



# 2022 ACTIVITY REPORT

# Table of contents

<b>6</b>	<b>Our Team</b>
<b>9</b>	<b>Advisory Board</b>
<b>11</b>	<b>StrategEast Westernization Index 2022</b>
<b>12</b>	<b>Global Minds Initiative</b> <ul style="list-style-type: none"><li>• StrategEast State and IT Eurasian Forum</li><li>• StrategEast IT Hub Eurasia</li><li>• Fostering IT industry development</li><li>• Global Minds Initiative Advisory Board</li></ul>
<b>28</b>	<b>Reports and Analytics</b> <ul style="list-style-type: none"><li>• Diiia City: A Review of the Impact of Reforms on the Ukrainian IT Sector</li><li>• Report on the StrategEast State and IT Eurasian Forum in Bishkek</li><li>• Report on Ukrainian Digital Resistance to Russian Aggression</li><li>• Eurasia's Data Economy</li><li>• StrategEast Westernization Index 2022</li></ul>
<b>30</b>	<b>StrategEast online discussions with global thought leaders</b>
<b>32</b>	<b>Global Advocacy</b>
<b>33</b>	<b>Media Outreach</b>
<b>34</b>	<b>Our plans</b>

# Our Team



## **Anna Zub, Senior Director**

Anna Zub is StrategEast's Senior Director and responsible for expanding and implementing educational projects and IT industry advocacy in Eastern Europe, the Caucasus, and Central Asia. Before joining StrategEast, Anna spent many years as the head of marketing and business development programs in several Western European companies' Ukrainian offices and participated in expos organized in the EU, Israel, and South Africa. After completing her MA degrees in Finance and Marketing at Kyiv National Economic University, Anna continued her studies in London, Manchester, and Frankfurt.



## **Lidia Shavlo, Chief Analyst**

In this role, Ms. Shavlo is responsible for coordinating StrategEast's research projects, as well as prioritizing the center's information needs. Lidia's experience includes over a decade in communications and public relations in both public and private sectors, including at PRP PR agency, a Weber Shandwick affiliate company, implementing award-winning PR strategies for Fortune 500 clients. Ms. Shavlo previously was part of a Ukrainian tech startup's communications team and also worked for Sayenko Kharenko law firm, the Investment and Trade Facilitation Center, and for Ukrainian MPs and a political party. She has MAs in English Philology from Kyiv National Linguistic University and in Public Governance and Policy analysis from the Kyiv School of Economics.



## **Stanislav Kovalchuk, Project Manager**

Stanislav joined StrategEast as a project manager in 2021. Previously, he worked as Deputy Head of Ukrainian NGO "Enlightening Initiative", implementing non-formal educational projects for youth on relevant social-political topics. Since 2020, Stanislav has been an expert at the ADASTRA think tank. His research interests include the political processes in Central and Eastern Europe. Stanislav completed the bachelor's degree in International Relations and Regional Studies (V.N. Karazin Kharkiv National University) and is currently a graduate student in Public Policy and Governance (Kyiv School of Economics).



## **Kate Bunina, Regional Director for Latin America**

Kate Bunina has over 11 years of experience in the tech and innovations industry, global expansion, and startup acceleration in Silicon Valley, Europe, LATAM, and Central Asia. Prior to joining StrategEast, Ms. Bunina was a Managing Director of USMAC, a Silicon Valley-based accelerator focused on foreign startups (\$1.7b capital raised by alumni and \$1.4b exit value) and ecosystem builder helping 40+ governments. Kate has opened new markets for USMAC, such as Ukraine and brought on new clients and strategic partners, which resulted in long-term cooperation with USAID, UN Women, governmental startup funds and local universities.

As an avid supporter of women in business, Kate and USMAC have co-founded Prospera Women and Georgian Women in Tech – a series of programs for women-led startups. Ms. Bunina has been featured in Forbes Georgia, Entrepreneur.ge, the UN Women podcast and more. She is frequently invited as a mentor, speaker and judge by WeWork Labs, GSMA, Startup Grind, UC Berkeley SCET, and more, and is an Advisor of Tangible Movement, Los Angeles-based mental health NGO.



### **Daria Batalova, Chief Operating Officer**

Daria Batalova has profound experience working in the educational sector as well as the IT field. Prior to joining StrategEast, Daria worked for international non-profit organizations such as American Councils for International Education, the local branch of Teach for All, and the International Research & Exchanges Board (IREX) in various managerial positions. As a Project and Operations Manager in the IT Sector, Daria has worked to make sure that client's software projects are delivered on time, at scale and according to the budget. Daria holds Bachelor's degrees in Pedagogy and Sociology from Vinnytsia State Pedagogical University and Kyiv Mohyla Academy, respectively.



### **Lika Merabishvili, Project Manager for Caucasus**

Lika Merabishvili is the Project Manager for Caucasus and is responsible for expanding and implementing educational projects and IT industry advocacy in Georgia, Azerbaijan, and Armenia. Ms. Merabishvili is a Co-Founder of the non-governmental organization Space for Education and Development. She has over 10 years' experience in project planning and management. Ms. Merabishvili holds a Ph.D. in Psychology. She acquired her doctoral qualification from the Georgian (Ivane Javakishvili Tbilisi State University) and Spanish (Universidade da Coruña) institutions. She is a Fellow of the Eastern Partnership Civil Society Facility Fellowship Program.



### **Aida Dikhanbayeva, Project Manager for Kazakhstan**

Aida Dikhanbayeva is the Project Manager at StrategEast's office in Almaty, Kazakhstan, and responsible for managing IT educational projects in Kazakhstan, in strategic partnership with IT startup "Astana Hub" Corporate Fund International Technopark. Ms. Dikhanbayeva has 10 years' experience in freight forwarding and customs clearance; she previously coordinated logistics projects for oil and gas companies and projects for the reconstruction of Karaganda Energy Center. Last year, Ms. Dikhanbayeva was working for the UNICEF Kazakhstan digitalization project, Innovations Section, which focused on digital public goods and inclusive blended learning. Ms. Dikhanbayeva holds a Bachelor's degree in English Philology and a Master's degree in Economics and Business.





## STRATEG EAST IS FIVE YEARS OLD!

In five years, StrategEast has become a leading independent institution driving the development of Eurasia's digital economy.

### Our story in numbers:

- 5 regional offices
- 1000s of StrategEast IT HUB graduates
- \$10s of millions invested in the Eurasian IT industry
- \$100s of millions in new export revenues
- 50+ startups accelerated
- 1000s of new Eurasian IT jobs created
- Major forums held in Kyiv, Tbilisi, and Bishkek
- 1000+ expert speakers at StrategEast events
- Active in 20+ countries

Over the last year, StrategEast has achieved impressive results with more public events, new activities launched in multiple countries, and massive investments attracted to the region.

In cooperation with the Government of Kazakhstan and Astana Hub, we have scaled our successful project of creating an export-oriented IT industry in Georgia to Kazakhstan, a country with a population eight times larger than that of Georgia. StrategEast's country office in Almaty selected the first several hundred students to start their studies at IT HUB, and several new global IT companies have been attracted to Kazakhstan.

In collaboration with the EBRD we expanded our training program in Georgia and neighboring Azerbaijan from capital cities to the regions. This project will allow residents of dozens of small towns to get their first job in IT without having to move to overcrowded capitals.

