





4 / City
5 / Education
6 / Transport
14 / Real Estate
16 / Business
18 / Salaries
20 / Culture, entertainment, recreation

## 'Admission



Monika Grzelak Team Leader I Centre for Investments, PAIH

Kielce has built its presence on the map of Poland's business services sector as a city which, thanks to its well-educated staff and cost advantages, is an attractive alternative to larger centers. The data collected by the Polish Investment and Trade Agency on new BSS investments shows that the city is popular especially among IT companies with Polish capital. The development of the information and communication technology sector, which is one of the smart specializations of the Świętokrzyskie province, is supported by the active development policy of the city authorities and the offer of Kielce-based universities, which systematically adapt to the needs of local business.

The Kielce Technology Park operating in the city, repeatedly awarded for innovative solutions, offers not only investment locations, office and laboratory space, but also specialized training rooms and equipment dedicated to the ICT industry. Independently, businesses are supported in the investment process by the Investor Assistance Center of the Kielce City Hall.

As the city actively works to improve the quality of life and conditions for the development of entrepreneurship, while taking into consideration the needs of the BSS sector, it should be expected that Kielce's position as an attractive location for the business services sector will continue to grow.



Wiktor Doktór CEO, Pro Progressio

Hereby I invite you to read the Focus on Kielce report, edition 2021.

Kielce is a city with many development opportunities for business support services and logistics sectors. The perfect location between Warsaw and Krakow, the expanded Kielce Technology Park and the constantly growing base of office properties make the city a convenient location for both small, medium and large investments.

For years, Kielce has been a meeting place for many industries, including financial and accounting, where finance specialists share their knowledge, experience and discuss important topics from the perspective of the development of their industry.

The BSS sector is represented here, among others by entities such as Altar, CCIG, Medicover or Transition Technologies, which represent the IT, Call Contact Center, BPO and Shared Service Centers sectors.

The attached report contains a pill of knowledge in the field of economics, real estate, salaries and the direct business environment of the BSS sector. I invite you to get familiar with Focus on Kielce Report and to invest in the capital of the Świętokrzyskie Voivodeship.

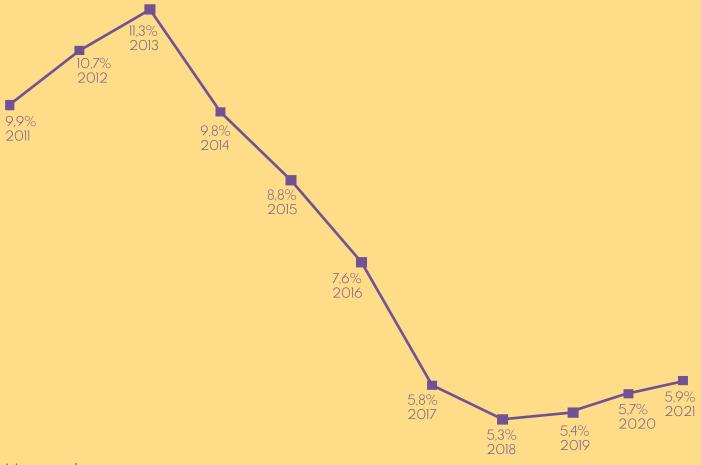






/City





Unemployment rate

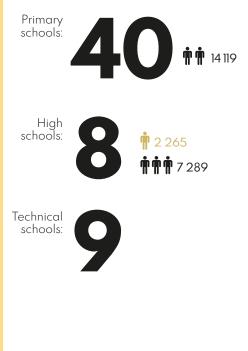
## 'Education



Kindergartens33 public kindergarten32 private kindergartens

**Universities2** public universities**8** private universities





Ŵ	SUBJECTS*	Ŵ
475	philology (foreign languages)	105
3 631	administration, business and law	1085
1150	IT/ICT	210
1 917	engineering and technology	527
1801	architecture and construction	635



## /Transport





**399** Number of taxis **PLN 6** Initial charge **PLN 3** Cost per 1 km



53 Day bus lines 1 Night bus line



PLN 3 Normal ticket price PLN 11 One-day ticket price PLN 100 Monthly ticket price



