



Expand your business - tips for sales and process outsourcing made in Poland & Hungary

The webinar gives attendees a comprehensive yet substantial look into sales and process outsourcing dynamics in Poland and Hungary, combining both theoretical and practical perspectives. Presentations will be held by **GDS, Celiquum, Green Wallbox**.

12.10.2023 Thursday, 15.00-16.00

PROGRAM

*Event moderated by Balázs Nagy, Strategic BPO Adviser from **BPION***

15.00-15.05 Introduction to Webinar Series of **PLHUCC** and the topic of outsourcing

15.05-15.35 Outsourcing Value: key outsourced sectors and services by Mr Zoltán Székelyföldi, Managing Director, **GDS** and by Ms Barbara Róžańska, Lead Market Entry, **GDS**

- Advantages of Poland & Hungary in outsourcing;
- Overview of legal and compliance aspects of outsourcing;
- Potential challenges related to the process.
- Lesson Learned;

15.35-15.45 – *Celiquum*: Overview, goals, challenges, lessons, by Mr Attila Györffy, CEO, **Celiquum**

15.45-15.55 – *Green Wallbox*: Company introduction, objectives, hurdles, takeaways by Mr Paweł Zielonka, CFO, **Green Wallbox**

15.55-16.00 Q&A, Discussion and Closing