

Wolves Summit

October 5-7, 2020

Palace of Culture and
Science, Warsaw

hybrid

Partnership Opportunities

Wolves Summit is the largest tech conference in CEE. Organised as an online & offline event, the upcoming edition offers attendees, partners, sponsors, and exhibitors alike the unique opportunity to reach the global tech community and meet in person in Warsaw for private sessions and leadership dinner.

Supported by



Enterprise Forum
CEE



Wolves Summit's 12th edition is going hybrid

Wolves Summit is one of the world's leading startup conferences and the largest tech event in Central and Eastern Europe. Every edition attracts more than 2500 participants from 77 countries.

Since 2015 we have facilitated thousands of investor and corporate-startup engagements and delivered 100+ hours of immersive educational content.

In March 2020 we decided to pilot a new series of online side-events that set the standard for what a virtual conference should be. In the last three months we have empowered over 300 startup founders connecting them with inventors and executives in the field of finance, technology development, and science.

Following the success of the 100 Wolves Pitching Contest series, we decided to run **Wolves Summit 12th Edition (Oct 5-7)** as a hybrid event.

We want people to be able to take part regardless of where they are in the world and to reach the global tech community at a click of their fingertips.

In the upcoming weeks, we will be working to issue a limited number of exclusive passes for attendees and our sponsors, to access the Expo Area and executive workshops inside the Palace of Culture in Warsaw, as well as the gala dinner held on.

As we are looking ahead to the "new normal" we are asking entrepreneurs and business leaders to consider their company's role in people's lives and society. What could this moment mean for you and how can you begin to turn uncertainty to your advantage?

Join innovative entrepreneurs, investors, and business leaders on 5-7 October 2020 to continue the conversation about how we can influence positive change and thrive during times of adversity.

We look forward to seeing you there in October!



Michael Chaffe
Vice-President

Why people come to Wolves Summit?



Participating in Wolves Summit was both an intensive and rewarding experience: it opened many doors to invaluable business connections. Wolves Summit is much more than a conference - the team has built an extensive network that promotes startups far beyond the event itself. I genuinely recommend joining and becoming an active part of the community - absolutely worth it!

Łukasz Szadkowski, FixMix

For the last couple of months, we have been actively cooperating with the Wolves Summit and decided to invite three start-ups selected during their Great Pitch Contest to the Expara VirTech Global Accelerator. We are looking forward to the event and hope to meet many exceptional Founders from Central Eastern Europe!

Paulina Białek, Expara



One of the best things about Wolves Summit is the sheer volume of applications that we've had from companies. At last count, I think I had nearly 180 companies that wanted to meet me in the 48 hours that I'm here, so I think overall I'm going to have 40 or 50 different meetings with startups.

Eamon Carrey, Techstars London



For a startup company that's raising money, one of the most important facts about Wolves Summit is, even though we are here primarily to raise money the most precious resource is time. So far we found that it was the most time-efficient way to raise money. You're able to get continual, all day long 1:1 meetings with investors of all types and you can get pretty quick responses, pretty quick answers - a fast 'no' is better than a long 'maybe'.

Seth Ward, Pynk

Wolves Summit was one of two events targeted for the year to expand client reach outside of France. So far it has led to a number of conversations and meetings, and two clients in two different CEE countries (Poland, Hungary). A proof point for my business, and a success story for Wolves Summit.