In cooperation with the EBRD and USAID, we've launched a comprehensive study on how to create the most favorable conditions for foreign IT companies entering the Eurasian markets. We also released Eurasia's Data Economy report in Eurasia alongside our global knowledge partner, the World Bank.

Ukraine has gained special attention this year. Just one month after the start of the war, together with the Ministry of Digital Transformation, we released our report on Ukrainian Digital Resistance to Russian Aggression, drawing the attention of policymakers and the global IT industry to the digital sector's impressive contribution to protecting Ukrainian sovereignty.

At the Ukraine Recovery Conference held in Lugano in collaboration with the Ministry of Digital Transformation of Ukraine and leading global tech companies, we've formed a working group to implement the Digital for Freedom initiative, which aims to make Ukraine the first absolutely free,

transparent, and efficient digital state, and to share this experience with the world.

By implementing this initiative, Ukraine will become a beacon of digitalization for the countries of Eurasia and beyond, thereby contributing to the overall global digital transformation.

These efforts come alongside our initiative to introduce the Digital Marshall Plan for Ukraine, providing massive financial support for developing the Ukrainian digital infrastructure.

We continue to engage new countries in our digital initiatives. In collaboration with several Gulf countries, we are building a joint IT program in Central Asia and Azerbaijan.

Now in our fifth year, StrategEast has ventured beyond the borders of Eurasia for the first time - in collaboration with the Inter-American Development Bank, we are launching our "Global Minds Initiative" in Latin America, where we have already seen a positive response from local governments and the IT community, and where some of our technological allies have already opened their offices.

This initiative will assist US-based engineering companies that closed their offices in Russia with employing gifted young specialists in Colombia, Chile, Panama, and other Latin American countries.

StrategEast is celebrating its fifth anniversary, but we're just getting started - here's to the next five years!

**Sincerely,**  
**Anatoly Motkin**  
**President of StrategEast**

# Advisory Board



## Horton Beebe-Center

### President Emeritus of the Eurasia Foundation

As head of the Eurasia Foundation, Mr. Beebe-Center made a great contribution to the development of small and medium-sized businesses in post-Soviet countries, always with a focus on good governance and involving civil society in political life. Mr. Beebe-Center is fluent in Russian and holds a BA in Soviet Studies from Brown University and a MA in Russian Studies from Harvard University.



## Amb. Clifford G. Bond

### Former Official at the U.S. Department of State

Clifford G. Bond is a retired Foreign Service Officer who served as U.S. Ambassador to Bosnia and Herzegovina in 2001–2004 and Special Envoy for Srebrenica in 2007–2008, Chargé d’Affaires ad interim in Tallinn, Estonia in 2018, and as Chargé d’Affaires, ad interim in Stockholm, Sweden in 2019.

Ambassador Bond recently served as the Acting Coordinator for U.S. Assistance to Europe and Eurasia from November 2016 to April 2017.

Prior to that, Ambassador Bond served as the Coordinator for Assistance to Ukraine at the U.S. Embassy in Kyiv. In his Department of State career, he has carried out a variety of political, economic, and commercial assignments in Washington, D.C., at the U.S. Mission to the EU in Brussels, and U.S. Embassies in Belgrade, Stockholm, Prague, and Moscow.

From 2004–2006 he was a member of the faculty of National Defense University, where he conducted seminars on national security studies. He has also served as the Special Advisor to Congress’s Commission for Security and Cooperation in Europe, also known as the Helsinki Commission.

Since retirement in late 2011, he has been the Vice President of the American University in Bosnia and Herzegovina. He received his undergraduate degree from Georgetown University’s School of Foreign Service and a graduate degree from the London School of Economics.



## Debra Cagan

### Former Official at the U.S. Department of State and Department of Defense

Debra L. Cagan worked as a career diplomat at the Department of State and as an official at the Department of Defense from the Reagan to Trump administrations, including serving as Deputy Assistant Secretary of Defense for Coalition, Peacekeeping, Humanitarian, and Disaster Relief; Senior Director for European, Russian, and Eurasian security issues; Special Advisor for Strategic and Nuclear Policy for Europe; and Senior Advisor to U.S. and NATO military officials. Ms. Cagan led negotiations for the Highly Enriched Uranium Agreement with Russia and headed coalition operations for Iraq and Afghanistan.

Ms. Cagan, a native Chicagoan, has a BA and MA from the University of Iowa and completed additional postgraduate work at the University of Chicago towards her doctorate, where she was named the first female fellow for the prestigious Armed Forces and Society Consortium.



## Michael Haltzel

### Senior fellow, Johns Hopkins School of Advanced International Studies

Mr. Haltzel has made great contributions to the establishment of peace and security in Eastern Europe after the fall of many communist regimes. He is the recipient of awards from many Eastern European states, served as an OSCE monitor for the first postwar elections in Bosnia, and is the author or editor of 10 books on European history and international relations. Mr. Haltzel holds a PhD in International Studies history from Harvard University.

# Advisory Board



## Mark Pritchard

**Member of Parliament of the United Kingdom, Vice-President of OSCE Parliamentary Assembly**

Mark Pritchard is a Member of the UK Parliament, a member of the UK's governing Conservative Party, and has served in the UK Parliament since 2005.

Mr. Pritchard has extensive international experience, being the first MP to serve consecutively on the NATO, Council of Europe, and the Organisation for Security and Cooperation in Europe Parliamentary Assemblies.

He is currently Leader of the UK's delegation to the Organisation for Cooperation in Europe (OSCE) Parliamentary Assembly, a UK Prime Ministerial appointment. He is also the UK Prime Minister's Trade and Investment Envoy to Georgia and Armenia.

Mr. Pritchard is a former Deputy Chairman of the Conservative Party's International Office and has advised political parties throughout Europe and sub-Saharan Africa.



## David Tkeshelashvili

**Head of Administration (Chief of Staff) to the President of Georgia (2010-2013)**

Mr. Tkeshelashvili instituted a series of structural and policy reforms for decentralization and sustainable regional development in Georgia.

Mr. Tkeshelashvili led regional development and the local self-government reform process, first as a State Minister for Regional Issues, and later, under his leadership, the Ministry of Regional Development and Infrastructure was created.

He served as a minister in that agency until 2010.

Mr. Tkeshelashvili holds an MA in legal studies from Tbilisi State University and an LLM degree from Emory University in Atlanta.



## Daniel A. Witt

**President, International Tax and Investment Center**

Mr. Witt has worked on the drafts of tax codes in many countries of the former USSR, always following the principles of good practices.

Thanks to his contribution, the economies of these countries have gained a new chance for sustainable development and earned confidence around the world. Mr. Witt received a BBA (magna cum laude) in public administration and an MBA in finance from Western Michigan University.

# Westernization Index 2022



The third edition of this Index reveals a dynamic picture of Westernization in the 14 post-Soviet countries outside of Russia.

Over the past four years, the Index has become a useful tool for think tanks, governments, international financial institutions, and global development agencies, both in the Eurasian region and in the West.

This year, the Index is being released under extraordinary and tragic circumstances. On February 24, 2022, Russia launched a full-scale war against Ukraine, the largest military conflict seen in Europe since World War II. The war's impact went well beyond Ukraine, affecting nearly all the countries of Eurasian region that we study in our Index.

