin Mellor, Country Manager at Ericsson Poland.

Our Chamber:

What's Ericsson's history in Poland?

Martin Mellor:

Ericsson has a long and proud history in Poland and we have been innovating for 120 years. We started the first voice switchboard in 1904 when a 5km radius cable duct imported from Sweden was laid in Warsaw and voice calls started. This was successful and quickly expanded to other towns. Ericsson has always supported diversity in the workplace and we had 171 women switchboard operators who became known as the Swedish ladies. There are still memories of this in Warsaw today and

there are many manhole covers with the original Ericsson logo throughout the city. During the times of mobile communication we have been market leaders for 2G, 3G, 4G and now 5G providing voice, video and data services across Poland.

Our Chamber:

Ericsson has extensive R&D activities in Poland. Why in this particular location and what are Poland's advantages from your point of view?

Martin Mellor:

Ericsson has 1800 software development engineers



working in Krakow and Łódź developing radio software for customers worldwide. They develop software in all radio technologies and they work with major mobile operators in all countries including Poland. In terms of the Polish advantages these engineers are part of a team that has worked for Ericsson for over 25 years and trust, respect and recognition of the Polish software skills has been developed over this time. Polish universities produce excellent graduates and Poland is well known for having high quality mathematics and software experts. The Polish engineers share the same values and same approach to putting our customer first. With the strong contribution from the Polish team we are seeing more global appointments with Polish managers. Ericsson also has 4G, 5G and baseband production in Tczew with our partner FLEX. This year we produced the 1,000,000th radio at the factory and these radios and basebands power 4G and 5G mobile networks all over Europe.

Our Chamber:

How do you envisage Ericsson's future in Poland and globally?

Martin Mellor:

The digitalized enterprise will be based on 5G which is the world's largest open innovation platform. 5G has

been the fastest deployed of all mobile technologies and will bring benefit to consumers and enterprises. Poland has much to gain from 5G because of the large number of factories and they will all be using 5G to become more efficient and grow revenues. Worldwide there will be 1.3 billion 5G subscriptions by the end of 2023 and our mobility report predicts 4.3 billion 5G subscriptions by 2028. Poland has completed the 5G auctions and Polish mobile operators will have 5G services starting during Q1 2024. This will provide a boost to the Polish economy and we are ready with Ericsson's market leading technology to contribute to the construction of the Polish 5G network.

Our Chamber:

Do you think that the ties between Sweden and Poland will deepen in the future and if yes, what are the main drivers of such development?

Martin Mellor:

I do think the ties between Sweden and Poland will deepen in the future and this will be based on the existing strong ties with major Swedish companies investing in Poland. These are across technology, transportation, defence, healthcare and the main drivers are a common focus on innovation and environmental issues.



Country Manager at Ericsson Poland

Martin Mellor

The largest Polish-speaking accounting services firm in Sweden

By Martyna Skowrońska



KAM Redovisning AB is Sweden's largest accounting services firm with extensive Polish language capabilities. The company specializes in presenting economic processes in a simple and understandable way. In addition to the usual bookkeeping and payroll services, Kam Redovisning AB assists with the registration of foreign companies in Sweden as well as the establishment of local entities.

Other services are for instance business and tax advice, but also support to clients in dealing with Swedish Authorities and Institutions, such as Skatteverket, Migrationsverket and Arbetsmiljöverket.

One of the most important elements involved in running a business is the company's accounting. However, finding an accounting services firm that is able to adequately support a client with an international business can often be a challenge. We have had the opportunity to discuss this topic with founder and CEO of KAM Redovisning AB Martin Krus.



Our Chamber:

What, in your opinion, influences the choice of an accounting firm and why do so many Polish entrepreneurs choose your services?

Martin Krus:

As an accounting firm with many years of experience, we realize that choosing the right partner to handle accounting matters can be crucial for the development of any company. Our clients can outsource to us both full and partial accounting services, payroll management, company registration, as well as receive support with economic and tax advice. Our approach focuses on adapting our services to the requirements of each client, which allows us to better understand the needs and expectations of entrepreneurs. As a result, this translates into customer satisfaction and long-term business relationships.

Our Chamber:

How does Kam Redovisning AB keep up with ever-changing regulations?

Martin Krus:

The experience and knowledge of our qualified employees is a key factor in choosing our company. Thanks to the continuous improvement of our qualifications, we can provide comprehensive support also to Polish entrepreneurs.

As members of the SRF (Swedish Accounting Federation), we place great emphasis on transparency and integrity in our operations. We go to great lengths to ensure that our services are always in line with current regulations and standards. In addition, we focus on modern technological solutions that allow us to serve our clients even more efficiently.

Finally, our company enjoys a good reputation and recognition among clients who appreciate our professional approach and high quality of services. All this makes Polish entrepreneurs willing to use our services and recommend us to their business partners.