Dylan Kissane, Scriblr



Wolves Summit grew to become CEE's largest tech conference

31 638

meetings

18 847

attendees

2 039

investors

3 253

executives

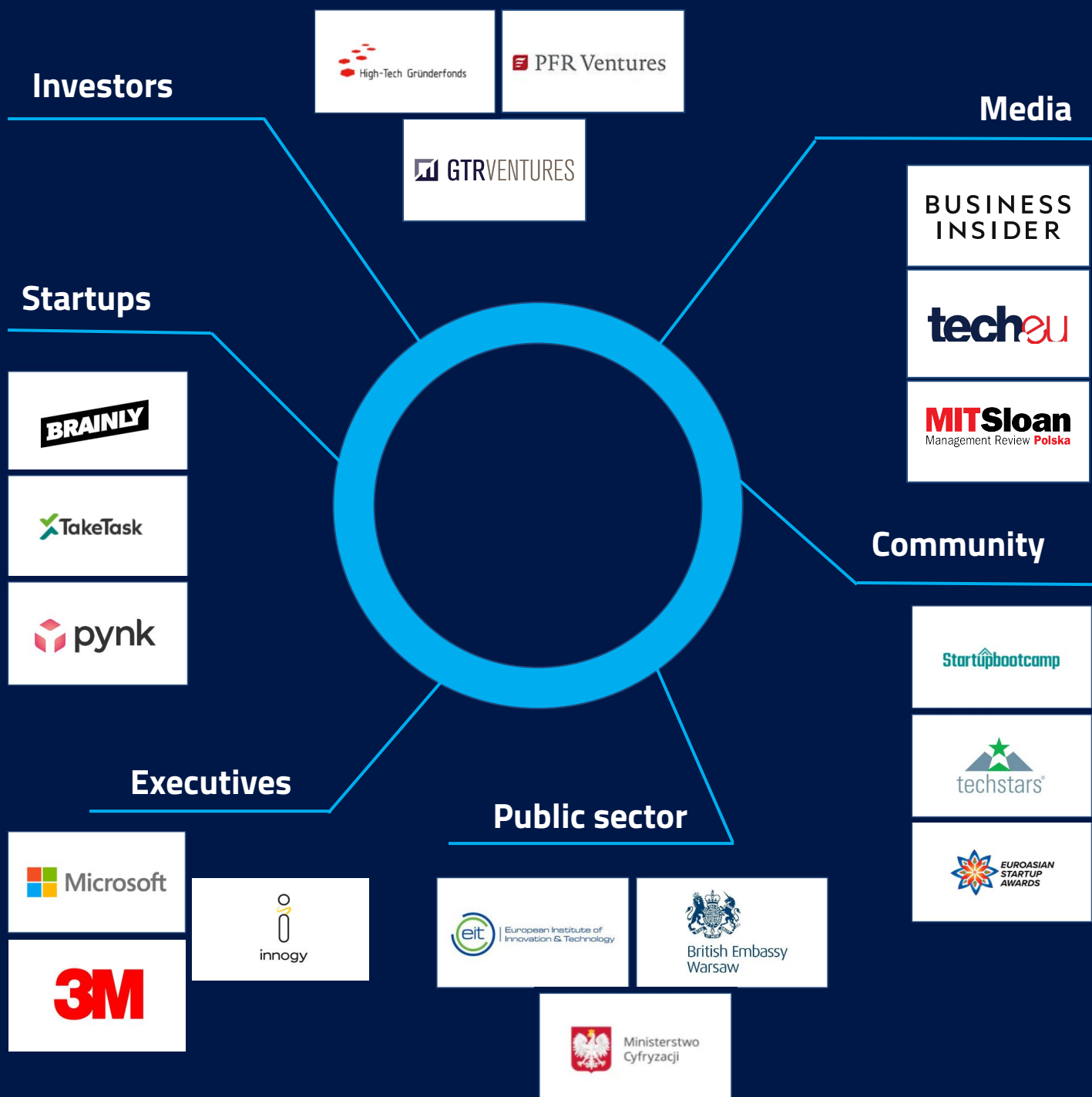
4 000

startups

80

countries

Attracting a diverse, cross-industry audience



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[Register here](#)

Of World-Class Speakers and Investors



Douglas Abrams
CEO at Expara
Managing Director
at Expara Ventures



Bianka Siwińska
CEO of Educational
Foundation "Perspektywy"



Elaine Montilla
Assistant Vice President
and CIO for information
technology at The
Graduate Center



Floyd Woodrow
Chairman Quantum
Financial Holdings and
Anti Counterfeit
Technologies Limited



Ruthy Kaidar
Chief Startups Lead and
Software Partners Tech
Lead in Central & Eastern
Europe at Microsoft



Rozalia Urbanek
Investment Director in PFR
Ventures



Bo Ji
Founder of China Start



Yoni Goldwasser
Director of Venture
Development at APX Axel
Springer Porsche



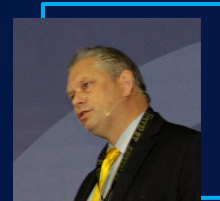
Olga Fleming
Founding Partner
in Oruga Investment



Michael Wilkinson
Founder & CCO at billx



Karina R. Jensen, PhD
Founder and Managing
Director, Global Minds
Network



Richard Dagnall
Head of Independent
Gaming



Tal Catran
Accelerators Guru



Robin Wauters
Founder of Tech.eu,
Co-founder of Startup
Europe Lens and BeCentral



