

Microsoft
Corporate, External & Legal Affairs
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September 27, 2016

Commissioner Elzbieta Bieńkowska
Commissioner for Internal Market, Industry, Entrepreneurship and SMEs
European Commission
Rue de Loi, 200
BERL 09/339
B-1040 Brussels
BELGIUM

Dear Commissioner Bieńkowska,

I wanted to thank you and your delegation for making the time to visit with Microsoft last week. I regret that I was not able to make it to the meeting, but understand that the discussion with [REDACTED] was very productive and that you were also able to try the mixed-reality experience of HoloLens.

Microsoft is committed to helping advance the innovation potential of European companies – large and small. We believe that every organization will be a digital organization and so we are also focused on helping them with the skills, technology, mentorship and contacts they need to succeed. Just a few of the programs we have in place in Europe include:

- Microsoft Innovation Centers: With more than 20 across Europe, the Innovation Centers serve as hubs to support students and entrepreneurs with expertise and resources, and to provide training, startup incubation, and engagement in projects that help companies and governments solve local challenges;
- Microsoft BizSpark: This program helps small, innovative software companies gain valuable experience and expertise in Microsoft technologies with no upfront costs; and
- Microsoft Accelerator: A global initiative built to empower entrepreneurs to build their companies. We work with later-stage startups to provide the tools, resources, connections, knowledge and expertise they need to become. Microsoft Accelerator is a 4-6-month tailor-made program for later-stage startups looking to go beyond the development of their product by scaling their businesses.

I know that our latest initiative, Microsoft Ventures, was of particular interest to you. I understand that we hope to have a permanent presence in Europe by early 2017 and would be happy to help facilitate a discussion on how Microsoft Ventures aligns with your proposed €400 million investment fund.

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In addition to these programs, we are also working with governments to help them develop policies that facilitate access to new technologies for businesses of all sizes. We believe that fostering the right conditions to fuel the growth of business – especially SMEs – will drive competitiveness, innovation, and economic growth. I would be happy to discuss how Microsoft can support the Commission with its policy agenda, especially in your portfolio areas.

In the meantime, thank you again for making the trip to Microsoft and I hope that we can continue the discussion in Brussels in the near future.

Yours sincerely,

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Vice President, EU Government Affairs

cc: – Executive Vice President, Business Development (Microsoft)
 – Senior Director, Government Affairs (Microsoft)