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Partners



























For us at StrategEast the development of IT industry and the knowledge driven economy in Eurasian countries is not only the GDP growth, exports income and the creation of new jobs.

The IT industry and the new digital economy in this region are the ultimate tools to introduce the values of transparency, the rule of law and private property protection.

The IT industry development is bringing not only a prosperity to the Eurasian countries, but is also leading to their social transformation.

Thus the IT industry development in Eurasia is of interest not only to local IT entrepreneurs and developers. This is a common interest for everyone who is motivated by transforming society in this region towards the universal values – the leadership of Eurasian countries, international institutions supporting the reforms in the region, the global IT industry.

Gathering together all the stakeholders who are engaged in developing the IT industry in Eurasia makes our StrategEast State and IT Eurasian Forum a unique platform.

Due to the intensive development of the IT industry in Eurasian countries, multiple forums and conferences dedicated to the technological innovations, start-ups, investments and other technological and business aspects of IT are being held every month. The uniqueness of our Forum is that it is dedicated to policymaking in this field.

Working in most of the Eurasian countries StrategEast has highlighted

the common challenges that impede the development of the IT industry in the region. Among them are the private and intellectual property protection, general legislation issues, the tax code, complex currency regulation, the educational system, governmental interference etc.

But Eurasian countries are also a source for various solutions to those challenges.

A fairly high level of intellectual property protection is provided in the Baltic countries. Belarus, and then Uzbekistan, developed and adopted some of the most advanced legislative acts, contributing to the development of technology parks and the development of the blockchain industry.

Georgia, Armenia, and Kazakhstan provided the local IT industry with infrastructure by opening several technology parks on its territory. Interesting experiments in private education for IT professionals work in Ukraine and Belarus.

The Belarusian example shows that the IT industry supported by the state can develop and grow by tens of percent per year, and the Ukrainian IT industry with its 200,000 developers has been built from the scratch from the bottom-up by local entrepreneurs without governmental support.

The same can be said about the contribution of international institutions – in some Eurasian countries they have achieved significant results in supporting the IT industry.

USAID has opened several IT centers in Eastern Ukraine, the GIZ has funded the creation of ICT Cluster in Georgia, and the World Bank is developing digital infrastructure of Central Asia with Digital CASA project.

Our Forum has been planned as a platform where all the stakeholders of the Eurasian IT industry get together to share their best practices with their neighbors in Eurasia. Where individual successful cases get a chance to become universal regional policies.

Ministers, parliamentarians, representatives of government agencies are able not only to hear about these practices, but also personally communicate with their colleagues from countries where these practices were introduced.

IT entrepreneurs have a chance to learn from their colleagues working in a more attractive legislative environment how to find common interest with the state to create such an environment.

Representatives of international financial institutions and investment funds can see the Eurasian IT industry as a whole piece and to develop general regional approach.

The StrategEast State and IT Eurasian Forum is going to get held annually in different Eurasian capitals and is actually forming "Eurasian working groups" on most of the issues relevant to the Eurasian digital economy.

We're convinced that over the next year until our next Forum, the work of some of these groups will result in new legislative initiatives that will contribute to IT development, new investments in the Eurasian digital infrastructure, new educational programs for young professionals, and as a result the creation of a new highly paid jobs throughout Eurasia.

Thanks to all this, the new generation of Eurasian youngsters will emerge, for whom the rule of law, the private property protection and zero tolerance for corruption would be as natural as for their peers in US and EU.

We should always remember that the most valuable and non-renewable resource is our time. I'm convinced that this Forum allows all of us to save it on the way to building up a new Eurasian digital economy.

Anatoly Motkin StrategEast Founder and President

Anatoly Mothin

Key speakers



Prasanna Lal Das Lead Digital Strategist, World Bank

"When countries like Ukraine and its neighbors start thinking about digital economy, they need to start thinking about data first. The data is the foundation of digital economy. However, the foremost challenge that we see is the data poverty. How do you go from where you are now to the successful digital economy, is built on the foundations of proper access to, collection of and managing data resources. Most policies start there - how do we actually get the data in one place and how do we form policies. But implementation is the key. Do not leave it at a policy and theoretical level itself."