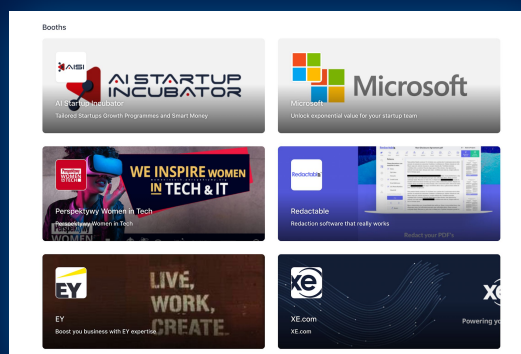
Maciej Sadowski
CEO, Startup Hub Poland

What's new in 2020?

1 The Great Pitching Contest



2 Virtual Booths and Offline Expos [online and offline meetings]



3 Five content themes and over 50+ virtual stages



4 Wolves Summit VIP Dinner



5 Unlimited networking opportunities [online and offline]



6 Broadcasting live to 9000+ people



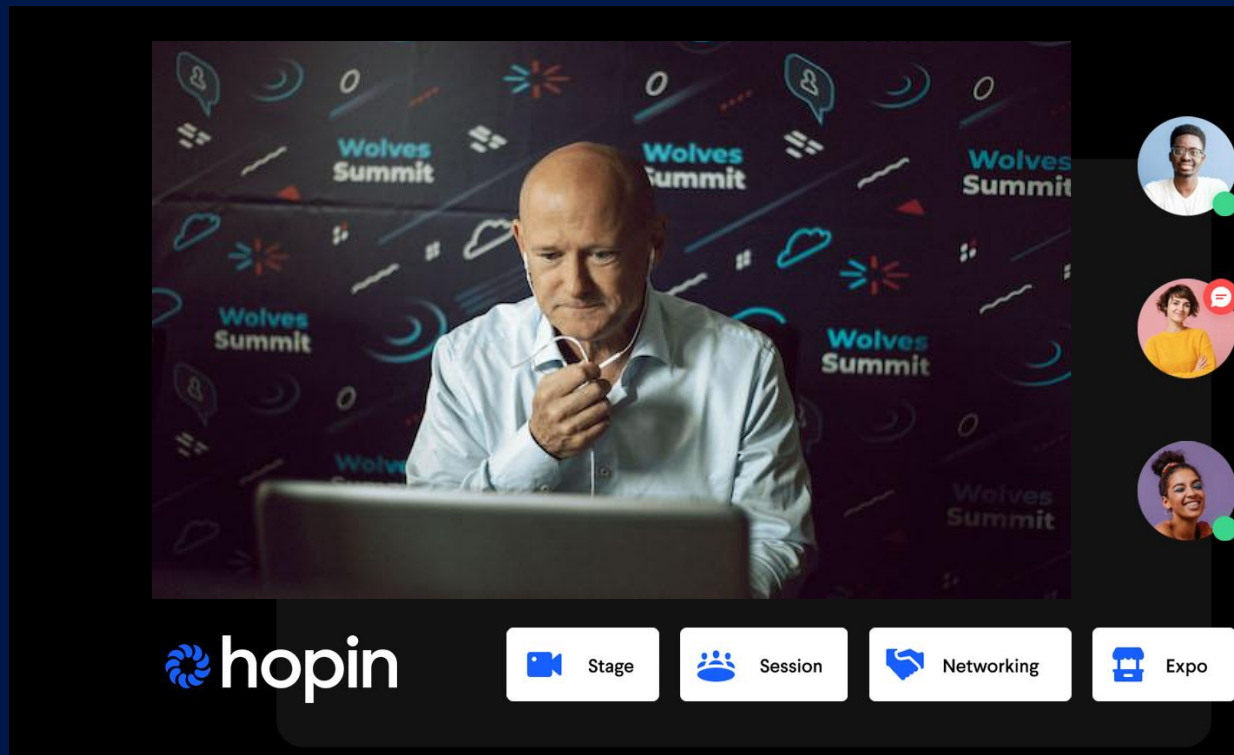
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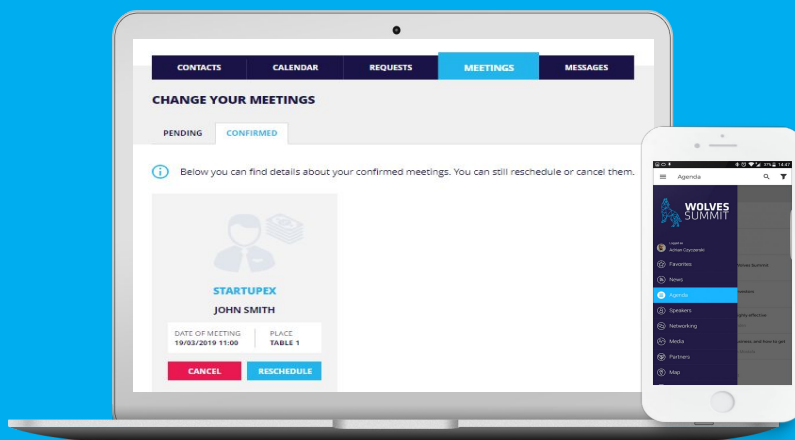
[Register here](#)

