

INTERNATIONAL BUSINESS MISSION

Poland Mission 2025:
Unlock opportunities
in Warsaw & Gdansk



FLANDERS
INVESTMENT
& TRADE



scaleup.
flanders

STARTUP[•]
FLANDERS



INTRODUCTION

From May 25 to 29 2025, Scaleup Flanders, Startup Flanders and Flanders Investment & Trade (FIT) are organizing an economic mission to Poland, one of the fastest-growing economies in the European Union.

Scaleup Flanders is a leading growth program in Belgium that supports ambitious technology startups and scale-ups in accelerating their development and international expansion. The program is powered by a consortium of Agoria (the Belgian federation for the technology industry), Sirris (the Belgian center for technology innovation) and the internationally renowned Vlerick Business School. Since its inception, Scaleup Flanders has assisted over 500 Flemish startups and scale-ups.

This mission supports the international growth of Belgian startups and scale-ups active in manufacturing technology and (cyber)security by connecting them with key players in the Polish market.

Our objectives:

- **Market insights** – Help participants understand the Polish business environment, identify industry-specific opportunities, and navigate key regulatory considerations.
- **Strategic networking** – Facilitate introductions to potential partners, clients, and investors to spark future collaborations.
- **Showcasing innovation** – Highlight cutting-edge Belgian solutions that address Poland's industrial and cybersecurity challenges.

By creating valuable first connections, we aim to lay the groundwork for long-term partnerships and a successful market entry.



PARTICIPATING COMPANIES

T-Mining



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T-Mining is a technology company focused on improving security and efficiency in global logistics through blockchain-based solutions. We work with leading ocean carriers such as MSC, Hapag-Lloyd, and CMA CGM, and connect over 6,000 freight forwarders and hauliers across the logistics chain.

Our flagship product, Secure Container Release, replaces traditional PIN codes with digital, blockchain-secured tokens to authorize container pickup. This significantly reduces the risk of fraud and improves operational transparency, making container release safer and more efficient.

We are active in 29 ports and terminals across the Port of Antwerp, Rotterdam, the UK, and Poland, where our solution is transforming the way containers are handled.

Expectations

We want to take advantage of our visit to sharpen our insights into the local market.

We will visit an ongoing project with Hapag-Lloyd Poland and meet a number of strategic prospects.

Phished



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Manon Vandebergh

COO

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Phished helps companies increase their cyber resilience and aim for a zero incident rate because of human error through our holistic training programmes that are fully automated and save a lot of work from IT managers.

Expectations

We have recently noticed a noticeable increase in interest from Poland (and neighbouring countries) and have now welcomed our first Polish partners and customers. Although we are not yet actively targeting this (e.g. running marketing campaigns), I would like to gain more insight into this market(s) to determine whether it makes sense to invest in a targeted way.

Investors: We are currently preparing for a new round of capital. Many potential investors are already at the NDA stage, but we are open to additional interesting VCs to add to our shortlist.

Connections, inspiration and branding: Despite being among the fastest-growing B2B SaaS scale-ups in Belgium, we still have plenty of room for improvement in terms of PR and branding - while we have around 40 vacancies open. It is valuable to get ideas on how like-minded companies profile themselves on LinkedIn and other channels at such a scale-up trip, for instance. In doing so, it is always interesting to exchange best practices with like-minded people.

Acen



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Leading cybersecurity provider that helps organizations stay secure and resilient in a fast-changing digital world. Acen offers end-to-end solutions across four key areas:

- Governance & Risk – building strong security foundations aligned with business goals and regulations.
- Identity Security – protecting digital identities and access across users, systems, and applications.
- Platform Security – securing cloud and hybrid environments through strong architecture and controls.
- Managed Detection & Response (MDR) – monitoring and responding to threats 24/7 via our expert SOC.