Needless to say, current events will inevitably have a significant impact on Westernization levels in most Eurasian countries, but we cannot estimate what indicators were affected until a ceasefire is in place. This study reflects on the state of Eurasian countries as of December 31, 2021.

We decided to publish the Index in its initial form, which did not consider the fallout from the war, for the sake of both the past and the future.

This edition shows that an imaginary "Westernization border" is emerging across the region. The dividing lines are growing as some countries become more closed off and limit freedoms in order to preserve their power. Others, on the contrary, have relaxed their regimes to support economic development. The region is more unstable than it was two years ago.

As we consider regional megatrends, it goes without saying that developments in the region were seriously impacted by the Covid-19 pandemic, which is in itself a crosscutting megatrend. Covid-19 resulted in shrinking trade and investments, reduced mobility, increased digitalization, and a decline in democracy.

## StrategEast presented the Westernization Index 2022 to the Taiwan Foundation for Democracy

On August 2, Anatoly Motkin, President of StrategEast, presented the main findings of the StrategEast Westernization Index 2022 to the Taiwan Foundation for Democracy. The presentation was attended by Bo Tedards, director of International Cooperation at the Taiwan Foundation for Democracy and Foundation staff member Iris Hsu.

## SUMMARY OF 2022 EDITION

		Overall score 2022	Overall score 2020	Overall score 2018
1	<b>Estonia</b>	↑ 93	92.5	93
2	<b>Lithuania</b>	↓ 89.5	90	85
3	<b>Latvia</b>	↑ 89	87.5	82
4	<b>Moldova</b>	↑ 65.5	59	56
5	<b>Georgia</b>	64	64	62
6	<b>Ukraine</b>	↑ 64	58.5	54
7	<b>Armenia</b>	↓ 48	51	48.5
8	<b>Azerbaijan</b>	↓ 34.5	40	37
9	<b>Uzbekistan</b>	↑ 33.5	32.5	29.5
10	<b>Kazakhstan</b>	↓ 33	35	39.5
11	<b>Kyrgyzstan</b>	↓ 32.5	39.5	37
12	<b>Belarus</b>	↓ 29.5	33.5	31.5
13	<b>Tajikistan</b>	↑ 19	18	19.5
14	<b>Turkmenistan</b>	↑ 17	15	17.5



# Global Minds Initiative

## StrategEast State and IT Eurasian Forum in Bishkek

The 2021 Forum was held on November 9-10 in the Kyrgyz capital. The event pulled together high-ranking government officials, including ministers and ambassadors. Opening remarks were delivered by Akylbek Japarov, Chairman of the Cabinet of Ministers of the Kyrgyz Republic.

The event was also attended by representatives of international financial institutions, and development agencies, including USAID, EBRD the World Bank, UNDP, and global and local IT industry leaders, including Google, MasterCard, and EPAM Systems for discussion panels with a lead topic: Development Through Collaboration.

### Highlights of the Forum 2021

- **The Prime Minister of the Kyrgyz Republic declared IT industry development as one of the state’s highest priorities**
- **Global tech leader EPAM Systems has started its operations in the Kyrgyz Republic**
- **A Silicon Valley venture fund has launched for investment in startups from the region**
- **The World Bank report “Data for Better Lives” was launched regionally during the special event**
- **StrategEast opened its office for Central Asia in Bishkek**

The forum was co-partnered by:



**Akylbek Japarov, Chairman of the Cabinet of Ministers of the Kyrgyz Republic:** “I hope that the Central Asian region as a whole will see the benefits of joint approaches to digital transformation and tackling digital challenges. We see this approach as the most effective for the emerging international digital map.”

**Sir Suma Chakrabarti, Former President of the EBRD, Adviser to the Presidents of Kazakhstan and Uzbekistan on economic development and effective governance, Chairman of ODI Global:** “Both the present and future are becoming increasingly digital. It is still unclear which aspects of digitalization will prevail in the future and, therefore, how our personal and professional lives will look. But I am confident that the digital economy is part of the solution to a wide range of global issues that have accumulated around the world – from poor human capital development to inequality. Our top priority must be building an inclusive digital future that works for the benefit of society.”



Panelists: Eric K. Hontz, Deputy Regional Director – Europe and Eurasia, Center for International Private Enterprise | Dastan Dogoev, Minister of Digital Development, the Kyrgyz Republic | Vadil Galiulin, Director of Account Management, Mastercard (Uzbekistan, Kyrgyz Republic, Tajikistan, Turkmenistan) | Elena Krukovskaya, Chief Operations Officer, Exadel | Elena V. Son, Executive Director, the American-Uzbekistan Chamber of Commerce, the US-Kyrgyzstan Business Council, the US-Tajikistan Business Council, the US-Afghanistan Business Initiative

**Sonata Coulter, Chargé d’Affaires, Head of the U.S. Embassy in Bishkek:** “The United States represents a major export market for Kyrgyz IT products and services. Each year, more American companies are discovering the value of working with IT companies both in this country and across Central Asia. I appreciate the opportunity to meet and learn from many stakeholders at this Forum – from the government officials who strengthen the economic environment through policy making, to the entrepreneurs whose relentless spirit is driving IT industry growth.”



Panelists: Aktilek Tungatarov, Acting Director, AmCham Kyrgyz Republic | Arkadiy Dobkin, President, EPAM Systems | Avtandil Kasradze, Chairman, Georgia’s Innovation and Technology Agency | Yevgeny Koren, Country Manager, Microsoft, Belarus | Dmytro Sholomko, Business Development Director, Eastern Europe, Google | Jonathan Tower, General Partner, Catapult VC | Alexey Zakharov, Technology Solutions Senior Manager (Russia, CIS, Central Asia), Oracle Corporation

# StrategEast IT HUB

## StrategEast IT HUB and Startup Acceleration

### StrategEast and GIZ support Ukrainian IDPs to kick-start their career in IT

StrategEast IT HUB job and education center successfully operates in Georgia, Moldova, and Azerbaijan. In December 2021, it also opened its doors to Ukrainian students from the south of Zaporizhzhia and Donetsk regions.

StrategEast IT HUB provides skills, tools, and knowledge to acquire the most in-demand IT specializations so that students can get highly-paid jobs with global tech companies upon graduation without having to leave their home regions.

Due to the full-fledged war Russia launched against Ukraine on February 24, 2022, StrategEast made a decision to adapt the IT HUB to meet Ukrainians' current needs.

Thus, the vulnerable populations of internally displaced persons from Kharkiv, Chernihiv, Donetsk, Luhansk, Zaporizhzhia, Sumy, Mykolaiv, Kherson, and Kyiv regions that were forced to flee from the war zones were invited to submit their candidacy.

StrategEast received more than 1000 applications over the span of 10 days. 150 prospective candidates have been qualified for the next stage and enrolled in the IT and Business Analysis Fundamentals course. Upon completion of the Fundamentals course, all candidates will be able to pass the assessment to evaluate their digital literacy. The 25 candidates with the highest scores will be invited to undertake training in their selected IT specialties (Business Analysis, Java, ASP.Net, Quality Assurance, Front End).

The IT HUB is supported by the project "Fostering economic participation of vulnerable groups including IDPs in the Sea of Azov region" of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) on behalf of the German Government.