An immersive virtual experience powered by Hopin & Wolves Match



Networking at scale

Search for potential business partners and
hold online meetings 365 days a year



Wolves
Match
Platform

**Wolves
Summit**
Go Virtual

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[Register here](#)

Make the most of your time at the summit

Easy to Navigate
Virtual Expo Area

Create your own
virtual booth and
attract new clients

Join live sessions
or organise your
own private stage

Chat live and
interact with online
polls

Enjoy 1:1 Video Calls,
online meetings, and
group chats

Wolves Summit

Online Booth

The screenshot shows the Wolves Summit Online Booth interface. On the left, a sidebar contains navigation buttons: 'Main Stage button' (pointing to the 'Stage' icon), 'Startup Stage button' (pointing to the 'Sessions' icon), and 'Expo area with all booths' (pointing to the 'Expo' icon). The main area features a video player showing a woman speaking, with a subtitle that reads: 'So the B2B meetings will be happening as normal albeit virtually.' Below the video is a 'Moderation Panel'. On the right, a panel titled 'Your chat with visitors' shows a 'Booth' tab selected, displaying the company's logo, description, and a 'Register Interest' button. Red arrows point from text annotations to these elements: 'You can invite visitors to your stand.' points to the chat area; 'Your company details, logo, description, links etc.' points to the booth information; 'Lead generation button - you will receive an email for each person who clicks on this button.' points to the 'Register Interest' button. A red arrow also points from the text 'Booth's window' to the video player.

Main Stage button → Stage
Startup Stage button → Sessions
Expo area with all booths → Expo

Booth's window - you can broadcast live from your office here - talk about your services and products, but also talk to visitors to the stand (invite to a 1:1 conversation, answer questions from the chat, share screen etc.) – like at a real stand! Or you can also simply attach your video.

Your chat with visitors

Booth Chat Polls People

You can **invite visitors** to your stand.

Your company details, logo, description, links etc.