Arkadiy DobkinFounder and President of EPAM Systems

"Large software and services companies are headquartered where the real market is. And it would be a little naive to think that headquarters will start happening here in Ukraine before the large enough market, as well as economic stability, will be developed locally. But on another side, the opportunity for creation of an even larger number of high paid jobs in the IT sector is really here right now and it would be great to realize that opportunity sooner than later with supporting the right conditions for the industry to grow"



Dimitar BogovRegional Lead Economist for Eastern Europe and Caucasus, EBRD

"The key issue in Eurasian countries is how to create environments where success and variety of IT companies will be just a normal way of doing business."



Oleksandr Bornyakov,Deputy Minister of Digital Transformation of Ukraine

"The creation of a separate Ministry of Digital Transformation in Ukraine is the sign that we understand the importance of switching to 4.0 digital era... The task of the work of the Ministry of Digital Transformation of Ukraine is not only to make all public services online but also to make the interaction between government and citizens simple and transparent...

We can't have digital government if Ukrainians don't know how to use it and are afraid of online interaction."



Dmytro Sholomko,Director of Google Ukraine

"IT ecosystem in Ukraine lacks funding; there are many reasons for that – war, economic uncertainty, corruption. Still I think this gap is too big and it needs to be fixed... IT industry is a greenfield opportunity for Eurasian countries."



Juan Navas-Sabater, Lead ICT Specialist, Program Leader, World Bank

"The best governments can do in promoting the IT industry is actually let it develop itself. But it can't be just free for all, the enabling environment needs to be created. And that is the main role of the government – to establish an enabling environment that can support the IT industry growth, including absorption of IT specialists. The regulatory frameworks should be open to competition, should be liberalized in such a way that it enables and promotes private investments."

Plenary sessions

The IT industry in Eurasia – different paths, common challenges?



Matthew Murray, Former Deputy Assistant Secretary of Commerce for Europe, the Middle East and Africa, US | Juan Navas-Sabater, Lead ICT Specialist, Program Leader, World Bank | Rashad Azizov, Head of the Department of Innovative Development of Information Society and Electronic Governance, Ministry of Transport, Communications and High Technologies of the Republic of Azerbaijan | Ana Chirita, Strategic Projects Director at National Association of ICT Companies (Moldova) | Oleg Kondrashov, CEO of EnCata (Belarus) | Farid Safarov, Director General, Directorate for Digital Infrastructure on Transport at the Ministry of Infrastructure of Ukraine

Ana Chirita, Strategic Projects Director at National Association of ICT Companies (Moldova)

"In order to succeed, it takes much more than one holder to be involved. It takes every stakeholder to be part of and support the same initiatives or the same ideas." **Rashad Azizov,** Head of the Department of Innovative Development of Information Society and Electronic Governance, Ministry of Transport, Communications and High Technologies of the Republic of Azerbaijan

"The main challenge for our countries is to bring the private sector more closely to the process of IT development. To make public-private partnership projects, especially in the innovation sector, the IT sector. Having post-Soviet history, sometimes our traditions count that everything starts in the state. Now, the main task of the state is to make the situation better for the private sector to come, to bring investment, to bring money to make new innovations."

Data driven economy empowers Eurasia



Farid Safarov, Director General, Directorate for Digital Infrastructure on Transport at the Ministry of Infrastructure of Ukraine | Irina Andryushchenko, COO and Co-founder, D2. Lead of Industry Bot project team | Artem Afian, Co-founder, PatentBot; Managing Partner, Juscutum Attorneys Association | Oleg Petrov, Senior Program Officer, Digital Development, World Bank | Prasanna Lal Das, Lead Digital Strategist, World Bank | Kateryna Onyiliogwu, Open Data Team Lead, USAID/UKaid "Transparency and Accountability in Public Administration and Services" project

Farid Safarov, Director General, Directorate for Digital Infrastructure on Transport at the Ministry of Infrastructure of Ukraine

"We need to negotiate and find out the best solution. The need of the public sector in information in the engagement of the government to some of the lower processes leads to the creation of different systems that are effectively used by the public sector."