### StrategEast IT development program launched in Kyrgyzstan



StrategEast's IT development program in Kyrgyzstan have already begun.

On November 29, an intensive two-week Think Big Bootcamp for startups was launched with Silicon Valley mentors. This is a unique program organized by KSSDA and supported by the US Embassy in Kyrgyz Republic, where startups' products will be individually analyzed by specialists with real expertise in the US market.

Some 16 startups were selected for participation – 13 from Kyrgyzstan, two from Kazakhstan, and one from Uzbekistan.

The bootcamp is hosted by the Kyrgyz Software and Services Developers Association (KSSDA) in partnership with StrategEast and USMAC, financed by the US Embassy in the Kyrgyz Republic.

At the opening ceremony welcome remarks were made by Anatoly Motkin, President of StrategEast, Chris Burry, co-CEO at USMAC, Miranda Lupion, Cultural Affairs Officer, US Embassy in the Kyrgyz Republic, and Avigail Menashe, Executive Director of KSSDA.

At the same time, the largest American engineering firm EPAM opened an office in Kyrgyzstan. This was announced by Arkady Dobkin, President of EPAM at the State and IT Eurasian Forum held in Bishkek in early November. EPAM's Kyrgyz office has begun creating new jobs: more than 100 vacancies for Kyrgyz IT specialists are posted on company's website.

### StrategEast's IT HUB in Azerbaijan welcomed its first graduates

The first graduates of StrategEast IT Hub in Azerbaijan received their job offers.

Students successfully completed their studies in QA and Front End.

Based on the success of their predecessors, the enrollment has already begun for the second class of students.



## Joint StrategEast-USMAC-UZVCA Think Big Boot Camp for Central Asian startups completed



In collaboration with US Market Access Center Inc. (USMAC) and in partnership with Uzbekistan Venture Capital Association and IMPACT.T, StrategEast implemented a two-week Think Big Boot Camp.

After a meticulous selection process, the selection committee chose 17 startup founders from Kazakhstan, Kyrgyzstan, Tajikistan, and Uzbekistan to participate in the program.

The rigorous curriculum offered topics that allow local IT entrepreneurs to scale up their businesses to a global level: successful entrepreneur mindset, a focus on customers, metrics analysis and creating a compelling customer persona, journey map, value proposition, using storytelling to make a pitch, corporations' engagement with startups, and current trends in emerging technology.

The Boot Camp concluded with startups pitching to the mentor investors to practice their presentation and receive feedback on how they can improve their pitches, the story behind their products and addressing their users' pain points to stand out to future investors.

The Boot Camp was a test run before the actual pitching sessions. Startup founders were pleased with the Boot Camp mentors and instructors, and found the overall experience beneficial for further developing their products. Upon successful completion, startup founders were awarded certificates.

## StrategEast IT HUB Azerbaijan officially launched in Baku jointly with the EBRD



On September, 12th StrategEast IT HUB project was officially launched in Baku. The opening ceremony was attended by EBRD President Odile Renaud-Basso, Minister of Economy of the Republic of Azerbaijan Mikayil Jabbarov, Minister of Finance of the Republic of Azerbaijan Samir Sharifov, and Anatoly Motkin.

The project envisages IT training for young Azeris with job offers upon successful graduation, increasing the number of qualified IT professionals and creating and directing high-paying job offers.

It is aimed at drawing FDI to Azerbaijan and diversifying the country's economy, namely in the Ganja and Nakhichevan regions.

This is the EBRD's first Technical Cooperation project to be funded through a donor agreement signed between the EBRD and the government of Azerbaijan.

During the ceremony, the President of the EBRD presented Anatoly Motkin with a certificate expressing support for the IT HUB project in Azerbaijan.

# Fostering IT industry development

## CENTRAL ASIA

### StrategEast's President took part in a meeting of the President of Kazakhstan's Commission on Digitalization



Anatoly Motkin took part in the meeting of the Commission on Digitalization chaired by the President of Kazakhstan Kassym-Jomart Tokayev, held on October 27, 2021, in Nur-Sultan, Kazakhstan.

Mr. Motkin devoted his speech to the large-scale expansion strategy for the Kazakh IT industry export segment, based on StrategEast's experience in other Eurasian countries.

Kazakh President Kassym-Jomart Tokayev was greatly interested in the Kazakh IT industry's competitiveness. In his speech, he stated that most Kazakh IT companies are focused on the domestic market, meeting the demand of the state and quasi-state sectors.

"The export of IT solutions can and should become one of the most important areas of diversification of the domestic economy," Mr. Tokayev emphasized in his speech.

The President of Kazakhstan also drew attention to the quality of IT education, calling this issue "a national task". "I instruct the Government to consider the issue of attracting private IT schools to the widespread training of IT personnel. Improving IT qualifications in public administration requires special attention. Civil servants should understand technological trends and be able to systematically analyze events and data. They should speak the same language as the IT business," he continued.

The speakers of the meeting also included Minister of Digital Development, Innovation, and Aerospace Industry of Kazakhstan Bagdat Musin; Senior Partner of McKinsey & Company Thomas Walter Isherwood; President of the Eurasian Regional Office of Huawei Daniel Zhou; and Chairman of the Board of JSC Kazakhtelecom Kuanyshebek Yesseyev.

In conclusion, the President of Kazakhstan thanked all members of the Commission and invited experts for meaningful dialogue, expressing confidence that the participation of all stakeholders will bring the work of the Commission to a new level and ensure the digital transformation of Kazakhstan.

### Anatoly Motkin spoke at the Digital Bridge Forum in Nur-Sultan



StrategEast President Anatoly Motkin delivered a speech on "Integration of Eurasian countries into the global economy through the development of the IT industry" at the Digital Bridge Forum in Nur-Sultan, Kazakhstan.

In his speech, Mr. Motkin discussed the economic and social benefits that Eurasian countries receive when they prioritize development of the knowledge-based economy, and shared StrategEast's experience in developing the IT industry in Eurasia within the framework of the Center's flagship Global Minds Initiative.

Kazakhstan's capital hosted the Digital Bridge Forum on October 28-29 to promote digitization in the country and provide businesses and startups with more access to resources. Nearly 4,000 participants attended the event.

The Forum speakers included Bagdat Mussin, Minister of Digital Development, Innovations, and Aerospace Industry of the Republic of Kazakhstan; Bayan Konirbayev, Head of Almaty city Department of Digitalization; Erlan Karin, Aide to the President of the Republic of Kazakhstan; and leaders of major Kazakh and international IT companies.

### StrategEast's President discussed digital transformation with ambassadors of Central Asian countries in Washington



President of StrategEast Anatoly Motkin held a series of meetings with the ambassadors of the Central Asian countries in Washington – Javlon Vakhobov, Ambassador of Uzbekistan to the US and Canada, and Yerzhan Ashikbayev, Ambassador of the Republic of Kazakhstan to the United States.

During the meetings, Mr. Motkin discussed the implementation of StrategEast's strategy for the IT industry development in the Central Asian region – Global Minds Initiative.

In particular, the parties discussed the organization of new training centers for students from Central Asian countries, the possibility of launching startup acceleration programs, the launch of Catapult Ventures, the first venture capital fund from Silicon Valley in the region, and prospects for opening new American big tech companies in the region.