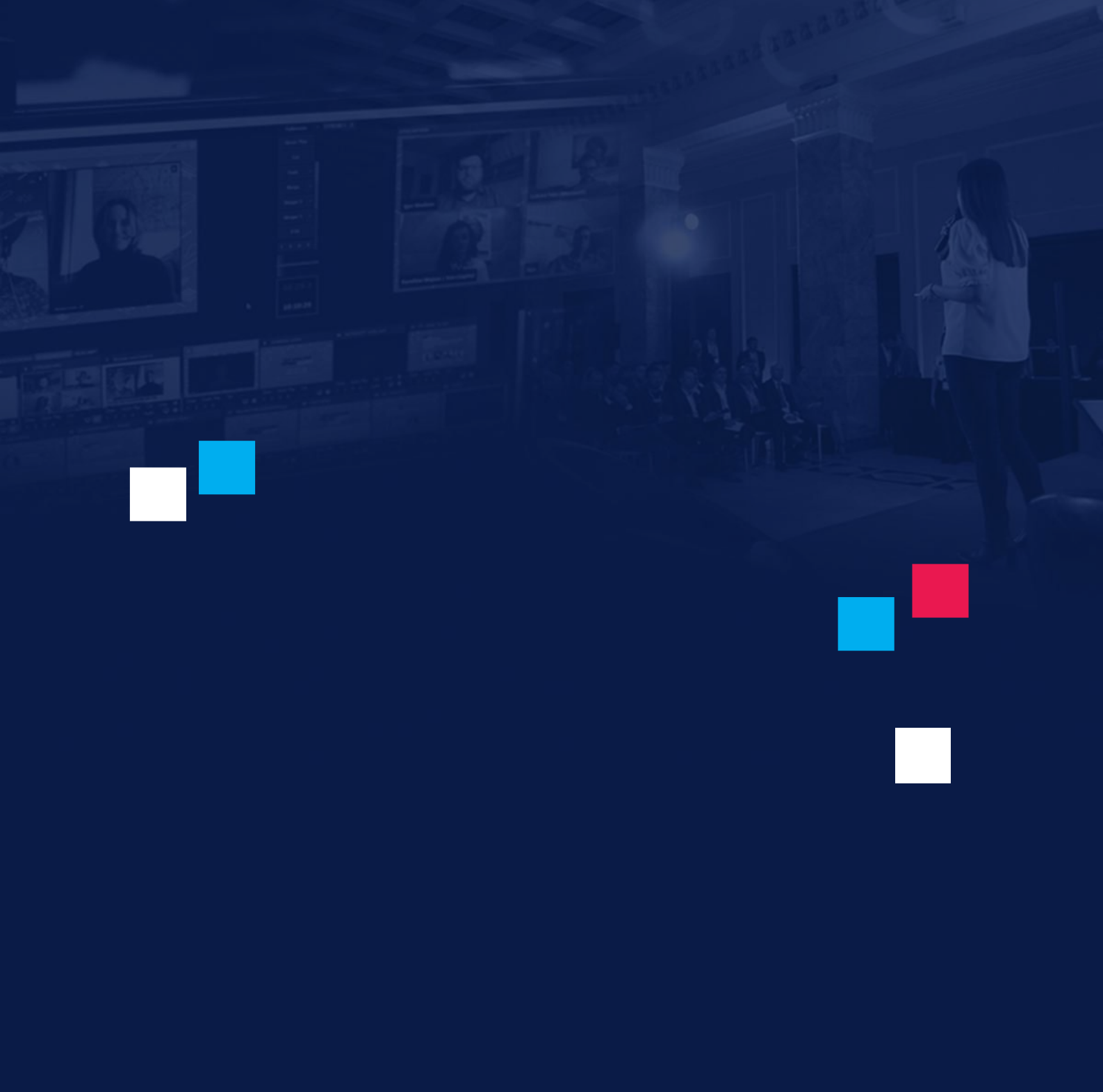
Lead generation button - you will receive an email for each person who clicks on this button.

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Great Partnership Options at All Investment Levels

Partner Benefits



Raising visibility in the startup community

Place your company at the heart of the startup ecosystem. Wolves Summit is at the intersection of startup acceleration, fundraising and corporate innovation. It's on Wolves Summit - biggest event of the year - that all groups come together to connect, and plan the future. Our audience is investors, press, corporate representatives, startup founders, and the wider CEE startup community. Boost your company's awareness among this diverse group by becoming a sponsor.

Position your company as a promoter of innovation and an active player in the technology ecosystem

Wolves Summit is a hub for innovation. We help startups reach one year's worth of networking in just three days. Become a sponsor and position your company as one that reaches great heights.

