



„To sail is necessary;
to live is not necessary” *

Pompey the Great

Prof. **Janusz Filipiak**
Founder, President and CEO of Comarch SA

THE PROUST QUESTIONNAIRE

Personal motto:

Persistence in creation

Professional motto:

Balanced growth

Most important personal achievement:

Becoming a Professor before the age of 39

Most important professional achievement:

Building a company from the very beginning that now employs 5030 experts

Most important personal achievement:

Earning the trust and respect of people

Family:

Married with three children

If he was not who he is now, who he would like to be:

A physicist

Favorite sport:

Swimming and skiing

A place where he feels best:

At home

What motivates him to work:

The desire to establish a large international corporation

Current position:

Encouraging further intensive work on business development

Holiday:

Skiing in the Alps. In summer, the Mediterranean

* „Navigare necesse est, vivere non est necesse”
(Gnaeus Pompeius Magnus)

Favourite restaurants:

Italian, French (which, however, can hardly be considered the Mediterranean), but also Polish Restaurants, "Wierzynek" in Krakow (and not because its owner is his wife), "Platter" in the InterContinental Hotel in Warsaw, the "Hotel de Paris" in Monte Carlo, "Nobu" in London and small restaurants in Paris, which you will not find in the Michelin guide

Hobby:

Architecture and construction. Reading detective stories, which are usually bought at airports. I don't like the plague business books, I rarely find their thinking formulations and models interesting. I published, with Springer Verlag, two books about the theory of optimization. Currently, I'm working on two books about business

CURRICULUM VITAE

1984-1985

Conducted research at France Telecom laboratories in Paris

1987-1989

Deputy Director of the Teletraffic Research Centre at the University of Adelaide in Australia

1991-1991

Visiting Professor at the University of Montreal, Quebec (Canada)

1991-1993

Conducted research at France Telecom laboratories in Paris (France)

1991-1999

Manager of the Telecommunications Unit at AGH University of Science and Technology (Krakow)

1995-1996

IT Department Manager for Tadeusz Sendzimir Steelworks in Krakow

1996-1998

President of the Supervisory Board of Comarch SA in Krakow

from 1998 CEO of Comarch SA in Krakow

Prof. **Janusz Filipiak**, Founder, CEO, and President of the Management Board of Comarch SA

Janusz Filipiak holds a Professor's title in technical sciences. For over thirty years now, he has been interested in advanced technologies.

In 1993, Janusz Filipiak established Comarch – the first Polish company based on knowledge. He is the president of the board and CEO of the company.

Janusz Filipiak is an editor and author of trade journals and a consultant of national and foreign institutions.

Professor Filipiak has written more than one hundred papers on telecommunications and IT and is an author of six books on IT (three of which were published in the United States and Western Europe).

In the nineties, he was an ordinary professor at the AGH University of Science and Technology in Kraków, where he was the Head of the Telecommunications Department for eight years between 1991 and 1998. At the age of 39, he was awarded a Professor's title by the President of the Republic of Poland.

He completed a managerial course in Japan. He also worked as a scientific consultant for France Telecom and held the function of director plenipotentiary at the Teletraffic Research Center at the University of Adelaide (Australia).

He conducted research projects in laboratories in the United States and Canada. He is an author of over one hundred publications on data transmission and teleinformatics, six books on teleinformatics (three of them were published in the USA and in Western Europe) and around one hundred scientific articles. These have been published in many well-known specialist magazines, including 'IEEE Transactions on Communications', 'IEEE Journal on Selected Areas in Communications' and 'Operations Research'. Professor Filipiak is an author of six books, including 'Modelling and Control of Dynamic Flows in Communications Networks' (Springer Verlag, 1988) and 'Real Time Network Management' (North Holland, 1991). He was the publisher of 'Telecommunication Services for Developing Economies' (Elsevier, 1991).

In 2012, the President of Poland honored Professor Filipiak with the Officer's Cross of the Order of Polonia Restituta for his outstanding contribution to the national economic development and achievements in charity and social activities. In 2013, Professor Filipiak also received the prestigious IEEE Communications Society Distinguished Industry Leader Award 2012 for his contribution to the development of the communications industry and IT technologies.

Since 2015, he has been an expert in the National Development Council formed by the President of the Republic of Poland, in the section "Economy, work, entrepreneurship."

COMARCH

At first, the company operated on the premises of AGH (AGH University of Science and Technology) and Professor Filipiak combined the management of the business with his responsibilities as an academic at the university. When he realized the company would not operate without him, he resigned from his position at the university and focused on business.

'What we have done was the first, and, at that time, the only spin-off in this part of Europe. The same business model developed such American companies as Cisco or Sun' – reminisces Janusz Filipiak.

Soon Comarch got its first big contract: the filing system of network devices for Telekomunikacja Polska (Polish Telecommunications Company). It debuted on the Warsaw stage six years later.

'Comarch's dynamic development was made possible by a business mix of tangible assets and intellectual capital because', as it is highlighted by Professor Filipiak, 'qualified staff is a company's most precious asset.'