



UNION OF
INFORMATION
TECHNOLOGY
ENTERPRISES

UITE REPORT 2015

16th Annual Congress

Company Contacts

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Membership

2011	2012	2013	2014-2015
50 members	63 members	61 members 30 full members 31 associated members	69 members 50 full members 19 associated members

Main directions of the activities of 2014

- ✓ Armenian IT brand development and promotion
- ✓ Workforce and education
- ✓ Entrepreneurship promotion
- ✓ Advocacy
- ✓ International and regional cooperation

VISION-ARMENIA AMONG THE 20 MOST INNOVATIVE COUNTRIES OF THE WORLD

Main challenges

- ✓ Public minds and mood change
- ✓ Creation of the necessary substructure
- ✓ Consolidation of the technological sector for the strategy implementation

NEXT GENERATION: BEARERS OF *SURPRISING ENGINEERING*

- ✓ To establish ENGINEERING LABORATORIES in all schools of Armenia during 5 years
- ✓ Organization of regular visits and presentations of Armenian technological organizations in schools
- ✓ Implementation of the project of schoolchildren's visits to technological companies
- ✓ Robotics and engineering laboratories have been established in 84 schools of Armenia.
- ✓ The proposal for the full implementation of the project with the corresponding calculations has been submitted to the Government for 2015-2018.
- ✓ Programs have been implemented and are implemented with the support of CRONIMET, Ucom, Mentor Graphics, Grand Candy, World Vision Armenia, IDeA Foundation and others.
- ✓ The project has been presented for a number of international cooperation programs
- ✓ An educational center and a laboratory were established at State Pedagogical University, where coaches are trained (with the support of Mentor Graphics).
- ✓ 1 company 1 school program has started.
- ✓ Special educational web platform has been designed and operated.
- ✓ Educational programs and methodological guidelines with all the components have been developed.

- ✓ About 1000 schoolchildren are involved in the labs.
- ✓ Other projects: Robotics competition and festival, Open game and DigiCode contests, Ideas competition and summer camp.

To triple the workforce in the technological sector during five years

	2016	2023
Creation of new workplaces, annual (including)	800	7,200
Created workplaces, accumulative	800	34,00

5-YEAR AIM-Armenia- Country of "Surprising Engineering Solutions"

Surprising Engineering™-HIGH-TECH BRAND DESIGN OF ARMENIA, STRATEGIC STEPS

5-YEAR AIM-By 2018, the number of High-Tech companies reaches 300

Entrepreneurship development

- ✓ A number of initiatives to promote start-up companies
- ✓ Implementation of the program of tax privileges of start-up companies
- ✓ Ideas competition – entrepreneurship camp
- ✓ Open game contest: Success identification and promotion
- ✓ Development and publication of guidelines on basic procedures
- ✓ Coverage of successes

Cooperation with the state: GR

- ✓ Certification Commission to provide IT Start-Ups privileges
- ✓ Joint working group with the Ministry of Finance
- ✓ Working group of Internet governance fund
- ✓ Information Technologies Development Support Council (ITDSC)
- ✓ Ministry of Defence

Protection of interests

- ✓ Legislation of the tax privileges of newly established companies
- ✓ Discussions and suggestions of the EEU Customs legislation
- ✓ Legal advice
- ✓ Support to the solution of Customs problems
- ✓ Support aimed at implementing the legislation of Free Economic Zones
- ✓ Formation and promotion of the suggestion package
- ✓ Issues related to visa

Problems included in the program of 2015 activities

- ✓ Problems related to the activities of Free Economic Zones
- ✓ Problem related to the advance payment of the profit tax
- ✓ Problems related to double taxation
- ✓ Issues related to the clarification of the processes connected to joining the Eurasian Economic Union by Armenia.
- ✓ Issues related to the adoption of the legislative package connected to the development of e-commerce in Armenia.

International cooperation

- ✓ WITSA
- ✓ CBI
- ✓ EU HDM Project
- ✓ EU East Invest
- ✓ Baltic and EP ICT Associations Alliance
- ✓ Cooperation with associations /INFOTEC, INFOBLT, LIKTA, APKIT/
- ✓ Rossotrudnichestvo

DigiTec Business Forum

Quantitative dynamics

Year	Visitors	Participants
2011	1300	46
2012	1500	59
2013	1500	62

DigiTec Expo

Quantitative dynamics

Year	Visitors	Participants
2013	25 000	100
2014	30 000	90

Business Innovation Forum

2018-Armenia among the 20 most innovative countries

HIGH QUALITY REPRESENTATION

- ✓ RA Prime Minister
- ✓ Founder of venture industry of Israel

- ✓ Representatives of leading higher education institutions and schools of Armenia