Connect and learn from the thinkers and doers impacting our future

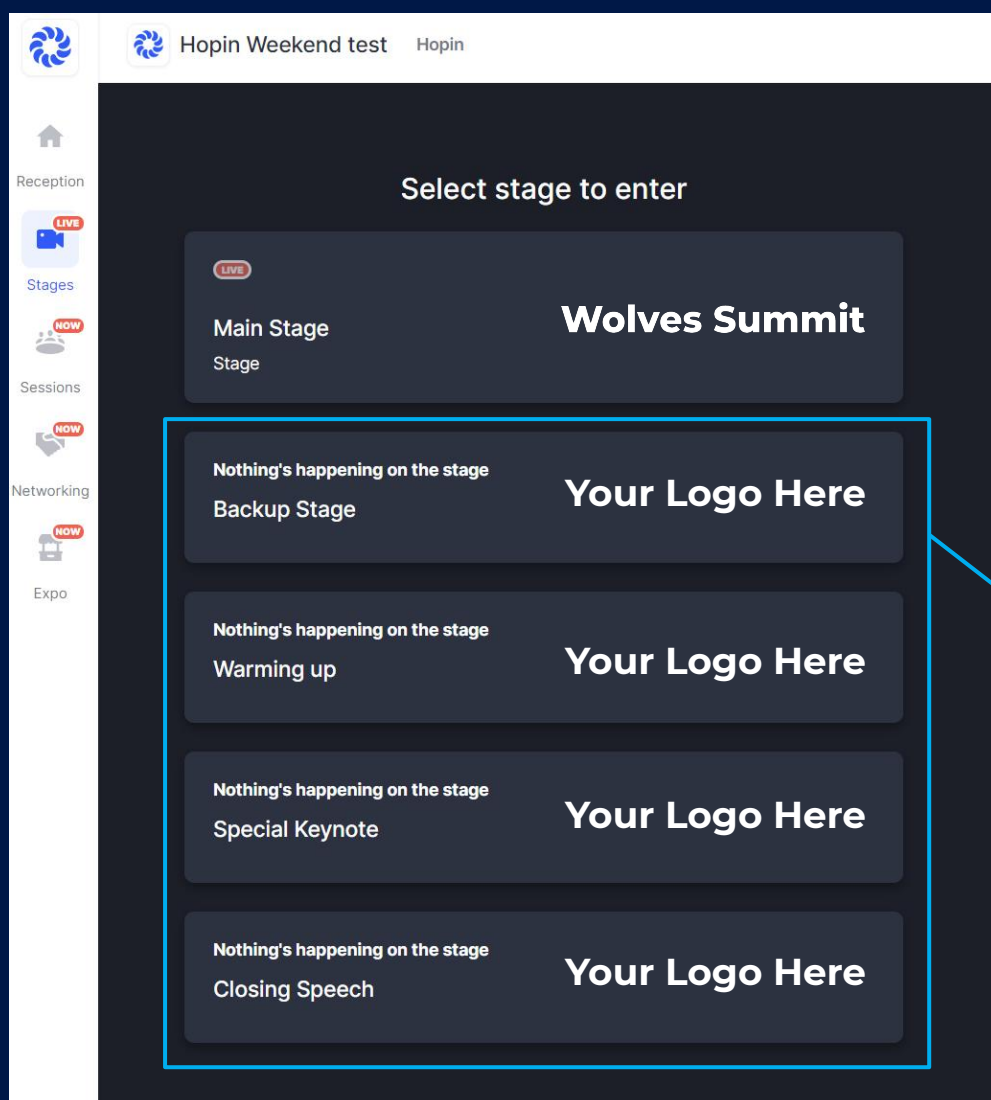
In 2019, Wolves Summit attracted over 3000 guests curious to learn and share knowledge and ideas about the future of technology across industries. Take part in the discussion, network with other participants, and build connections that last beyond Wolves Summit.

Multi-Stage Capability

Leverage Hopin's most exciting new feature.

With the recent addition of the multi-stage function on Hopin, we can offer **up to 4 partners** their very own dedicated stage for the duration of our event.

- Create the agenda **on your terms** for your dedicated stage.
- Issue a complimentary pass to your colleagues/partners/customers allowing them to access your stage **free of charge** during Wolves Summit



Book Primetime video slots

Showcase powerful brand content that's seamlessly integrated into the live stream

Promote your brand in front of thousands of people, in-between editorial sessions on the Main Stage, the Great Pitch Contest stage or individual side-event live streams.

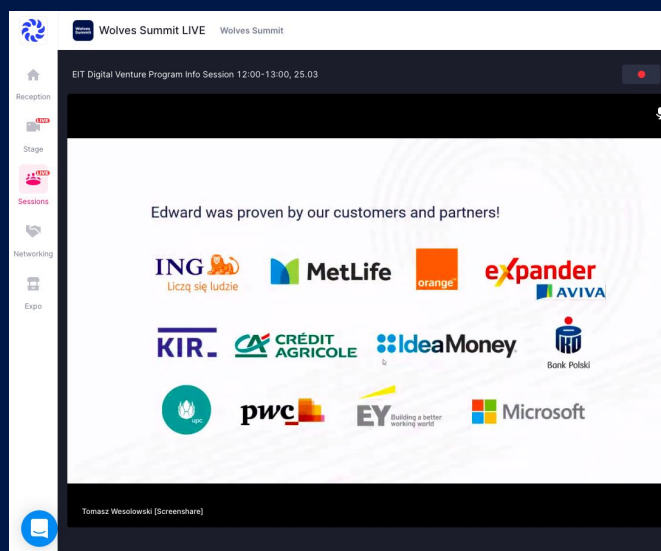
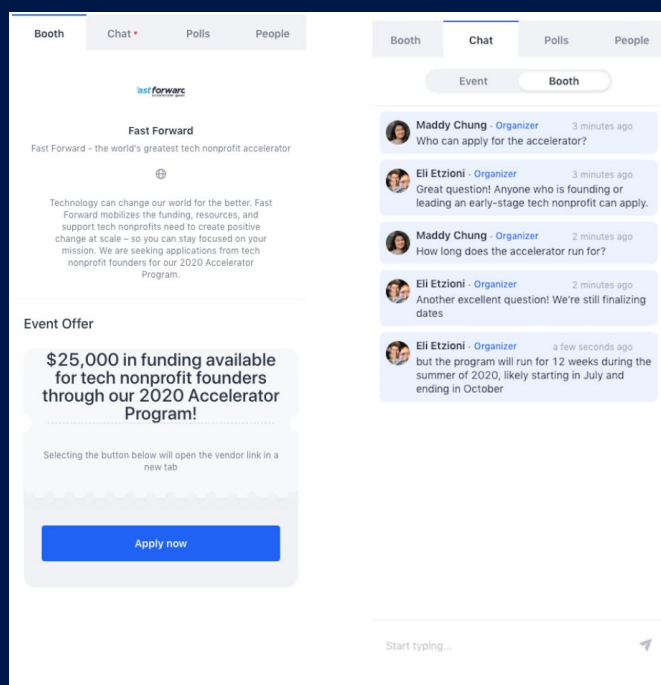
Interact with guests in real time through chats and polls.