#### Roads

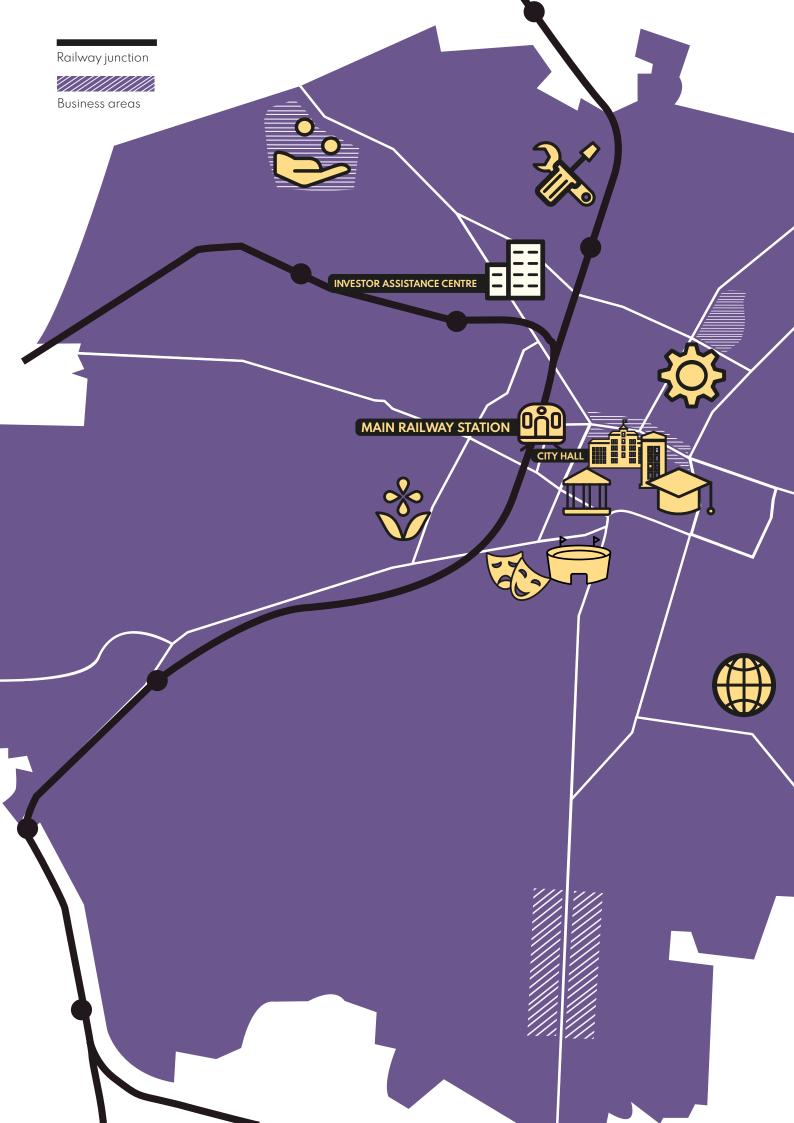
- 2 Express ways
- **5** Regional roads
- 3 National roads