Our Chamber:

Which clients, in terms of industry but also type of business, can best benefit from your services? Does KAM provide packages for a particular client group?

Martin Krus:

Our services are aimed at a wide range of clients, from small and medium-sized companies to international public-listed companies. Larger companies are clients from the construction industry, but we have experience in serving any industry whether industrial, service or IT. Whatever the industry or type of business, our services are tailored to help you succeed in your business. The firm offers a variety of accounting packages to suit the needs and requirements of different client groups. We also strive to provide flexibility in the services available so that clients can choose the option that best suits their needs.

Our Chamber:

How would you assess the work of our Chamber?

Have you been able to reach new customers through our activities?

Martin Krus:

The Chamber is committed to supporting the development of Swedish-Polish business relations. The Chamber's initiatives allow for the exchange of knowledge, experience, and the establishment of valuable business contacts, which certainly has an impact on business development. By taking advantage of these opportunities, we have been able to reach a wide audience that previously had no opportunity to get to know our offer.

Our company is constantly evolving and adapting to the needs of our customers so that our services are best suited to their expectations. We are happy to reach out to more and more customers and support their activities in Sweden.

Our priority is always customer satisfaction, and we strive to build long-term relationships that are based on trust and offer the highest quality of service.



Founder and CEO
Martin Krus



Save time and money on your international transactions - optimize your business with Lesslie PAY

By The Editorial Team

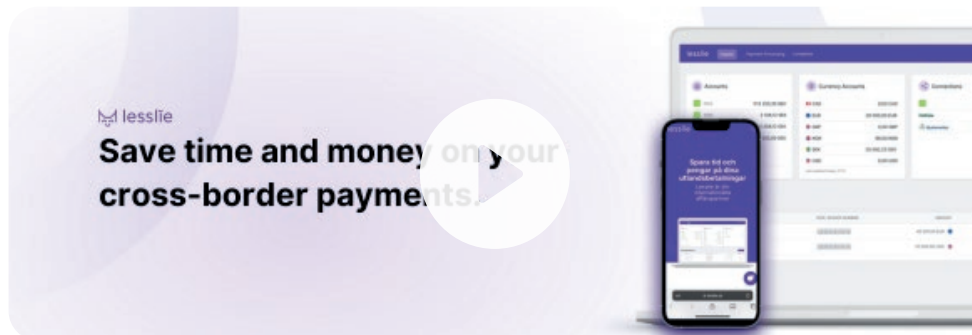


[Lesslie Technologies](#) is one of Sweden's fastest-growing Fintech companies, which has developed the payment platform "Lesslie PAY" to help small to medium sized businesses involved in international trade to save time and money on their cross-border payments. By using Lesslie PAY your business will benefit from:

- **Reduced banking fees** - a 30% reduction in currency exchange fees compared to traditional Swedish banks
- **Less administration** - easier and automated book-keeping for all your international transactions
- **Streamlined payments**
- **One multi-currency account**

Get Lesslie PAY for free - your painless payment platform for cross-border transactions.

Our Chamber has asked Gunnar Rytterling, Lesslie's co-founder and CEO, to explain to our readers the benefits of collaborating with Lesslie. Gunnar chose to answer us by recording a video:



Co-Founder and CEO
Gunnar Rytterling

AI software services partner of Nordic companies

By Jerry Ralowski



Software Mind, a leading European software house with a global presence, is reimagining tomorrow by providing companies with cross-functional development teams who can write high-quality software, help deliver innovative solutions, and drive digital transformations. The company boosts software delivery by specializing in cloud computing, AI, embedded software, and data science technologies, to name a few. Software Mind teams embrace openness and sustainability and are always dedicated to understanding the vision of their business partner.

Key facts:

- 10+ Research and Development centers worldwide
- 20+ years of innovation
- 250+ clients trusting the company
- 1000+ delivered projects
- 1200+ talented experts

We have interviewed Regional Business Manager Nordics Jakub Śmietana and Chief Innovation Officer Damian Mazurek (for follow-up questions please contact jakub.smietana@softwaremind.com).



Chief Innovation Officer

Damian Mazurek



Regional Business Manager Nordics

Jakub Śmietana

Our Chamber:

Software Mind has an impressive presence in many European countries and the Americas. What do you find attractive in the Swedish market, and what are the characteristics of this market in your view?

Jakub Śmietana:

Software Mind has successfully developed software for clients from different countries and industries since 1999. In the Nordics we have many thriving ongoing collaborations. Our area of operation extends beyond Sweden, as we aim to establish ourselves as a trusted software house in Norway, Finland and Denmark by cooperating with top companies in these countries. Nordic countries have become a hub for startups and innovation, with

a booming entrepreneurial ecosystem and a balanced business landscape featuring established enterprises. The Swedish market is where we are focusing most of our activities presently, but we are also planning to expand our existing cooperation with businesses in other Nordic countries. People in Sweden, just like throughout the region, are open-minded regarding new technologies like AI, and we see a strong match in terms of our beliefs and missions. While talking with Swedes, I quickly realized we have a similar approach to life and business. In Sweden everyone instinctively seeks out partners and environments that drive them in a positive direction, are success-oriented, and, at the same time, passionate about what they do. This is the business environment we are looking for.