Frequency - 5 slots of 30s up to 1 minute

Contact our team to discuss your media package. More branding opportunities available.

Get in touch

*Partner provides their own video content.



Host your own side-event with Wolves Summit [Online and Offline]

Set your event up for success by making it official and taking advantage of the many added perks and benefits that accompany an official Wolves Summit event.

By becoming an official Wolves Summit event, you'll receive:

- Brand association and direct promotion to attendees through official Wolves Summit channels, including listing on the Wolves Summit schedule, the Wolves Summit online event platform, and in the event guide given to all registrants.
- Opportunity to use official Wolves Summit trademarks to promote event
- Assistance from a dedicated Wolves Summit team with programming the online side-event or with on-Site Venue
- Production and logistical support such as assistance with the City of Warsaw permitting process, advising on securing all necessary permits, guidance on line queuing and staffing plans, and help managing last minute contingencies, vendor referrals, and more

**Get in touch to book a tour of
Wolves Summit virtual platform**



Sponsor a content track for maximum of brand visibility

1 Featured Industries



2 Finding Opportunity in Uncertainty



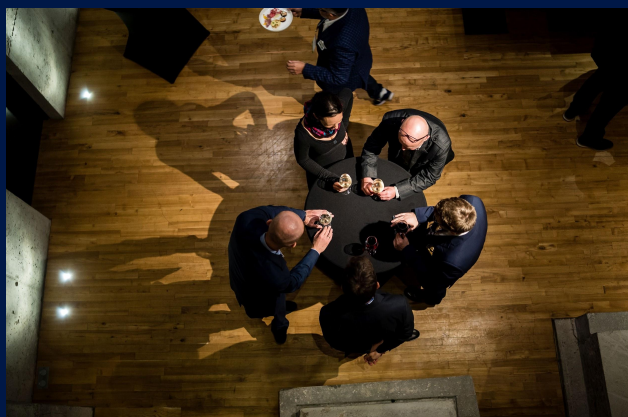
3 Fundraising during a downturn



4 Collaborate to Solve Big Problems



5 Making an entrepreneur: Ecosystem of Innovation



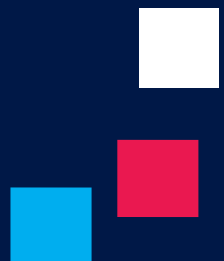
? Got something else in mind?

As an accredited partner we work with you to seamlessly integrate your side-event or presentations into the Wolves Summit event

[Get in touch](#)

Wolves Summit VIP Dinner

In partnership with CEE Business Media, our main sponsors and selected business leaders will be invited to an exclusive gala dinner where we will distinguish the achievements of 13 globally-minded early-stage & growth-stage companies from Central & Eastern Europe.