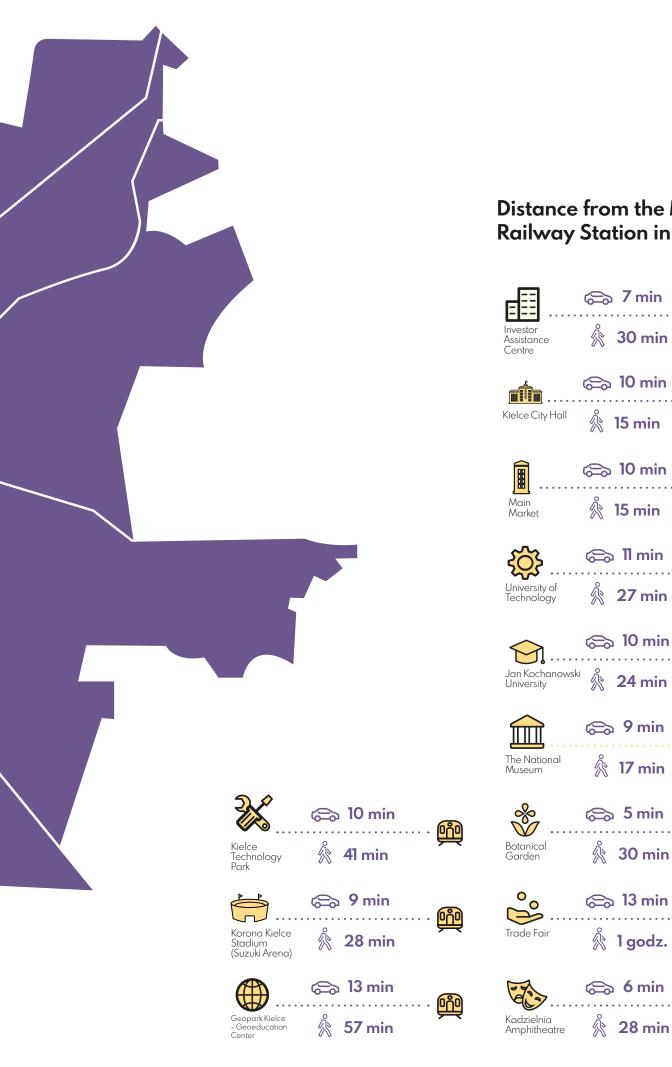


Length of bicycle routes

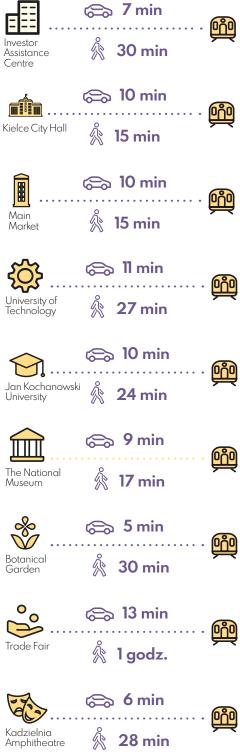
# Distance from Kielce to other cities:

Warsaw	•••••	179 km
Wrocław	•	346 km
Poznań	••••••	362 km
Szczecin	••••••	625 km
Łódź	••••••	152 km
Bydgoszcz	<u>Z</u>	364 km
Katowice	••••••	155 km
Kraków	••••••	116 km
Rzeszów	••••••	157 km
Gdańsk	••••••	468 km
💻 Berlin	•••••	624 km
💻 Hamburg	••••••	904 km
🕨 Prague	•••••	615 km
📕 Minsk	••••••	654 km
📕 Kiev	•	766 km
Moscow	•••••	1366 km
📕 Vilnius	••••••	635 km