Our Chamber:

What are your plans for Sweden and the Nordics?

Jakub Śmietana:

We want to increase our regional presence and look for new opportunities to share expertise and expand our services in the Nordics. Strong collaboration is essential, not only with the Chamber but also with AI-focused companies, startups and business communities. Our team has vast experience and technological expertise and is eager to share this knowledge. The plan for 2024 is to organize various initiatives, including events, meetups and technology workshops. Our goals are to build a stronger network and facilitate a significant exchange of knowledge.

Another objective is to increase our market share by emphasizing our AI development, digital transformation and consulting services, which aim to improve and automate the SDLC (Software Development Life Cycle) process. By building on a solid base of ongoing collaborations, working diligently, demonstrating professionalism and increasing Software Mind's exposure, we want to become the best software development option for Nordic companies seeking to improve the quality, speed and efficiency of software delivery.

Our business team in Sweden is already available for meetings every day. A local presence helps us to better understand our partners' needs and provide more effective solutions. Looking at our past experiences, we know this is a winning approach.

Our Chamber:

Software Mind has invested heavily in capabilities in areas such as AI and Machine Learning. Can you give us a few examples of recent assignments and activities?

Damian Mazurek:

AI has become a popular topic in the last 12 months, thanks to OpenAI and ChatGPT. The reason is that ChatGPT has succeeded in making AI more accessible to non-technical people. However, the development of this technology has been ongoing for years. My team and I have been focusing on AI for quite some time, as I am sure the new generation of artificial intelligence will lead to another technological revolution. Therefore, I have devoted myself to researching and experimenting in this field. Now that Software Mind has a solid foundation, we

have decided to develop our expertise in AI further.

Thanks to our collaborative efforts, we have become a leader in developing solutions based on large language models (LLMs) and successfully delivered some fantastic projects. You can find detailed information about some of them on our [dedicated AI webpage](#) under the "Case Studies" section. However, I will briefly mention three Software Mind projects that successfully highlight what AI is capable of:

- An AI project that assists doctors in evaluating patients' symptoms by conducting initial interviews and analyzing symptoms, resulting in expedited diagnoses and faster processes.
- An AI project that helps to qualify metal categories to remove potential categorization errors, thereby saving millions of euros.
- An AI project that manages organic breeding, enabling swifter reactions to variables that can lead to animal reproduction terminations.

I've only scratched the surface here, as I don't want to bore readers with too much detail. However, I hope you can still understand my earlier point. We aim to create solutions that positively impact lives and the world while being practical and helpful.

Our Chamber:

What would be the most exciting trend in artificial intelligence worth following for the upcoming months?

Damian Mazurek:

Artificial Intelligence is here to stay for good as it's not a short-term fad. According to Brainy Insights, the generative AI market is projected to reach \$188.62 billion USD globally by 2032. There are a few interesting AI trends for 2024, for example, the advancements of AI in the field of robotics or the influence it will have on various industries such as healthcare and finance, but I would like to underline three exciting trends – AI-powered augmented and virtual reality, autonomous AI agents and the emergence of personalized AI assistants

AI technology will be integrated with augmented reality (AR) and virtual reality (VR) applications to create



a more personalized, interactive and engaging user experience. AR applications will use AI-backed object recognition software to seamlessly blend digital elements into the real world, thereby creating a more realistic and immersive experience. Similarly, AI will analyze facial expressions, voice tone and body language in VR environments to provide personalized and emotionally resonant interactions.

The second trend is autonomous AI agents with unique skills and knowledge, which will collaborate to achieve a shared objective that surpasses the conventional AI approach. These multi-agent AI tools are highly flexible and adaptable and can dynamically assign tasks and roles based on current needs. As these systems are increasingly implemented into real-world platforms and solutions, they will more effectively empower human work and help us to do our jobs better.

The third trend focuses on the emergence of personalized AI assistants expected to bring about significant changes in the way people and companies work. These intelligent tools are designed to anticipate needs, optimize tasks and provide personalized recommendations, which will improve efficiency and productivity. By analyzing vast amounts of data, AI can offer businesses and individuals valuable insights, including identifying trends, patterns and anomalies that can inform decision-making and strategic planning. Moreover, AI assistants can help



rier for employees. When companies find themselves in this situation, they often seek external help, and we are a top choice as a software partner.