Enhanced Brand Exposure



30K+

Monthly
Website Visits

2m

Reach

100k

Impressions

30+K

Social Media
Followers

100+

Journalists

20+K

Subscribers

"Wolves Summit - one of the most important conferences for startups" - Business Insider

**BUSINESS
INSIDER**

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POLSKA

MIT Sloan
Management Review **Polska**

**SILICON
CANALS**

**CEE
X-Tech
Awards**

REKRUTER

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How to Get Involved

	Platinum	Gold	Silver
	Your company is THE main sponsor of Wolves Summit	Your company is an official sponsor of Wolves Summit	Your company sponsors the Great Pitching Contest or a dedicated virtual stage
Branding & Marketing	Inclusion across all summit market collaterals, on-site signage, website including dedicated email and social media posts	Inclusion across all summit market collaterals and website	Inclusion across all summit market collaterals and website
24h access to networking and Wolves Summit Matchmaking app	Yes	Yes	Yes
Virtual Booth	Yes	Yes	Yes
On-Site booth	Yes	Add-on Benefit	Add-on Benefit
Side-events (Possibility to host your own side-event with Wolves Summit)	Yes	Add-on Benefit	Add-on Benefit
Private Stage (Virtual)	Yes	Yes	Add-on Benefit
Judging & Mentoring opportunities (The Great Pitching Contest)	Yes	Yes	Yes
Speaking Opportunities	Yes	Yes	Add-on Benefit
Wolves Summit VIP Dinner	Yes	Add-on Benefit	Add-on Benefit
Tickets	On-site & virtual tickets	Virtual tickets	20 x Virtual tickets
Your Involvement	Contact Sales → Contact Sales → Starting from €2500		

*Final pricing dependent on various factors including the strategic objectives included in scope and the type of sponsorship benefits. We can explore a mixture of funding + in-kind benefits.

Microsoft partners with Wolves Summit to help new companies scale

As a global innovation player, Microsoft is at the forefront of technological advances. Microsoft joined Wolves Summit 10th Edition as an Ecosystem Partner to cooperate with high-growth startups matching their business goals and interest areas.

During the summit, Microsoft:

- Sponsored the Great Pitching Contest gaining access to trend insights and unparalleled exposure to high-potential startups
- Organised invite-only side-events targeting C-level professionals in high-tech industries, investors, mentors, and scale-ups to achieve commercial impact
- The Microsoft logo was displayed across all summit marketing collateral reaching circa 8000 attendees positioning Microsoft as a leading startup development contributor
- Microsoft was given access to more than a thousand small businesses interested in using Microsoft services. Engaging with Wolves Summit's pipeline of startups provided future avenues Microsoft to source early collaborations and deal flows.

At Microsoft, we see startups as partners. When startups build their solutions on the Microsoft Cloud platforms then together we help startups access customers as we innovate and transform customers together. Wolves Summit has been an incredible, offline and online, place for us to engage with promising startups, ambitious entrepreneurs and key opinion leaders - as the event truly facilitates engagement and collaboration."



Ruthy Kaidar
Chief Startup Lead CEE
Microsoft

Partners & Investors

 Microsoft	 GTR VENTURES	 PFR Ventures	 InnoEnergy Knowledge Innovation Community
 PFR Polski Fundusz Rozwoju	 XCEEDANCE	 TWW ACCOUNTING OFFICE	 KRAKOW TECHNOLOGY PARK
 Bank Polski Let's Fintech	 RBL INNOVATION BY ALIOR BANK	 Puławski Park Naukowo-Technologiczny	 AVISTO EASTERN EUROPE
 pwc Startup Collider	 akcelerator PGE	 NAVISPACE	 MIT Enterprise Forum Central & Eastern Europe
 ETNO CAFE	 BiznesPolska	 ISRAELI Ambaskada Izraela w WARSZAWIE	 opstalent
 wielkareklama.eu	 E2E™	 innogy	 PROPSY PR
 TALENT SFERA	 3M	 tentative PRODUCT DEVELOPMENT	 enterprise europe network
 BALANSPLAT	 vienna business agency	 WOMEN IN LAW	 scriblr

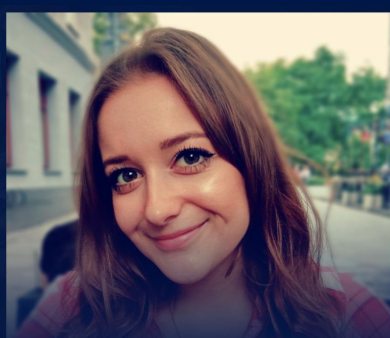
Contact Us



Michael Chaffe
Business Development Manager
mike@wolvessummit.com



Wiktor Borkowski
Startup Relations Manager
wiktor@wolvessummit.com



Rozalia Chajutin
Investor / Corporate Relations Manager
rosie@wolvessummit.com

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