#### **Distance from the Main Railway Station in Kielce**



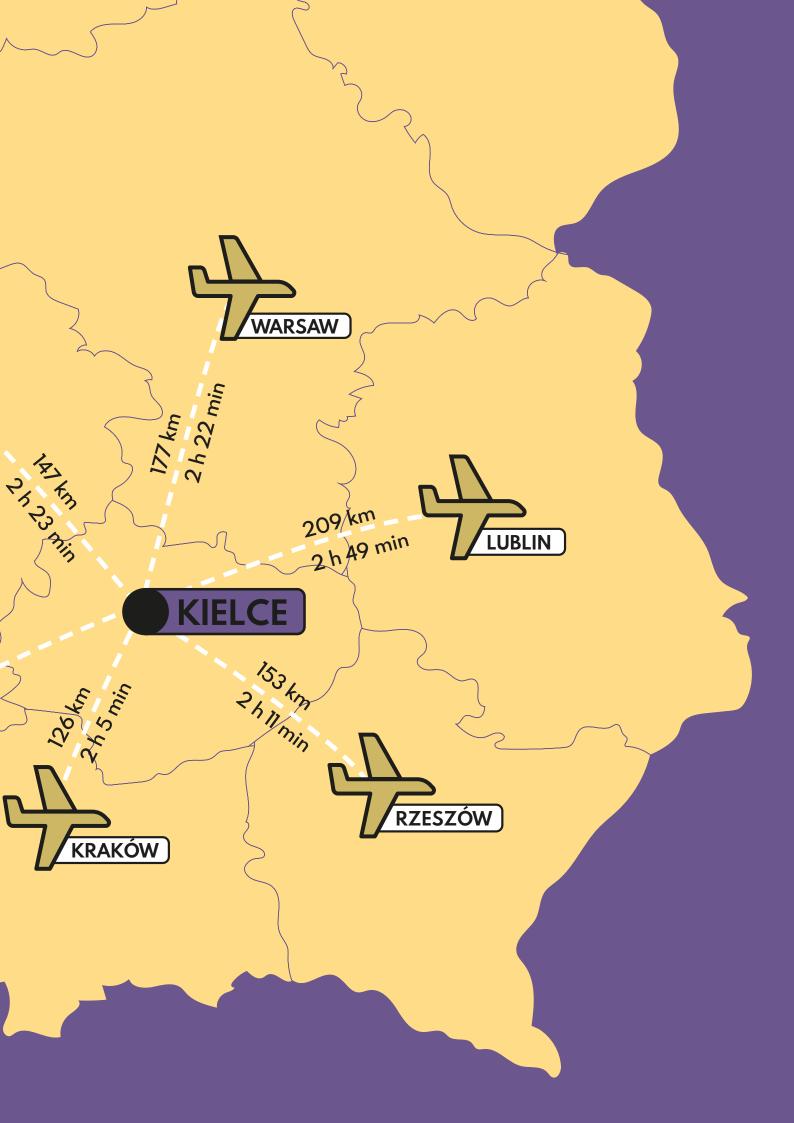


ŁÓDŹ

KATOWICE

139 km 2 h 13 min

Nearest airports – distance from Kielce





## Nearest airport: Jan Paweł II Kraków Airport. Flights

8	Alicante
	Amman
	Amsterdam
<u>=</u>	Athens
6	Barcelona
<u>®</u>	Barcelona Girona
	Bari
÷	Basel
	Belfast
	Bergen
	Berlin Tegel
	Billund
	Birmingham
	Bologna
	Bordeaux
	Bournemouth
	Bristol
	Brussels
	Brussels Charleroi
=	Budapest
	Bucharest
	Burgas
	Cagliari
<b>=</b>	Chania
	Kharkiv
	Chicago
	Doncaster Sheffield
	Dortmund
	Dubai
	Dublin
-	Dubrovnik
	Dusseldorf
	East Midlands
	Edinburgh
=	Eindhoven
	Frankfurt

	Gdańsk		Nice
÷	Geneva		Nurem
	Glasgow		Odesa
-	Goteborg Landvetter		Olsztyn
6	Gran Canaria		Oslo
-	Hamburg		Oslo To
÷	Helsinki	۲	Paphos
	Catania		Paris Be
	Kyiv Boryspol		Paris Cl
	Kyiv Zhuliany		Pescard
-	Copenhagen		Pisa
* *	Kutaisi	۲	Porto
	Lamezia Terme		Prague
۲	Larnaka		Reykjav
	Leeds Bradford		Rimini
	Liverpool		Rome C
۲	Lisbon		Rome F
	London Gatwick		Thessal
	London Heathrow	6	Seville
	London Luton		Shanno
	London Stansted		Stavan
	Lourdes	-	Stuttga
	Lviv	-	Szczeci
	Lyon		Stokhol
6	Madrid		Stokhol
<b>6</b> )	Palma de Mallorca	\$	Tel Aviv
<u>.</u>	Malaga	6	Tenerife
	Malmo		Trondh
*	Malta	÷	Turku
	Manchester		Turin
	Marseille	6	Valenci
	Milan Bergamo	-	Warsav
	Milan Malpensa		Venice
	Munich	=	Vienna
	Naples	-	Zadar
	Newcastle	+	Zurich

	Nice
-	Nuremberg
	Odesa
	Olsztyn-Mazury
	Oslo
	Oslo Torp
5	Paphos
	Paris Beauvais
I,	Paris Charles de Gaulle
	Pescara
	Pisa
•	Porto
	Prague
	Reykjavik
	Rimini
	Rome Ciampino
I,	Rome Fiumicino
	Thessaloniki
	Seville
	Shannon
	Stavanger
-	Stuttgart
-	Szczecin
	Stokholm Arlanda
	Stokholm Skavsta
¢	Tel Aviv
	Tenerife
	Trondheim
	Turku
	Turin
	Valencia
	Warsaw
	Venice Treviso
-	Vienna 7
	Zadar



## **'Real Estate**

# 93 400 sq m

Total existing A/B+ Class office space

# 1 500 sq m

Total A/B+ Class office space under construction

# 13 000 m<sup>2</sup>

Total A/B+ Class office space planned

## Offices

A/B+ Class office spaces	18
A/B+ Class office spaces	1
	1
Planned A/B+ Class office spaces	
Minimum rent in A/B+ Class	PLN 25 / sq m
Maximum rent in A/B+ Class	PLN 60 / sq m
Average services fees in A/B+ Class	PLN 18 / sq m