We have encountered companies still using outdated software technologies or struggling with the speed of software delivery (too much work for too few engineers). Some of them even utilize hundreds of Excel spreadsheets as databases, rely on 'analog' solutions like paper, or do not have developers with the necessary skillset in-house. Simply telling them to switch to a modern cloud-based solution and 'write better software' is not enough. Clients need to be convinced about fostering a culture of change and developing software more efficiently. We assist them in doing it and solving their problems.

There is an important factor that must be taken into account when implementing software – it is an ongoing

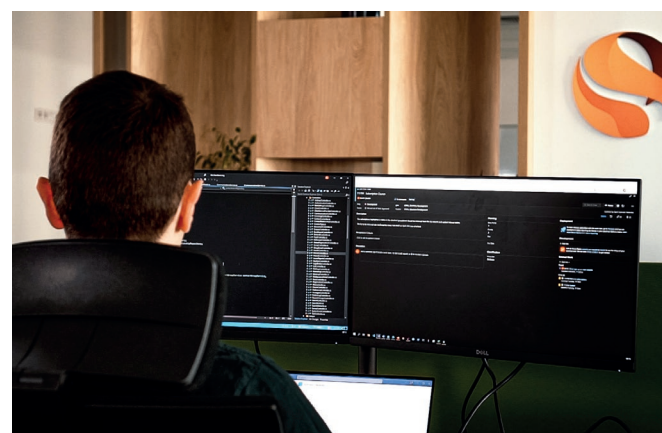
increase employees' productivity by providing real-time information, personalized guidance and actionable insights. Picture a scenario: You need to extract the information required from the preexisting databases in your company. What do you do? You open the messaging platform used in your organization and ask your custom AI assistant for the necessary data by typing or using voice commands, specifying the type of file you want to receive. Moments later, you will have the file, and the assistant will suggest additional information that might be useful. Plain and simple.

Our Chamber:

It is important for businesses to implement AI to stay up to date, but Software Mind also assists its partners with other development projects. In which area do they most frequently need your expertise?

Jakub Śmietana:

Driving a digital transformation through addressing the major challenges companies face today is the first thing that comes up very often. The cost of developing software and the time it takes to design better solutions for the whole organization can undergo a major shift if you cooperate with someone who has the right expertise. Many businesses are desperate to update their technology, but what may appear to be a simple process can quickly become a significant challenge due to outdated technology. This tech debt can be an overwhelming bar-



process. As the industry saying goes, "Software is never done." Even after a successful implementation, it is essential to consider necessary upgrades and inevitable updates to existing solutions (so-called Software Delivery Lifecycle – SDLC). Although it may appear unnecessary or costly in the short term, continuously improving and utilizing cutting-edge solutions gives your business a competitive advantage and ultimately saves time and money in the long run.

Our Chamber:

We greatly appreciate that Software Mind has become a Strategic Partner of the Chamber. What were the drivers behind this decision?

Jakub Śmietana:

I believe only in strong and long-lasting partnerships.

You must gradually gain the trust of your partners. You will not achieve it through sending emails, cold calling, or video meetings. The best partnerships are built through direct interactions and giving each other opportunities and time to get to know each other better. That's why the Swedish-Polish Chamber of Commerce is an environment where like-minded people can get to know each other and, later on, help each other build a business.

Software Minders, as we call people working for Software Mind, are a perfect fit for working with Nordic companies. Although our employees work in different teams, on various projects and with different people, we have observed that they take ownership of their work, act with respect towards others and prioritize continuous growth, both professionally and personally. Maintaining a healthy work-life balance and promoting well-being are crucial to our employees' success. Our organization values sustainability, pays taxes in all the regions it operates in and is always open to new ideas. At the end of the day, developing software is about the right people and the right mindset.

Our Chamber:

Speaking of the human factor in programming. Are you not afraid that AI will take your software engineering jobs?

Damian Mazurek:

AI technology in programming is not meant to replace software programmers but instead, to enhance their work. These tools are designed to streamline repetitive tasks such as debugging or code generation, freeing up more time for programmers to concentrate on solving complex problems and fostering innovation. Using AI tools can lead to a productivity increase of around 30% to 40%. This does not mean that companies will require 30% to 40% fewer engineers, but rather that they will be able to develop solutions that are 30% to 40% better. While AI enhances efficiency, it works in tandem with human creativity and critical thinking. Software engineers still play a pivotal role in designing algorithms, understanding user needs and ensuring the ethical use of AI. This means that the role of IT architects and people responsible for quality assurance (QA) will become even more substantial. Rather than replacing jobs, AI fosters a symbiotic relationship, empowering programmers to design better, faster and more sophisticated solutions. Ultimately, this technology was created by humans and is here to elevate their work. It's just a matter of knowing how to take advantage of it.



