

KEEPING TABS

You have been present in the market for more than 20 years. What were the pivotal moments in the company's history?

There were a few. In 2002, we redirected our operations to focus on support of international companies doing business in Poland. In 2005, we opened an office in Warsaw with an aim to become more than a local firm. Then in, 2009, we became a member practice of RSM and finally, in 2012, we won several awards and took over Baltic Accountants and Consultants strengthening our office in Warsaw. We are addicted to growth and at the same time focused on quality and trust, a good combination for success in professional services.

How has becoming a part of RSM International changed the way you operate?

It changed a lot and for the better. Member firms, as we observe, are more and more integrated into RSM cooperation and focused on international business growth. We work closely not only with RSM Europe practices, but also with Asian and US firms. Large RSM practices from the UK, US, China, Singapore and Germany share their knowledge and experience with smaller players such as the ones in Poland. We win multinational clients for tax compliance, statutory audit, transaction support services, risk management and deliver to them what is promised often in 80 to 90 or more countries. This shows the strength of RSM in international engagements for very demanding clients.

In the rankings of the largest tax accounting companies compiled by the Polish daily *Rzeczpospolita* you were ranked 15th in 2014. What is your strategy to break into the top 10?

That is a very interesting question, as the audit market is not such an easy one these days. Our strategy is to focus on transaction support services and risk management apart from growing the service line of statutory audit. We are seeking takeover targets, to gain synergies, as that is how we see the future of audit in Poland, fewer firms, larger players, with more and more focus on quality.

Which companies are you focusing on and would like to work with most? Large? Middle-sized? Growing or well-established?

RSM Poland KZWS is a well-established firm that is still growing so we love firms such as ours in that respect. We work with small firms with a small staff and revenues below €500,000 as well as with huge domestic and multinational companies listed in the top 100 of Fortune 500, with revenues in Poland exceeding €500 million. We particularly appreciate working with companies, which – like us – are passionate about their business and cherish long lasting added value based cooperation.



BARTOSZ MIŁASZEWSKI, MANAGING PARTNER AT RSM POLAND KZWS, DISCUSSES THE COMPANY'S HISTORY, STRATEGY AND EXPANSION PLANS

What are your short-term and mid-term targets?

Quality and growth. By 2020, we aim to exceed PLN 50 million in turnover from core services. Meanwhile we are observing the market as it changes domestically and internationally, who knows what tomorrow may bring.

What is your advice to expats wishing to do business in Poland?

Our suggestion is to be open-minded. Poland is full of great opportunities, but also with some unpleasant, lurking surprises. Be happy and confident that you made the right decision to do business in Poland, always listen to good advice but make your own decisions and last but not least – remember – when in Rome, do as the Romans do.