## Selected office buildings

BUILDING	ADDRESS	OWNER	TOTAL EXISTING SPACE	TOTAL PLANNED SPACE
Kieleckie Centrum Biznesu	Solidarności 34	City Core	21 000 sq m	-
Astra Park	Solidarności 36	Echo Investment	16 200 sq m	-
Golden Tower	Zagnańska 61	Kolporter	7 625 sq m	-
Orange Inc & Skye Inc.	Olszewskiego 6	KPT	6 310 sq m	-
Apollo VIP	Warszawska 21	Apolloplast	5 400 sq m	-
Aqua	aleja IX Wieków 6	Budar	5 025 sq m	-
Zagnańska 119	Zagnańska 119	Grupa Kapitałowa MAC	-	13 000 sq m

## Warehouses

Total existing warehouse space	102 000 sq m
Total planned warehouse space	41 463 sq m
Avarage rent in warehouses (city and environs)	EUR 3.30-3.50 / sq m

## Selected warehouses

BUILDING	ADDRESS	DEVELOPER	TOTAL EXISTING SPACE	TOTAL PLANNED SPACE
Panattoni Park Kielce	Malików 147, 25-639 Kielce	Panattoni Park Europe	48 740 sq m	16 500 sq m
7R Park Kielce	Logistyczna 9, 26-060 Chęciny	7R SA	46 437 sq m	24 963 sq m

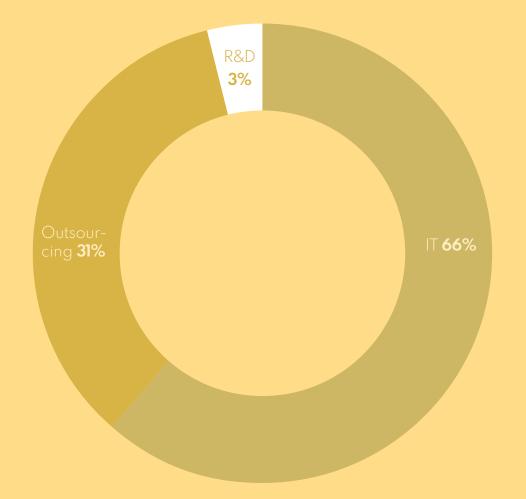
## Shopping malls

Number of shopping malls	4
Total existing space	157 800 sq m
Total planned space	4 000 sq m
Total empty space	3 560 sq m
Average rents in prime spaces	EUR 24-26 / sq m

## Selected shopping centers

BUILDING	ADDREDS	DEVELOPER	TOTAL EXISTING SPACE	TOTAL PLANNED SPACE
Power Park Kielce	Radomska 20C	Metro/ Chariot Group/ EPP	37 000 sq m	-
Galeria Echo Kielce	Świętokrzyska 20	Echo Investment/ EPP	70 000 sq m	-
Galeria Korona	Warszawska 26	Church Land Development/ MGC Inwest	34 100 sq m	_
Pasaż Świętokrzyski	Massalskiego 3	Echo Investment/ Catalyst Capital	16 700 sq m	-
Domgoss Galery	Chęcińska		-	4 000 sq m

## 'Business



Type of operation

#### Outsourcing centres using foreign languages

Polish: 26
English: 5
German: 1

COMPANY	TYPE
Al Forcel	IT
Albit	IT
Altar Contact Center Sp. z o.o.	IT
APR System	IT
BC&O Polska Sp. z o.o. sp.k.	Outsourcing
Biurex	Outsourcing
BPO Center Poland	Outsourcing
Business Impel Solutions	Outsourcing
Call Center Inter Galactica	Outsourcing
Comarch	IT
Complex Computers Sp. z o.o.	IT
CoSurfing.net	IT
CSK ZETO S.A.	IT
Exentis Software	IT/ITC
GeNeo	Outsourcing
Infonetax	IT
Infover S. A.	IT
Inwex jednostka innowacyjno- -wdrożeniowa	R&D
Iris Telecommunication Poland Sp. z o.o.	IT
Medicover Sp. z o.o.	IT
MasterBorn	ITO
MJ Systems	IT
Nitro Digital	IT
Onwelo	IT
PT-I "ZUBIX" Sp. z o.o.	IT
Telbridge Sp. z o.o.	Outsourcing
Tele-Promo	Outsourcing
Transition Technologies	IT
Wirtuale	IT