We work vendor-agnostic, always choosing the right tools and technologies to match our customers needs

Expectations

- Check potential collaborations with cybersecurity vendors ;
- Check nearshore collaboration models and possibility to attracting technical talent;
- In addition, we see this as a valuable opportunity to evaluate Poland as a candidate market for future expansion

Threat Exposure



THREAT
EXPOSURE

We manage your attack surface

threatexposure.eu



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ThreatExposure checks whether its customers don't expose critical cyberthreats to the internet, and informs them when they do, so they are faster than their hackers.

Expectations

Our objective is to establish contacts with Polish, Eastern European and Belgian organisations that will allow us to gain a sustainable foothold with potential customers in those countries. An “entry point” therefore that we will hopefully be able to exploit for a long time to come.

We want gain useful insights the Central and Eastern European market in general and get a feeling with its business culture

Manual.to



manual.to

manual.to



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Manual.to is the world's easiest way to create, share and use work instructions and manuals. Our software enables every employee - from operator to customer - to capture and share practical knowledge through video, images and multilingual text. Thanks to our tool, everyone always knows how to do their job - faster, safer and more consistently.

In a time of labour shortages, high turnover rates and digital transformation, Manual.to digitises organisations' know-how, making it available anywhere and in any language. This leads to higher productivity, fewer errors, shorter training periods and better employee retention.

Our customers include ABB, Umicore, P&G, CEVA Logistics, Audi and Microsoft.

Expectations

- Identify new customers in Polish industry, focusing on manufacturing, logistics and technical services.
- Gain market insight around how Polish companies deal with onboarding, security and knowledge sharing.
- Explore building a local reseller network - with parties already selling software solutions to industrial customers.
- Possibly connect with larger implementation partners such as Atos, Tata or similar parties already operating within Polish industry - as an entry point to larger customers.
- Evaluate Poland as a potential base of operations towards broader expansion in Eastern Europe.

24Flow



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24Flow is a modular operations platform that empowers discrete manufacturers to reduce lead times through digital support of workers and management. Inspired by lean and QRM, 24Flow controls the flow of production orders which increases visibility and results in shorter lead times, improved delivery reliability and a reduction of work-in-progress and inventory.

Expectations

Our ambition with 24Flow is to become the European market leader in high-mix-low-volume shopfloor solutions. In that context, I see the mission as a valuable lever to:

- Better understand the Polish manufacturing industry and its digitalisation needs, specifically within high-mix-low-volume environments.
- Identify concrete business opportunities with local manufacturing companies or OEMs that can valorise our approach.
- Explore partnerships with local resellers, system integrators or consulting players who can help implement 24Flow locally.
- Make 24Flow more visible to strategic players within the ecosystem, such as investors, governments or incubators.
- And possibly evaluate the opportunity of a local presence in Poland, as a springboard to the wider Eastern European market.

Polysense



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polysense

www.polysense.ai

Polysense moves food companies towards zero waste with operational intelligence. By leveraging camera technology, we speed up quality control processes and move them from infrequent manual checks towards real-time, in-line inspections to get a clearer and quicker view of product dimensions, defects, anomalies, ... To go even further, we correlate the quality information with the process parameters to adjust the latter proactively and get an overall better quality and a higher efficiency. That's how we push food companies towards a more ecological process while increasing the bottom-line.

Expectations

We are seeking connections to the food industry within (or outside) Poland. With this in mind, our Ideal Customer Profile lies on companies that have a turnover of more than €10 million and employ more than 20 people. Ideally those food companies are in the niches of fruit and vegetable processing, industrial bakeries, or meat processing, but we are certainly open to food companies outside of these as well. Typically, our contacts are CEO, COO, production managers, innovation managers, quality managers, plant managers, ...

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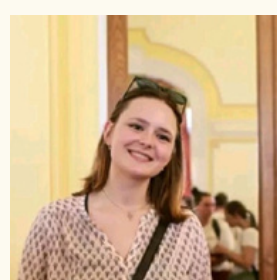
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