## CENTRAL ASIA

### StrategEast begins collaboration with the Kyrgyz Republic's High Technology Park

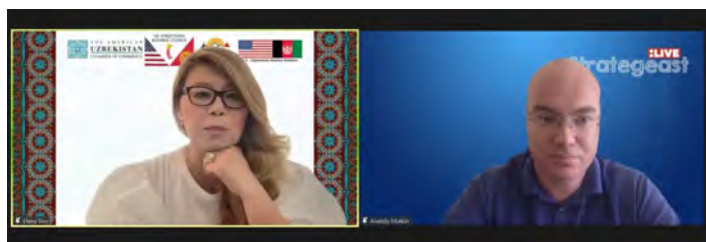


StrategEast and the Kyrgyz Republic's High Technology Park signed a memorandum of understanding and cooperation. As part of the memorandum, the parties agreed to jointly elaborate training programs for local youth in the most in-demand IT specialties. In particular, the High Technology Park will help StrategEast select students for the Center's programs.

Another area of cooperation includes joining efforts in implementing accelerator programs for local startups in the Kyrgyz Republic, organizing international conferences and hackathons, and joint work on attracting big international companies to the Kyrgyz Republic as residents, investors, and partners of the High technology Park.

On behalf of StrategEast, the memorandum was signed by Anatoly Motkin, President of StrategEast; from the Kyrgyz side – by Chubak Temirov, Director of the High Technology Park of the Kyrgyz Republic.

### StrategEast's President took part in the webinar "Digitalization of Central Asia through the Prism of American Companies and Regional Governments"



Anatoly Motkin, President of StrategEast, took part in the discussion led by American companies and Central Asian officials on advancing more robust regional integration of digital infrastructure.

In his remarks, Mr. Motkin expressed his conviction that U.S. companies will bring best practices and Western corporate culture and values such as the rule of law and private property protection to the region once they enter the Central Asian market.

According to Mr. Motkin, an integrated approach to building an ecosystem with the engagement of all actors is needed. "We have already applied this approach in Georgia, where during the pandemic, with the help of the government; we've built an IT

## FOSTERING IT INDUSTRY DEVELOPMENT

industry from scratch, integrated into the global industry. To achieve this we took several steps: we trained personnel within our project IT HUB; advocated enabling legislation, which resulted in tax reduction to 5% for IT companies; attracted global companies EPAM, Exadel to enter Georgian market; engaged universities to create an environment for startups with USMAC, united the industry into an ICT association, and now we are developing a strategy jointly with the government." Anatoly assured that this experience can be fully replicated in Central Asia.

Other speakers of the discussion included Shaya Tavaf and Cristen Bauer, U.S. Department of Commerce; Vladlen Valuev, John Deere; Cristina Doros, Visa; Sayed Khodadad Mousavi, Digital CASA Project, Ministry of Communication & IT, Afghanistan; Dilshod Sharifi, Ministry of Economic Development and Trade of the Republic of Tajikistan.

The webinar was organized by the American-Uzbekistan Chamber of Commerce.

Co-led by GEODE (Géopolitique de la Datasphère), the CyberPeace Institute, and the Hague Centre for Strategic Studies (HCSS), the working group 5 aims at creating a methodology for better understanding how implementing normative, legal, operational, and technical measures, and contributes to stability in cyberspace.

### The EBRD and StrategEast presented the Transition Report in Central Asia



In March 2022, the EBRD, jointly with StrategEast, presented the EBRD Transition Report 2021-22 "System upgrade: delivering the digital dividend" in Kyrgyzstan, Uzbekistan, and Tajikistan.

During the presentation, Anatoly Motkin, together with IT industry experts and representatives discussed problems related to the digital divide between countries and sectors of the economy.

The report and its implications were presented by Zcoka Kocan, Senior Economist at the EBRD Office of the Chief Economist, and Eric Livny, Lead Regional Economist for Central Asia. At the panel discussion Anatoly Motkin, President of StrategEast, talked about the perspectives and benefits of digitalization for Central Asian countries.

The EBRD Transition Report 2021-22 provides an assessment of macroeconomic performance and progress in transition by combining regional comparisons with detailed analysis of the reform process in each country of the Bank's operations, including Uzbekistan, and serves as a rich source of data for policy-makers, researchers, academics and businesses.

## CENTRAL ASIA

The speakers of the events included representatives of the ministries of digital development and prominent IT professionals from the three Central Asian countries.

### StrategEast initiated coordination of international donors for Kyrgyzstan's digitalization

## Global Minds Initiative Kyrgyzstan

Anatoly Motkin held a series of meetings with international financial institutions and development agencies in Kyrgyzstan. The participation of partners in StrategEast's Global Minds Initiative program in Kyrgyzstan was discussed.

Among development agencies, the meetings were held with the EBRD, KOICA, JICA, GIZ, and representatives of the government of Kyrgyzstan, in particular, Talantbek Imanov, Minister of Digital Development of Kyrgyzstan.

At a meeting with Anatoly Motkin, Minister Imanov announced the KR government's readiness to cooperate with StrategEast in developing the digital economy and Kyrgyz IT industry.

### Anatoly Motkin spoke at the Inclusive Digitalization roundtable in Tashkent



StrategEast President Anatoly Motkin took part in the international roundtable discussion "Inclusive Digitalization and Business Process Outsourcing in Uzbekistan". The roundtable was organized jointly by the Ministry for Development of Information Technologies and Communications of the Republic of Uzbekistan, the World Bank, and the United Nations Development Program in Uzbekistan (UNDP).

In his presentation "How to create new IT jobs in Eurasian countries" Anatoly Motkin shared the key figures for understanding the structure of the IT industry in the region and presented the five key components necessary for creating a thriving IT sector: a special tax and legal regime for the IT industry, big tech companies attraction, "job upon graduation" educational programs, startup ecosystem integration into the global network, and a strong local IT association.

## FOSTERING IT INDUSTRY DEVELOPMENT

The roundtable was chaired by Sherzod Shermatov, Minister for Development of Information Technologies and Communications; Nicole Klingen, Acting Director, Digital Development Global Practice, World Bank; Marco Mantovanelli, Country Manager for Uzbekistan, World Bank; and Matilda Dimovska, Resident Representative, UNDP Uzbekistan.

### StrategEast and UNDP held a donors coordination meeting to support the digital economy of Kyrgyzstan



On May 16, 2022 StrategEast and UNDP hosted a meeting in Bishkek, Kyrgyzstan, dedicated to the development of the digital economy in the country.

The meeting has been attended by representatives of the World Bank, EBRD, USAID, GIZ, OSCE, UNDP, Delegation of the European Union in the Kyrgyz Republic, Embassy of Japan in Kyrgyz Republic, Palladium, the Kyrgyz Software and Services Developers' Association (KSSDA), Aga Khan Development Foundation of the Kyrgyz Republic, High Tech Park Kyrgyzstan, and others.

Louise Chamberlain, UNDP Resident Representative in Kyrgyzstan presented the UNDP's efforts for IT industry development, including launch of a startup generator and facilitating women's entrepreneurship.

In particular, Ms Chamberlain talked about the Business Digital Academy initiative aimed at facilitating data-driven digital governance, digital economy, and green economy development.