CURRENT AGENDA

- ✓ Innovation Policy of Armenia
- ✓ Challenges of education and workforce in the technological sector
- ✓ Issues of the technological entrepreneurship

MORE THAN 200 PARTICIPANTS

ICT Leaders' Meeting-Forum

In 2014, four meetings have been organized on the following topics:

- ✓ UITE strategy within the framework of the ICT and HT general strategy of Armenia
- ✓ Issues of promotion of education, workforce development and technological entrepreneurship
- ✓ Opportunities and issues of the NKR technological development
- ✓ Issues and opportunities of the Eurasian Union
- ✓ Summary of the work done in 2014 and planning for 2015

Armrobotics

Project of robotics development and support in Armenia

- ✓ Contests
- ✓ Unmanned aerial vehicles (UAV)
 - Minesweeper Robot
 - Junior Robotics Competition
 - Ideas competition
 - Engineering laboratories.
 - Robotics- kit
 - Nairi lab
 - Atelie lab
 - LiveCode
- ✓ Robotics clubs.
- ✓ Festival

Design Championship of Computer and Mobile Games

- ✓ Championship of games
- ✓ Hekaton
- ✓ Courses
- ✓ International contest participation

IT-summit 2015-- Meeting of Leaders of the Sector

Organizers	Participants
APKIT	130 Russian companies
UITE	14 Armenian companies

DigiCamp- Ideas competition and summer camp

Year	Participants	Selected projects
2013	30 participants	6 successful projects, 3 prize winners
2014	40 participants	10 successful projects, 3 prize winners
2015	50 participants are planned	

UITE Budget 2012-2014

Name of the index	2012	2013	2014	Weight of the index in the income(%)	Growth rate (%)
Membership fee	21740	20770	24920	12.8%	+20.0%
State funding	15000	15000	29900	15.4%	+99.3%
Grant and Sponsorship	41469	106062	85502	44.0%	-19.4%
Provision of services	44775	63312	54021	27.8%	-14.7%
Total	122984	205144	194343	100%	-5.3%

Financial incomes

of 2014 according to the events

DigiTec Expo	59.1 %
DigiTec Business Forum	24 %
Business Innovation Forum	8.4 %
ICT leaders meeting	6 %
Other	2.5%

2015-2016 MAIN PROJECTS OF THE UITE

2014-2018 STRATEGY of the UITE

- ✓ Development of high-tech brand of Armenia
- ✓ Education quality and workforce
- ✓ Relations with the Government
- ✓ Entrepreneurship development

Education quality and workforce

- ✓ Aim #1-*Surprising Engineering: bearers, development*
- ✓ Aim #2-Compliance of the educational contents with the world best standards, including:
 - Professional knowledge of lecturers
 - Academic programs
 - Scientific-research work
- ✓ AIM #3-To triple the number of the Armenian IT sector workforce during the next five years by promoting secondary vocational and alternative education.
- ✓ AIM #4-Strengthening the potential of the youth
 - Improving the learning effectiveness
 - High-Tech education and practical application during military service

Development of High-Tech brand of Armenia

- ✓ 5-YEAR AIM-Armenia is famous to the world as a country of “Surprising Engineering Solutions”
Surprising Engineering™
- ✓ AIM #2-Next generations are the bearers of Surprising Engineering
- ✓ 5-YEAR AIM-By 2018, the number of High-Tech companies reach 300
- ✓ Aim #1-To promote the national cultural perception of the role of entrepreneurship
- ✓ AIM #2-To contribute to formation of financial resources for newly established companies
- ✓ AIM #3-Attracting global knowledge to the Armenian market

Relations with the Government

- ✓ 5-YEAR AIM-UITE is the most disturbing critic and the most reliable partner of the Government .
- ✓ AIM # 1-Make the High-Tech sector as the main direction of the national strategy for the economic development.
- ✓ AIM #2-To expand the influence of the UITE by improving internal solidarity

Development of High-Tech brand of Armenia-WORKING GROUP

Education quality and workforce-WORKING GROUP

Relations with the Government-WORKING GROUP

Entrepreneurship development-WORKING GROUP

UITE STAFF

- ✓ ORGANIZATION OF EVENTS
- ✓ PUBLIC AWARENESS
- ✓ IMPLEMENTATION OF PROGRAMS
- ✓ PROTECTION OF INTERESTS

THANK YOU