Kateryna Onyiliogwu, Open Data Team Lead, USAID/UKaid "Transparency and Accountability in Public Administration and Services" project

"In the open data sphere, it does not work if you have just good policy and publication of the data. It is about stimulating the demand and building the capacity for the business and civil society to use open data. Success in the building open data ecosystem is when business and start-ups have particular demand and the government can respond and open the data."

Building the new economy in Eurasia



Horton Beebe-Center, President Emeritus of Eurasia Foundation | Martin Bailey, Head of Unit for Digital Policy Development and Coordination in DG CONNECT, European Commission | Dimitar Bogov, Regional Lead Economist for Eastern Europe and Caucasus, EBRD | Arkadiy Dobkin, Founder and President of EPAM | Dmytro Sholomko, Director of Google Ukraine

Horton Beebe-Center, President Emeritus of Eurasia Foundation

"The task of this panel is to identify the links between what practitioners are doing in the new economy and the policies that are emerging or need to be shaped for the optional benefit of all of us for living in the new economy".

Martin Bailey, Head of Unit for Digital Policy Development and Coordination in DG CONNECT, European Commission

"Making the digital transformation a reality is an enormous challenge. What it requires is not only, and it mustn't be underestimated, ensuring that the letter of the law is implemented and applied. It is also important to have a strong and independent regulator — that is important not only for the development of a stable framework within Ukraine, but without that you will not win the trust of the international community. But beyond the rules, two things are critical. The first is leadership. Political leadership, which must show it believes in this process and is committed to this process. The other is creating an emotional bond with citizens, explaining that these steps will lead to an improvement in their lives with stronger economic ties to the EU."

Legislative initiatives in the IT sphere

Edmunds Belskis, Chairman of the Board at Latvia State Radio and Television Center

"Government should be proactive – to provide a framework for mobile connection development, to show the example of using digital platforms in all spheres. This is how high skilled population emerges in a digital world. Government should be a helper to the IT sphere.

Oleksiy Imas, Head of the EY Start-up Accelerator in Ukraine

"Hi-tech start-ups and scale-ups, by their nature, are naturally best developed close to the fundamental sources of knowledge – higher education institutions. Accordingly, funding of university innovation ecosystems is paramount to dynamic growth of the overall sector. It is best done through endowment funds – a legislative initiative I am an avid supporter of."





Artem Nikiforov, Office for Reforms and Legislative Initiatives | Sarkhan Hashimov, General Manager for Eastern Europe and Central Asia, Elcore AG | Edmunds Belskis, Chairman of the Board, Latvia State Radio and Television Center | Andrey Biryukov, CEO, "Hi-Tech Office Ukraine" Public Association | Oleksiy Imas, Head of the EY Start-up Accelerator in Ukraine

Edmunds Beļskis, Chairman of the Board at Latvia State Radio and Television Center

Is the new economy a remedy for corruption?



Kseniya Bukshina, Tak publishing **| Eka Tkeshelashvili,** Head of EU Anticorruption Initiative in Ukraine

Eka Tkeshelashvili, Head of EU Anticorruption Initiative in Ukraine

"We definitely have to understand that interface is just a fraction of what system itself represents. The biggest change is not visible. We do not see the transformation of state institutions' operational cycle and what it takes to change how they think and gather data, and this is the hardest transformational element of all... The full digitalization of public services is possible and we live in an inspiring era when the public services can be delivered to the citizens in a palm of your hand and this is the new priority for the country... Remedy for corruption is the simplification of the regulatory framework, it will help the full-scale digitalization".

Kohzo Hirose, Ministry of Economy, Trade and Industry (Japan), JETRO Istanbul Director for Economic Affairs

"Though Japan is dealing successfully with corruption and the actions of government are quite transparent, we still lack an understanding between the government and private sector. That's why we work on collaboration programs between the sectors."