Anatoly Motkin, President of StrategEast, clarified which areas should be today's focus for the IT development in Kyrgyzstan: working with global companies, increasing the population's educational level – in particular in English, and in IT specialists' development of delivery skills.

GIZ, the World Bank, and Aga Khan Development Foundation (Accelerate Prosperity) spoke about their digital agenda and the projects they are implementing.

The Embassy of Japan in Kyrgyzstan shared information on the IT courses with Arabaev University and their plans to organize a tour for local IT companies to Japan to attract investors.

Representatives of KSSDA Avigail Menashe and director of the High-Tech Park Chubak Temirov presented the achievements of the IT industry in Kyrgyzstan, and announced priorities for further development.



## CENTRAL ASIA

### StrategEast held a high-level meeting to discuss how to scale up IT exports from Kazakhstan



President of StrategEast met in Nur-Sultan with Bagdat Musin, Minister of Digital Development, Innovations, and Aerospace Industry of the Republic of Kazakhstan; Zhaslan Madiyev, First Deputy Minister; Magzhan Madiyev, CEO at Astana Hub to discuss how to significantly increase IT exports from Kazakhstan.

Anatoly Motkin informed the Minister on StrategEast's ongoing and planned activities in Kazakhstan to create thousands of new, highly-paid jobs in the country, in collaboration with leading tech companies, and to assist local startups with going global.

The Minister was informed that StrategEast has opened a country office in Almaty to expand collaboration with local universities and global development agencies.

Within the program, youth in Kazakhstan will be trained by high-level practitioners from Big Tech companies and ready to receive job offers from international IT companies.

What's more, StrategEast continues to attract new Big Tech companies to Kazakhstan and assist with adjusting the curricula of tech universities, thereby promoting Kazakhstan as a new trusted IT destination.

During the meeting, the Ministry, Astana Hub, and StrategEast agreed to join efforts to foster IT industry development over the next five years.

### Anatoly Motkin accompanied an Uzbek delegation to the Silicon Valley



## FOSTERING IT INDUSTRY DEVELOPMENT

Anatoly Motkin, President of StrategEast, together with the official delegation of Uzbekistan, visited Silicon Valley (California, U.S.). The delegates held meetings and negotiations on cooperation with leading IT companies, such as Plug and Play and others.

Plug and Play recently announced the opening of its office in Uzbekistan by the end of this year. The company works with the largest corporations and gives them access to a strategically aligned selection of startups that meet their tech interests. Plug and Play is committed to helping the local Uzbek corporate ecosystem achieve the highest international standards in IT and innovation.

### Anatoly Motkin met the Minister for Development of IT and Communications of Uzbekistan



During his visit to Tashkent, Anatoly Motkin, President of StrategEast held a meeting with Sherzod Shermatov, the Minister for Development of Information Technologies and Communications of the Republic of Uzbekistan.

At the meeting, Mr. Motkin briefed the Minister on StrategEast's activities in Uzbekistan and discussed collaboration opportunities.

In particular, the parties discussed ways to scale up local IT entrepreneurs' products to global markets, including Silicon Valley, within the Think Big Bootcamp Program for startups in Uzbekistan.

The program is being launched jointly with California-based accelerator US MAC, in partnership with the Uzbekistan Venture Capital Association and IMPACT.T, and supported by USAID.

### StrategEast signed MoU with the Kyrgyz Ministry to develop IT human capital



Aidina Edileva, a project manager at StrategEast's Central Asian office and Talantbek Imanov, the Minister of Digital Development of Kyrgyzstan signed a memorandum of understanding. The document envisages development of the digital skills, and human capital necessary for digital transformation of Kyrgyzstan.

The parties agreed to harness the potential of human capital through IT education and job creation projects, collaborate in attracting mentors from leading global IT companies to transfer their expertise to IT professionals in Kyrgyzstan, as well as facilitate the entry of Kyrgyz IT companies into the global market, and support the development of startup ecosystem in the country.

**CAUCASUS**

**Anatoly Motkin briefed the Center for Eastern Studies about Ukrainian and Georgian IT industry development**



On May 23, 2022, Anatoly Motkin presented the main findings of the Ukrainian Digital Resistance to Russian Aggression report to the Center for Eastern Studies (OSW). This was followed by a webinar on Ukrainian and Georgian IT industry development.

Mr. Motkin shared the success story of how the Georgian IT industry was developed from scratch.

The discussion included an assessment of the current potential of the IT sector in Ukraine and Georgia, prerequisites for the IT sector growth, as well as challenges and obstacles to its success and thriving.

**Achievements and prospects for the Georgian IT industry presented at the America-Georgia Business Council Annual Conference**



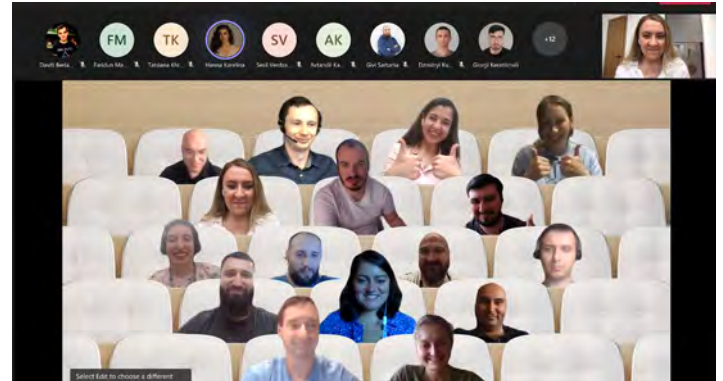
Anatoly Motkin, President of StrategEast, spoke at the session on “Digitalization of the Post-Pandemic Economy in Georgia and Wider Region” at the Post-Pandemic Economic Strategy for Georgia conference, hosted by the America-Georgia Business Council.

Mr. Motkin has shared his experience on how to develop a thriving IT industry in Georgia, fully integrated into the global economy creating tens of thousands of new jobs for Georgians with a salary 3-4 times higher than the national average and focused on the export of high-tech products. Anatoly presented StrategEast’s systemic approach to setting up all the necessary components for developing the thriving IT sector in a country scale implemented successfully in Georgia.

The session was moderated by Mamuka Tsereteli, President of America-Georgia Business Council, and the other speakers were Archil Mestvirishvili, Vice Governor of National Bank of Georgia; Nino Peranidze, Senior Analyst at Galt & Taggart; Kakha Gelashvili, Co-Founder of Payze; Colin Donohue, Director of Startup Grind Tbilisi.

**FOSTERING IT INDUSTRY DEVELOPMENT**

**StrategEast took part in Design Your Future Hackathon in Georgia**



On September 18-19, 2021 StrategEast Georgia, in collaboration with EPAM Georgia, and with the support of Georgia’s Innovation and Technology Agency (GITA), held the first EPAM Engineering Hackathon with the main message — Design Your Future.

The EPAM Engineering Hackathon is focused on implementing ideas to promote technological advancement and develop the Georgian IT environment, thus improving citizens’ everyday life experiences.

Anatoly Motkin, President of StrategEast, served on a jury panel that selected hackathon winners: First Place - the “Naruto” team from EPAM Georgia, which worked on a knowledge-sharing platform for free self-study materials; EPAM Winner – Dzimtryi Kunets, a solo participant from EPAM Belarus working on a Communication Single Point platform for citizens. EPAM will continue working on the project to complete and implement it for all Georgian citizens; UNDP Georgia also chose their winner and awarded the team “Dart Team” working on the project of city accessibility map for wheelchair users.