Pioneering Excellence in Market Entries and Redefining Recruitment Dynamics

By Ewa Sienkiewicz



Spondeo was founded to aid in expansion in the Polish and CEE markets. It was founded in Poznań, Poland but it has recently itself expanded to Lviv, Ukraine and the Czech Republic. It is an industry-independent firm serving clients from numerous areas, from manufacturing to IT and everything in between.

Spondeo's vast portfolio of services and a genuine dedication to values are the keys to the company's success, producing lasting bonds and gaining the trust of many clients. With a comprehensive suite of services tailored for market newcomers, Spondeo acts as a strategic partner, guiding entities through the complexities of establishing a presence in Poland. The company's proficiency in regulatory insights, market analysis and tailored advice services enhances its ability to act as catalysts for prosperous market entrances.

Our Chamber has interviewed Tuomas Asunmaa, co-founder of Spondeo, tuomas@spondeo.fi.

Our Chamber:

What is Spondeo's history in Poland?

Tuomas Asunmaa:

Spondeo is a Polish-Finnish family company. We started helping Finnish companies in the Polish market as a side business but over the years it grew to be our daily job. Right now we have a team of 11 that serves nearly 50 clients from 7 countries. Our main focus is on go-to-market initiatives, increasing revenue and headhunting.

Our Chamber:

What distinguishes Spondeo from other businesses in the industry?

Tuomas Asunmaa:

We frequently refer to our services as consulting and when people think of consulting, they typically think of suits, ties, and very elaborate and costly powerpoints. Although we may accomplish that, our primary approach is to ascertain meeting the clients' actual goals, as well as their resources and budget and then to develop the projects accordingly.

90% of our revenues in 2023 were from inbound leads, therefore I suppose I can say that our project management methodology is appreciated.

Our Chamber:

Where do you see the greatest growth opportunity?

Tuomas Asunmaa:

Many clients asked us to work on projects in the Czech

Republic last year, and we are now expanding in that area. We will soon release some news about it, but I can tell you right now that we have a local partner there with excellent business acumen. Overall importance of Poland will keep on growing for Nordic companies. Poland is not selected as an investment target due to cost reasons anymore, it is becoming a wealthy European market where you can get proper prices for goods and services.

Our Chamber:

How does Spondeo handle the challenges the recruitment market is facing these days?

Tuomas Asunmaa:

In 2023 we assisted a Finnish company that entered the Polish market in hiring their entire sales staff at once, as well as with marketing and other ad hoc support. That initiative was a huge success. In recruitment projects we focus strongly on headhunting, so that we feel like a detective office sometimes. Recruitment is not what it used to be, it requires direct search, smart campaigning, fast and informal communication and in the end, we and the client need to sell ourselves to the candidates.

Our Chamber:

Regarding membership in the Swedish-Polish Chamber of Commerce, what is your opinion?

Tuomas Asunmaa:

We are delighted to expand our network and to be a member of the Swedish-Polish Chamber of Commerce. The Chamber's level of activity and practicality is really impressive.

Growth support from Poland

Recruitment & Direct Search
Go-to-market projects & Advisory
B2B Lead Generation



spondeo



Co-Founders of Spondeo

Tuomas Asunmaa and Weronika Gidel-Asunmaa

Steel structures delivered and expertly assembled right on time

By Martyna Skowrońska



Tomsteel acts as adviser and an intermediary between some 100 qualified companies providing steel structures and companies in need of corresponding services. The company's website states:

“We build from steel. We work with those who need”

- To be sure the delivery of the steel structure is on time
- Performance not only in accordance with the standards, but also with advice on the best solutions
- Optimization of the design and service with assembly
- Recruitment of workers for workshops or construction sites

We have interviewed the founder and owner of Tomsteel Tomasz Staszewski, ts@tomsteel.pl.

Our Chamber:

The range of services you provide is truly impressive. Where did the idea for the business come from?

Tomasz Staszewski:

Yes, our clients are only foreign companies. TOMSTEEL has operated since 2018, but I started building my brand much earlier. I come from a region where there is a lot of steel-based manufacturing companies. For many years I worked for a company that supplied steel structures such as balconies and staircases. I also had the opportunity to supervise many international projects for major production and construction companies in Poland and abroad. My tasks included winning orders, negotiating but also, managing projects until their final completion. This allowed me to gain a lot of experience. In 2005, I also became a certified Project Manager meeting the standards of the International Project Management Association (IPMA). The business idea simply grew with me.

I met a lot of people from the industry and thus created a huge network consisting of manufacturers, suppliers but also contractors. Over the years I have had the opportunity to get to know the market and its demands. This inspired me to founding my own company.

Our Chamber:

What range of services does your company provide in Sweden?