Oleksii Sobolev, CEO Prozorro.Sale

"One of the steps to beat the corruption is to update the cybersecurity rules for government sector."



Kseniya Bukshina, Tak publishing | Eka Tkeshelashvili, Head of EU Anticorruption Initiative in Ukraine | Oleksii Sobolev, CEO Prozorro.Sale | Kohzo Hirose, JETRO Istanbul Director for Economic Affairs

Electronic payment systems regulation



Andrey Buzarov, Kyivstratpro Aija Zitcere, Director of Financial Market Policy Department at the Ministry of Finance of Republic of Latvia Serhii Shatsky, Cashless Economy Program Manager, Strategy and Development Division, National Bank of Ukraine

Aija Zitcere, Director of Financial Market Policy Department at the Ministry of Finance of Republic of Latvia

"What consumers demand in Latvia today is fast, cheap and available payments and the government of Latvia sees that effective IT solutions are essential for ensuring compliance in this environment"

Serhii Shatsky, Cashless Economy Program Manager, Strategy and Development Division, National Bank of Ukraine

"There are still segments of the economy which are not covered with digital solutions in Ukraine and we are still in the process of changes. Electronic payments market grows rapidly and it has a great potential for investors. Regulation of crypto-actives is a case for whole world regulators, in Ukraine for this responsible National Securities and Stock Market Commission. One of the problems current legislation of payment systems had previously a cosmetic changes only. The real changes of the regulations are planned in the near future with PSD2 implementation."



Serhii Shatsky, Cashless Economy Program Manager, Strategy and Development Division, National Bank of Ukraine Andrey Buzarov, Kyivstratpro Aija Zitcere, Director of Financial Market Policy Department at the Ministry of Finance of Republic of Latvia

IPR in the Eurasian region



Dr. Yuriy Kapitsa, Director, Centre for Intellectual Property Studies and Technology Transfer, National Academy of Sciences of Ukraine



Dr. Yuriy Kapitsa, Director, Centre for Intellectual Property Studies and Technology Transfer, National Academy of Sciences of Ukraine

"If to speak about Eurasia countries, we have two tendencies. One tendency is a direction to the EU standards. Another tendency is that inside of Eurasia's economic entity we have harmonization. It is very important for our countries to follow the best European practices."

Jana Herceg, Head of Trade and Economic Section, Delegation of the European Union to Ukraine

"IP is an important driver of economics. According to the joint survey of the European Patent Office and the EU Intellectual Property Office from September 2019, we see that about 50% of industries are IP intensive. That also explains why we pay so much attention to IP overall."

Valerii Zhaldak, Director of the IP Department, Ministry of Economic Development, Trade and Agriculture of Ukraine

Tax regulation in the IT sector

Daniel Witt, President at International Tax and Investment Center (US)

"We need to look for a principled approach to encourage innovation and to attract and retain investment in the IT sector. I think that is a big challenge."

Konstantin Mikhel, VMP Vlasova, Mikhel and Partners, Law office, responsible for IT legislation development in Belarus

"Not only tax incentives are important for the creation of a good atmosphere for the development of the IT sector. Additionally to the tax preferences, we need to have simple regulation or deregulation of conducting business. Also, we need to have personal safety and money safety, asset safety and so on. Trustworthy court systems and education should be added to this list."

Konstantin Mikhel, VMP Vlasova, Mikhel and Partners, Law office participated in IT legislation development in Belarus Mykyta Polatayko, Head of IT Practice, AEQUO Andrey Buzarov, Kyivstratpro IIIya Sverdlov, Partner, DLA Piper



Daniel Witt, President at International Tax and Investment Center (US)



Central Asia as a digital HUB of Eurasia



Oleg Petrov, Senior Program Officer, Digital Development, World Bank | Ayauzhan Almakhova, Director of the Department of Startup Ecosystem Development, "Zerde" Holding | Dilshod Zufarov, Chief Investment Officer, "Technological park of program products and information technologies" LLC (IT Park Uzbekistan)

Oleg Petrov, Senior Program Officer, Digital Development, World Bank

"Digital development is a very important driver for increasing the competitiveness of Central Asia as a region that is geographically located in the center of Eurasia. Central Asia can take advantage of this new powerful driver of competitiveness to restore its historically central role in the global economy and become the digital heart of Eurasia."