Overall, 22 ideas were submitted to the hackathon.

The hackathon was co-partnered by EPAM, StrategEast, UNDP Georgia, and GITA.

**StrategEast has assisted in attracting Viber to open an R&D office in Georgia**



StrategEast welcomes Viber Rakuten in Georgia and is proud to have initiated and assisted launching their operations in the country.

StrategEast is excited to foster development of Georgia’s digital economy, and we are convinced that Viber’s opening R&D offices in Tbilisi will inevitably attract other global product companies to Georgia.

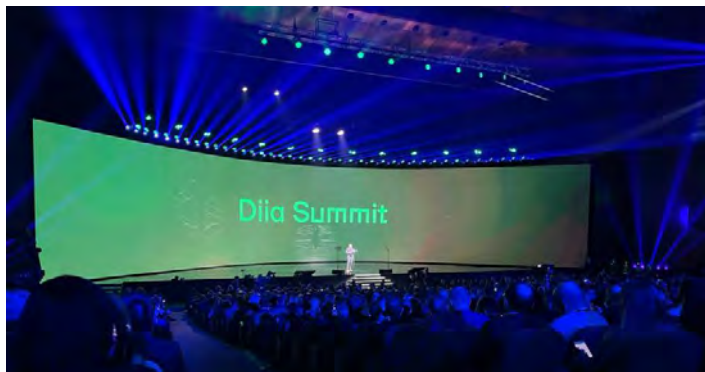
We’re grateful to the Government of Georgia and GITA for consistent support for developing the StrategEast Global Minds Initiative in Georgia.



## EASTERN EUROPE

## FOSTERING IT INDUSTRY DEVELOPMENT

## Special legal IT framework launched in Ukraine, with contribution from StrategEast



StrategEast President Anatoly Motkin and Senior Director Anna Zub took part in Diia.Summit, the official launch of Diia.City, a unique legal and tax framework for IT companies in Ukraine.

StrategEast was a partner of the Ministry of Digital Transformation of Ukraine, which developed this special regime. In particular, StrategEast and Oxford Economics jointly prepared a report on financial justification for the project's success.

Thanks to Diia City, the share of IT in Ukraine's GDP is expected to grow from 4% to 10%, and the industry's revenues up to 16.5 billion USD.

Low taxes and tools to attract investment and scale introduced in Diia.City can make Ukraine a role model for the Eurasian IT market.

The Diia.City Summit was attended by Volodymyr Zelensky, President of Ukraine; Denys Shmyhal, Prime Minister of Ukraine; Mykhailo Fedorov, Minister of Digital Transformation of Ukraine, and other officials.

## StrategEast released "The digital component of Ukraine's resistance to Russian aggression" report and presented it to international academia



StrategEast issued a report, "The digital component of Ukraine's resistance to Russian aggression" jointly with the Ministry of Digital Transformation of Ukraine, which addresses how the Ukrainian IT industry manages to remain a globally trusted IT vendor and why is it critically important for the victory of Ukraine and its post-war recovery.

The report has been presented to several prominent think tanks, in particular, to the Centre for European Policy Studies (CEPS) with Anatoly Motkin, Oleksandr Boryakov, Deputy Minister of Digital Transformation of Ukraine, Lorena Boix-Alonso, Director for Digital Society, Trust & Cybersecurity at DG Connect; Lise Fuhr, Director General, ETNO; Elena Plexida, VP for Stakeholders Engagement, ICANN and Lorenzo Pupillo, Associate Senior Research Fellow and Head of the Cybersecurity@CEPS Initiative speaking.

On May 17, 2022, StrategEast and the Atlantic Council hosted a discussion on how Ukraine's IT community is combating Russian aggression. The panel included Anatoly Motkin, Mykhailo Fedorov, Vice Prime Minister and Minister of Digital Transformation of Ukraine, Oleksandr Boryakov, Deputy Minister of Digital Transformation for IT Development of Ukraine, Viktoriya Tigipko, founding partner and managing director of TA Ventures, Giorgi Aleksidze, CEO of NewAge, and Denis Gursky, founder and CEO of NGO SocialBoost. The event was moderated by Andrew D'Anieri, assistant director at the Atlantic Council's Eurasia Center.



On May 23, 2022, Anatoly Motkin presented the main findings of the Ukrainian Digital Resistance to Russian Aggression report to the Center for Eastern Studies (OSW). This was followed by a webinar on Ukrainian and Georgian IT industry development.

On June 30, 2022, StrategEast, in cooperation with the German Council on Foreign Relations, held a public talk on Ukrainian Digital Resistance to Russian Aggression. The event speakers included Mykhailo Fedorov, Vice Prime Minister and Minister of Digital Transformation of Ukraine, Anatoly Motkin, Tyson Barker, Head of the Technology and Global Affairs Program, DGAP, and Natalia Denikeieva, Director of the IT Industry Development Department and Head of the Diia City Project Office, Ministry of Digital Transformation of Ukraine. The discussion was chaired by Alena Epifanova, Research Fellow at the International Order and Democracy Program, DGAP.

## StrategEast coordinates IT companies activities on Ukraine's digital recovery



StrategEast took the lead in coordinating global big tech companies in their efforts for Ukraine's digital recovery. As part of the first stage of the initiative, StrategEast President Anatoly Motkin moderated a round table on the Digital for Freedom initiative developed by the Ministry of Digital Transformation of Ukraine at the Ukraine Recovery Conference in Lugano. The meeting was chaired by Vice Prime Minister and Minister of Digital Transformation of Ukraine Mykhailo Fedorov and was attended by representatives of leading global tech companies.

"The goal of the Digital for Freedom initiative is to build the first absolutely free, transparent, and efficient digital state and to share this experience with the world. By implementing this initiative, Ukraine will be able to become a beacon of digitalization for the countries of Eurasia and beyond, contributing to the overall global digital transformation.

The need to start implementing this initiative without delay has become apparent within recent months, as the digital infrastructure has essentially become one of the main pillars of Ukraine's resilience.

Now, more than ever, Ukraine is in greater need of support and assistance from global tech leaders. We ask you to help Ukraine in whatever you do the best – building advanced ecosystems, integrating the life of the country and each of Ukrainian citizens into a reliable and convenient digital space, uniting people and services, and generally making the world a better place," stated Anatoly Motkin in his opening remarks.

The parties agreed to set up an advisory team to the Ministry of Digital Transformation consisting of the leading global tech companies to assist Ukraine to become the first entirely digital state, based on the most advanced technologies.



## LATIN AMERICA

## FOSTERING IT INDUSTRY DEVELOPMENT

### StrategEast discussed collaboration with Panama's "City of Knowledge"



During their visit to Panama, Anatoly Motkin, President of StrategEast, and Kate Bunina, StrategEast Regional Director for Latin America, held a meeting with Alessandro Francolini and Jonathan Diaz from Ciudad del Saber (City of Knowledge) high tech park.

At the meeting, the parties discussed areas of collaboration, in particular, engaging StrategEast's capacities to attract new companies to the Ciudad del Saber high tech park. Among other topics, possible formats of collaboration within women's entrepreneurship projects and startup acceleration were discussed.