Tomasz Staszewski:

My business is based on a cluster principle. I have a large database of manufacturers and other industry contacts,

which makes it easy to provide my clients with a comprehensive offer. Services include project optimization as well as delivery of the steel structure, together with its assembly, at the indicated location. This includes market reconnaissance, creation of a concept, advice on technical solutions and preparation of a quotation for products, which mainly come from Poland. I assist in finding a suitable offer and mediate in negotiations with manufacturers. We carry out large-scale projects. Our services also include sales of prefabricated units of concrete and protection of steel structures against corrosion and fire. We have an efficient construction team, responsible for installation but also maintenance work at several locations in Sweden. Our clients can also count on our help with employee leasing, which also includes assistance with employment formalities. One of my largest projects in Sweden was the delivery of steel structures for the construction of a flue gas treatment plant at an iron ore mine in Kiruna.

Our Chamber:

Can you provide a few examples of recent international projects?

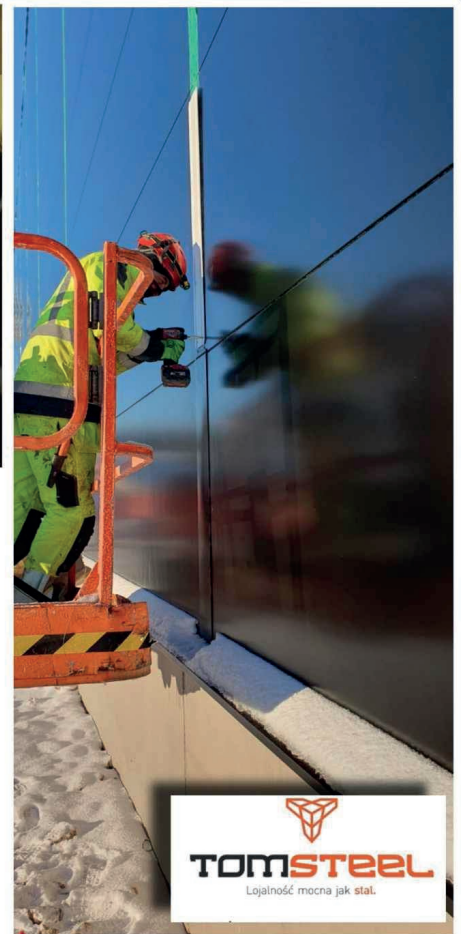
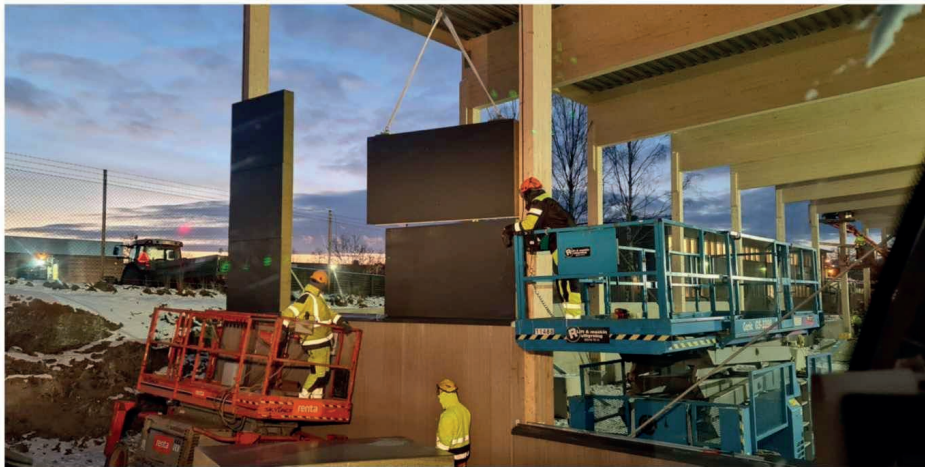
Tomasz Staszewski:

I regularly describe some of our projects at LinkedIn so I will quote from there:

- We have started assembling of 200 tons steelwork for a factory in Iceland. Hard weather conditions during ongoing polar night are not a problem to tough guys from our team, so we can boast about the progress of our work.
- We have completed this year the contract for sup-

ply and installation of the steel structure for a plant producing animal manure pellets in France. This is the first installation of its kind in Europe. As this type of investment is perfectly complementary to biogas plants the Client is interested to invest and build in Poland soon.

- We present with pleasure a recently received Letter of Reference from a Swedish client. The company is a big player in the energy sector. Our personnel has been continuously working for more than 3 years at several sites of the client performing assembly, welding, locksmith and supervisory work.



2023-07-04

Reference letter Tomsteel Suchozebro Poland.

We been having personnel from Tomsteel in our projects in Sweden and will be continuing to have them. Personnel have fulfilled our demands and are very professional and skilled.

Works:

- Welding different type of welding
- Assembling works
- Mechanical works bearing replacement, gearboxes etc.
- Steel structure work

Personnel: professional behavior on the workplace, good cooperation with others and taking responsibility for final result.