## Institutions supporting entrepreneurship

- Investor Assistance Centre of the Kielce City Hall
- Kielce Technology Park
- EPRD Office for Economic Policy and Regional Development
- Staropolska Chamber of Industry and Commerce
- Świętokrzyskie Centre for Innovation and Technology Transfer
- Świętokrzyskie Centre of the Foundation for the Development of Local Democracy
- Chamber of Craftsmen and Entrepreneurs
- Employers' Forum Association
- Chamber of Commerce "Grono Targowe Kielce"
- · Świętokrzyskie Voivodeship Loan Fund
- · Świętokrzyskie Guarantee Fund
- Main Information Point of the European Funds (GPIoFE)
- Świętokrzyskie Lodge of Business Centre Club (BCC)
- Association for Integration and Development
- Świętokrzyskie Private Employers' Union "Lewiatan"
- $\cdot$  Vocational Training Institution in Kielce

#### Total number of business entities in Kielce

## /Salaries

## **Call Center**

Jobs – English speakers (PLN gross)



POSITION	MINIMUM	MAXIMUM
Junior Consultant	3 000	3 900
Consultant	3 400	4 200
Senior Consultant	4500	5 400
Team Leader	6 000	8 400
Supervisor	7800	10 000
Manager	9 000	11 000

## IT

Jobs – English speakers (PLN gross)



POSITION	MINIMUM	MAXIMUM
Net Developer	8 000	15 000
C++ Developer	7000	14 000
Help Desk	6 0 0 0	8 000

#### Gross average monthly salary in PLN in Kielce



## Accounts payables / Accounts Receivables

Jobs – English speakers (PLN gross)



POSITION	MINIMUM	MAXIMUM
Junior accountant	3 400	4000
Accountant	4000	5 500
Senior accountant	5 000	6 000
Team Leader	7000	9000
Supervisor	8 000	9000
Manager	9 000	12 000

### **General Ledger**

Jobs – English speakers (PLN gross)



POSITION	MINIMUM	MAXIMUM
Junior accountant	3 600	4200
Accountant	4500	6 000
Senior accountant	5 400	7 500
Team Leader	7800	9 000
Supervisor	8 500	10 000
Manager	10 000	13 000

Source: Grafton Recruitment

# <sup>/</sup>Culture, entertainment, recreation



## **Conference facilities**

- Kielce Trade Fair Conference Centre
- Kielce Technology Park
- Grand Meeting Center / Grand Hotel Kielce
- $\cdot$  The Jan Kochanowski University in Kielce
- $\cdot\,$  Kielce Business Centre
- · Kielce Culture Centre
- $\cdot\;$  Kielce Castle Hill Institute of Design
- · Odyssey Hotel
- Qubus Hotel
- Binkowski Resort
- Świętokrzyska Concert Hall
- Tęczowy Młyn
- Fokusownia Kielce
- · Fokus Studio Kielce
- The National Museum in Kielce
- · CK Technik Vocational Training Center
- Business Lantern Office

## Examples of business, cultural and sports events

- The Business Council at the Mayor of Kielce
- Świętokrzyskie Economic Forum
- Kielce Technology Park
- International Defence Industry Exhibition MSPO
- The economic award "NOVATOR"
- International Congress of Accounting Offices MKBR
- $\cdot$  Kielce Holidays
- International Competition for Designers and OFF FASHION Fashion Enthusiasts
- · The Scout Festival of School Youth Culture
- · Dance Music Festival Kadzielnia Amphitheater
- · Kadzielnia Sport Festival·
- The Magic End of Vacation Amphitheater Kadzielnia
- $\cdot \;$  Jazz Music Festival Memorial to Miles
- Documentary Forms Festival NURT
- Nationwide Photo Competition "Life is beautiful"
- · Handball league matches
- Football league matches
- NetworKINGus training courses and business meetings





five-star \*\*\*\*
 four-star \*\*\*\*
 three-star \*\*\*

/Notes	)		

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Pro Progressio - foundation supporting growth and promotion of outsourcing industry in Poland. The foundation cooperates with the public and private sector as well as with the international organisations operating in the outsourcing sector. Pro Progressio is a publisher of outsourcing sector media that is with OutsourcingPortal and Outsourcing&More magazine.

Pro Progressio manages the Pro Progressio Club, to which it invites business entities providing outsourcing services and organisations operating in direct environment of the sector. The club promotes and supports the development of the outsourcing activities, both in the area of services and production, furthermore, it facilitates the establishment of new contacts and increases the outsourcing brand awareness.

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#### In cooperation with:







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Source: Pro Progressio, Investor Assistance Centre in Kielce, Main Statistical Office, Corees and Grafton Recruitment.