Dilshod Zufarov, Chief Investment Officer, "Technological park of program products and information technologies" LLC (IT Park Uzbekistan) | Azis Abakirov, Kyrgyz software and services developer's association Chairman, Founder of High-Tech Park | Mansur Hakimov, First Secretary of Information Department of the Ministry of Foreign Affairs of Ministry of Tajikistan | Oleg Petrov, Senior Program Officer, Digital Development, World Bank

Dilshod Zufarov, Chief Investment Officer, "Technological park of program products and information technologies" LLC (IT Park Uzbekistan)

"It is worth supporting the idea of creating a "Start-up Visa" program in the Central Asia region. This will give us a single market of ITIS that entails free movement of ideas, technology, innovations, and standards."

The IT industry in Ukraine



laroslava Savastieieva, Head of Compliance, European Business Association Dmytro Yeriomin, Managing Partner, UNIT.City Julian Burns, Banker, Information & Communication Technologies, EBRD Volodymyr Kryvko, Managing Partner, Chernovetskyi Investment Group Yurii Antonyuk, Head of EPAM, Central and Eastern Europe Olga Afanasyeva, CEO of Ukrainian Venture Capital and Private Equity Association

Sergey Tokarev, Founder, Gen.it:

"I like what is happening with the market now. Ukraine not only keeps taking leading positions in IT outsourcing among the countries of Eastern Europe, but is also ready to move to a completely different level of work organization within the country. The new leadership is in favor of digitalization, we see more agents of change, and StrategEast is one of them."

Dmytro Yeriomin, Managing Partner, UNIT.City

"There is no systematic approach to the IT sector in Ukraine, so there is no way to predict the development of IT market here."



Volodymyr Kryvko, Managing Partner, Chernovetskyi Investment Group **| Yurii Antonyuk,** Head of EPAM, Central and Eastern Europe

Volodymyr Kryvko, Managing Partner, Chernovetskyi Investment Group:

"Just like StrategEast, we support the development of IT infrastructure in Eastern Europe. The Forum gets together key technology market players, and this is a crucial component both for cooperation and sound competition in any industry. Even IT experts need to meet in person from time to time."

Yurii Antonyuk, Head of EPAM, Central and Eastern Europe

"Almost 4 hundred millions of dollars were invested in Ukrainian start-ups in 2018 – amazing numbers, let's be proud of it. IT Industry in Ukraine is really well-developed but it needs state support, including proper business environment, improved legislation and educational programs."

Participants

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Olga Afanasyeva Ukrainian Venture Capital and Private Equity Association

Artem Afian PatentBot, Juscutum Attorneys Association

Ayauzhan Almakhova Zerde Holding

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Serhii Antonenko Science Research Center for Legal Informatics

Yurii Antonyuk EPAM Systems

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Natan Avidan Big Wallet

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Dilshod Zufarov "Technological park of program products and information technologies" LLC (IT Park Uzbekistan)



The StrategEast State and IT Eurasian Forum provides a unique platform for dialogue between the governments and the leaders of local and global IT industry. The StrategEast State and IT Eurasian Forum brings together the global and the local representatives of the private sector, the governments and the financial institutions. It provides a unique opportunity to discuss what needs to be done in order to enhance the innovative economy across the region, and to assist the Eurasian countries to integrate into the global economic and security system.



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About StrategEast

StrategEast is a strategic center whose goal is to reinforce the values of rule of law and private property protection in Eurasian and Baltic countries through the transition from natural resources-based to knowledge-driven economy. StrategEast is a registered 501(c)3 organization based in the United States.

Our work is focused on the 14 countries, which proclaimed or restored their independence after the collapse of the USSR: Armenia, Azerbaijan, Belarus, Estonia, Georgia, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan.

www.strategeast.org