- We received an order from a customer in France requiring the fastest possible delivery. Exactly 1 week later we received the following message from our client after unloading the goods:
- „My stock manager thanks you for having put all parts directly in the proper boxes. She saved a lot of time!”

Our Chamber:

How would you assess the activities of the Chamber?

Tomasz Staszewski:

I very much enjoy taking part in seminars, mainly because there is a possibility to participate online. This is a big plus. I haven't yet managed to start a business relationship with any of the other members, but I hope to reach the right people soon.



Founder and Owner

Tomasz Staszewski

NEWS FROM MEMBERS

ARPI Accounting relocates and notes increased interest in outsourcing



Our member firm and strategic partner, the accounting and outsourcing services company [ARPI Accounting](#) has moved to new offices in Warsaw and welcomes all customers and friends to visit the new location, ul. Puławska 182 on the 11th floor in International Office 1 Tower.

We have previously informed about The National System of e-Invoices (KSeF), which will become mandatory in Poland in business-to-business from July 1, 2024, <https://arpiaccounting.com/en/national-e-invoice-system-everything-you-need-to-know-before-2024/>.

A recent study by the leading European-based provider of a complete Low-code Application Platform for mass delivering business solutions WEBCON shows that 27% of Polish enterprises are not prepared for KSeF. One of the solutions for coping with the constant changes in the field of accounting is outsourcing this area, which ARPI Accounting reports to be a growing trend among the company's new clients

Taco Bar, represented by Explore Markets, is searching for a Master Franchisee or Single Franchisees in Poland



Taco Bar has since 1983 brought friends, families, dates, and colleagues together over Tacos, Tex Mex and Margaritas. The company founded by three friends after a trip to USA & Hawaii in the early 80s became a great success in Sweden. Today you can find Taco Bar at more than 45 locations all over Sweden - the chain is continuously expanding and welcoming new franchise partners.

Taco Bar has now decided to enter the Polish market and is searching for a Master Franchisee or Single Franchisees in Poland! Our member firm, international expansion consultants [Explore Markets](#), represents Taco Bar in this search.

Please read more here: <https://lnkd.in/eWqTytnb> or contact Explore Markets directly <https://www.linkedin.com/in/fredrik-udd/>.

Ebury establishes Nordic headquarters at Vasagatan 10 in Stockholm

Ebury

Our strategic partner Ebury empowers businesses with the financial tools needed for cross-border trade. It offers hassle-free international payments and collections, currency IBAN accounts, tailored FX risk management, flexible lending solutions, quick integrations, an easy-to-use platform and more – all in one place.

Key Account Director – Nordic Markets Theodore Anderson (theodore.anderson@ebury.com) wrote in a LinkedIn post:

“This marks another milestone in our global journey, with 32+ offices worldwide, and it’s just the beginning of our Nordic adventure!

Our decision to establish a presence in Stockholm underscores our commitment to providing tailored financial solutions to businesses in this dynamic region.

The Nordic countries are known for their innovation, resilience, and global outlook. By setting up shop in Stockholm, we aim to bring our expertise in international cash management solutions such as cross-border payments, FX risk management, and business lending closer to businesses in Sweden and beyond.”

We have already received reports about members and connections taking advantage of Ebury’s comprehensive financial services including for instance opening accounts in Swedish krona. This service is of particular interest to foreign-owned companies in Sweden experiencing problems in establishing bank accounts in Swedish banks, which is a major obstacle for both company formation and for conducting business operations in Sweden.

KUBO launches a Swedish language website



The new website of our member firm [KUBO](#), is now also available in Swedish.

KUBO, with offices in Toruń and Gdańsk in Poland and Gothenburg in Sweden, is a vendor in IT recruitment and outsourcing. The company provides staffing solutions tailored to specific clients’ needs.

With almost 10 years of experience, KUBO offers comprehensive recruitment services and provides complete custom-built IT teams or individual independent contractors augmenting your existing teams.

The company’s services cover the entire spectrum of the software engineering process, providing skilled professionals in both high and low-level projects across various platforms.

COMING EVENTS

We cordially invite, together with our distinguished event partners, to the following free of charge events. Apart from the networking meeting in Warsaw on 8 October 2024, all events will be seminars with a choice to attend in person or online, at Bonnierhuset in Stockholm or via Zoom, between 13.00 and 15.15, with subsequent networking.

You can register already at our website, <https://svenskpolska.se/en/anmalan-en/> or by emailing info@svenskpolska.se.

Please state the name of the event and whether you plan to participate in person or online.

