

**The workshop under the title: „How to do business with the Organization for Security and Co-operation in Europe (OSCE) in a scope of public procurement”**

**Date: December 18<sup>th</sup> 2017, 09:30 a.m. – 01:30 p.m.**

Venue: Warsaw (Poland), Centrum Przedsiębiorczości Smolna  
Smolna Street 4, ground – level meeting room

09:30 – 10:00	<i>Registration</i>
10:00 – 10:30	<b>Opening remarks</b> Michał Polański, Director, Department of Economic Promotion, Polish Agency for Enterprise Development  Wojciech Ponikiewski, Deputy Director, Department of Economic Cooperation, Ministry of Foreign Affairs of the Republic of Poland  Representative of Ministry of Economic Development of the Republic of Poland ( <i>tbc</i> )
10:30 – 10:40	<b>Polish Agency for Enterprise Development approach: The Information Point for International Public Procurement by PARP. The SESAM project</b> Speaker: Małgorzata Ignatowicz, Information Point for International Public Procurement, Polish Agency for Enterprise Development
10:40 – 11:00	<b>Introduction to the Organization for Security and Co-operation in Europe (OSCE). Projects undertaken in support of OSCE</b> Speaker: Dragoljub Kelečević, Chief Procurement Officer, OSCE Office for Democratic Institutions and Human Rights
11:00 – 11:40	<b>Public procurement in OSCE – perspective from procurers and suppliers</b> Speaker: Dragoljub Kelečević, Chief Procurement Officer, OSCE Office for Democratic Institutions and Human Rights
11:40 – 12:00	<b>A success story for OSCE tender marketplace – Lubawa S.A.</b> Speaker: Representative of Lubawa S.A. ( <i>tbc</i> )
12:00 – 12:15	<i>Coffee break</i>
12:15 – 13:15	<b>[Interactive discussion session] Bidding strategy: How to make a successful bid in OSCE tenders. Case examples and lesson learned</b> Speaker: Dragoljub Kelečević, Chief Procurement Officer, OSCE Office for Democratic Institutions and Human Rights
13:15 – 13:30	Q&A Closing remarks

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