2024/02/13	“Mergers & Acquisitions - opportunities and lessons learned”	2024/09/09	“Retail and ecommerce - new habits, new technologies”
2024/03/22	“Energy - best practice for sustainability and efficiency”	2024/09/27	“Innovative solutions and disruptive technologies in the construction industry”
2024/04/08	“Market entry Sweden”	2024/10/08	“Networking meeting in Warsaw” (not available online)
2024/05/14	“Innovation – if you want to stay competitive”	2024/10/28	“Logistics and transport - prepare for the revolution!”
2024/06/04	“Doing business in Poland”	2024/11/25	“Technology at Its Best”

There might still be speaker or panelist spots available at some events. We are always looking for speakers and panelists as well as topics with the ability to capture the attention of the audience. We normally give priority to our strategic partners and then to members, but we sometimes make exceptions.



The photo shows [Sebastian Karlsson](#), CEO, [Lyvia Group](#), speaker at the seminar “Mergers & Acquisitions - opportunities and lessons learned”.

OFFERS AND ADVERTS

In this section of our newsletter we will mainly publish graphics, with special offers to members and connections of the Chamber, and general adverts.

Graphics from members will be free of charge while non- members will have to pay a fee. Please observe that our website also contains, non-graphic, information about special offers and discounts for members, <https://svenskpolska.se/en/medlemsrabatter-en/>.

Click on the advert to be redirected to the appropriate website.



HUGIN CONSULTING
YOUR SCANDINAVIAN CONNECTION



THE QUICKEST WAY TO POLAND FOR NORDIC COMPANIES

A PROUD NEW MEMBER OF THE SWEDISH-POLISH CHAMBER OF COMMERCE

We specialise in helping Scandinavian companies do business in Poland. From vendor search, strategic planning to company registration, recruitment and operational support on-site.

Let's meet and talk.
We provide 1 hour of free and non-binding consulting chat to all members of the Chamber.
Let's find out if your company could benefit from entering Poland.

1 HOUR FREE CONSULTING



EXPLORE Human Intelligence on Demand.

Platform tailored to connect you with the top marketing talent exactly when you need it.

Work smart. Pay by the hour. Get top results

Growth support from Poland

Recruitment & Direct Search
Go-to-market projects & Advisory
B2B Lead Generation



in @ f

Cross-border payments without transaction fees.

A service where you don't have to pay any excessive sums on your international payments.

Visit our web!



WIELICZKA- THE SALT OF THE EARTH

A FILM BY SADROLIN TAN WRITTEN BY KEVIN BENN

THE AWARD WINNING FILM IN THREE DIFFERENT VERSIONS
INFORMATIVE FEATURE, DRAMA DOCUMENTARY AND EDUCATIONAL

WINNER BEST COLLECTIVE FILM
WINNER BEST CULTURAL TOURISM
WINNER BEST TRIPLET FILM

Today, when modern mining technology puts salt on our tables virtually free of charge, it's hard for us to imagine how difficult to obtain, and how valuable, this material used to be.

The Salt of the Earth focuses on the historic salt mine at Wieliczka near Cracow, once part of the Royal Cracovian Saltworks – owned and protected by Casimir the Great. In the days when a block of salt was literally "hard currency", one third of Poland's revenue is said to have come from the "grey gold".

The unique geology of the Wieliczka deposit meant that the rock salt could be extracted leaving a subterranean honeycomb of shafts and chambers. Instead of refilling, many of these chambers were reinforced with impressive supporting structures and adorned with carvings in timber and salt.

The mine was placed on UNESCO's first World Heritage list in 1978. Via a two-kilometre long route through the historic levels of the mine, Wieliczka welcomes more than 1million international visitors each year to marvel at its treasures. However, over the centuries, the effects of fire and flooding, war and destruction, have taken their toll and some of these magnificent milieus can now only be enjoyed through the unique pictures of this film.

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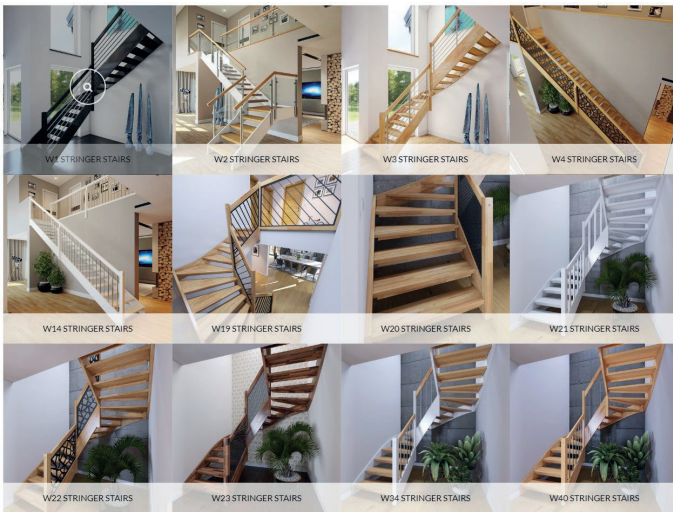
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Newsletter Our Chamber is published by the Swedish-Polish Chamber of Commerce and distributed broadly among our members and contacts as well as through posts at LinkedIn.

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