City of Knowledge is an innovative community. Members have everything they need on campus to develop their business activities, entrepreneurship, training, research, and creative or institutional endeavors. Residents enjoy exemption from VAT and income tax.

### StrategEast discussed Eurasian IT companies' expansion to Panama Pacifico



Anatoly Motkin, President of StrategEast, and Kate Bunina, StrategEast Regional Director for Latin America, met with Jaime Brid and Hernan Riveros from Panama Pacifico high tech park.

During the meeting, they discussed what might attract Eurasian IT companies to launch their operations in Panama, with possible relocation of their workforces.

Panama Pacifico is a full-circle project and commercial and residential community located in Panama, and one of the largest mixed developments in the continent, with multiple economic benefits due to its strategic location.

### StrategEast discussed digital economy development with Panama's government



Anatoly Motkin, President of StrategEast, and Kate Bunina, Regional Director for Latin America, met with Richard Kilborn, Director of the National Department of Investment Promotion at the Ministry of Trade and Industry of Panama.

The meeting focused on cooperation between StrategEast and the Government of Panama on developing Panama's digital economy, and the IT industry in particular. Specific steps were outlined to achieve tangible results.

### StrategEast agreed upon collaboration with the Technological University of Panama



On June 15, 2022, Anatoly Motkin, President of StrategEast, met with Technological University of Panama leadership: Aris Castillo, Director of International Relations; Dr. Clifton Clunie, Director; Alexis B. Tejedor De Leon, Director of the Postgraduate Studies System; and Dr. Orlando Aguilar, Dean at School of Mechanical Engineering.

Participants exchanged opinions on the effects of IT education on economic and social development. Mr. Motkin shared StrategEast's experience in building and scaling up an IT Hub – StrategEast's IT jobs creation and educational program, launched in Georgia, Azerbaijan, Ukraine, and Moldova with the engagement of major international engineering companies and educational partners.

## LATIN AMERICA

## FOSTERING IT INDUSTRY DEVELOPMENT

### StrategEast discussed IT talent development with investment agencies in Colombia



During her visit to Colombia, Kate Bunina, StrategEast Regional Director for Latin America, met with representatives from investment promotion agencies Carolina Tamayo Hackmayer from Invest in Bogota and Camilo García Duque from ProColombia.

The sides discussed collaboration on the development and retention of IT talent in Colombia, the attraction of startup investments, and support for women entrepreneurs, with the next steps of furthering meetings with main players in Bogota.

### StrategEast defines perspectives of making Panama a regional IT hub with the Panamanian Chamber of Commerce



During the visit to Panama, Anatoly Motkin, President of StrategEast, and Kate Bunina, StrategEast Regional Director for Latin America, held a fruitful meeting with Marcela Galindo, President of the Chamber of Commerce of Panama.

The agenda included not only joining forces on developing the local IT economy and building a main regional hub in Panama, but also supporting Panamanian women entrepreneurs.

### StrategEast discussed collaboration with University ICESI in Colombia



At the meeting with Norha M. Villegas, Dean, Faculty of Engineering and Design at ICESI University in Colombia, Anatoly Motkin, President of StrategEast, shared the success of StrategEast IT HUB educational and job creation project, which helps prevent brain drain and provides youth with highly-paid jobs in IT.

Topics discussed included cooperation on how to further incorporate training from IT companies into the ICESI University curriculum, encouraging students to work in the region, and motivating younger students to study IT.

### StrategEast shared a vision on local startup ecosystem development in Colombia



Anatoly Motkin, President of StrategEast, and Kate Bunina, StrategEast Regional Director for Latin America, met with the representatives of Invest Pacifico and ZonaAmerica in Cali, Colombia.

They discussed the unique advantages of Cali and the region as an emerging IT hub, along with the development of the local startup ecosystem and the benefits of setting up a presence in Cali.

Invest Pacifico is a Colombian investment promotion agency with the purpose of promoting the department to attract national and foreign investment.

ZonaAmerica is a Business and Technology park operating under the Free Zone Law, with offices in Uruguay and Colombia.



## LATIN AMERICA

### StrategEast discussed tech ecosystem development in Medellín, Colombia



During their visit to Colombia, Anatoly Motkin, President of StrategEast, and Kate Bunina, StrategEast Regional Director for Latin America, met with Cristina Gaviria from Cooperation and Investment Management, ACI Medellín and Catalina Alzate Aristizabal from RUTA N.

They discussed Medellín's growing tech ecosystem, the vast benefits of Ruta N's offerings, and ACI Medellín's overview of the local advantages, along with possibilities for cooperation with StrategEast and hiring local talent by IT partners.

ACI Medellín is the leading entity in the internationalization process in the city-region's internationalization process via strategic international relations, attracting national and foreign direct investment, and political advocacy as a local government, also known as city diplomacy.

### Anatoly Motkin and the President of Paraguay discussed development of the digital economy



Anatoly Motkin was invited by Paraguayan President Marito Abdo to a reception at his residence dedicated to the major Invest in Paraguay forum taking place in Asunción on September 08-09, 2022.

Mr. Motkin proposed StrategEast's assistance in building an environment friendly for IT industry growth and highlighted the IT sector's special role in investment opportunities and prospects for developing Paraguay's digital economy.

## FOSTERING IT INDUSTRY DEVELOPMENT

President Abdo assured Mr. Motkin that developing the digital economy, and IT industry in Paraguay is of the highest priority for him, and his government and they will provide any necessary support.

### Anatoly Motkin discussed StrategEast's IT talent development strategy in Paraguay



During his visit to Paraguay, Anatoly Motkin met with Mayara Garay, Executive Director at Universidad Comuna (UCOM), one of the top and most dynamically developing private universities in Paraguay.

At the meeting, Mr. Motkin underlined that local universities are StrategEast's main partners. Thus, collaboration with universities such as UCOM is considered important.

The participants acknowledged mutual interest in creating new opportunities for young Paraguayans.

UCOM provides education in data analytics, global operations, digital marketing, logistics, supply chain, and machine learning. The university seeks to develop leaders with entrepreneurial skills and an international and strategic vision, who can create, manage, and develop competitive organizations with technology through an innovative educational model and a project-based learning methodology.

### StrategEast discusses collaboration on Latin America's digital transformation with the Inter-American Development Bank



At a meeting with Alejandro Pareja, Senior Specialist in Modernization of the State at the Inter-American Development Bank (IDB) and Grisel Meyer, a Consultant in the Division of Competitiveness, Technology and Innovation at IDB, Anatoly Motkin discussed digital capacity development in Latin America.

## FOSTERING IT INDUSTRY DEVELOPMENT

Other topics included regional cooperation in Latin America in the IT industry and IT export development, as well as StrategEast's support for e-Gov implementation in Latin American countries jointly with IDB.

Anatoly Motkin also presented Ukraine's success in the development of e-Gov technologies and expressed readiness to assist the LATAM countries in adapting these technologies to the needs of the region.

### StrategEast discusses tax incentives for the IT industry with the government of Paraguay



At a meeting with Oscar Llamosas Diaz, Minister of Finance of Paraguay, Anatoly Motkin discussed tax incentives for international IT companies planning on starting business operations in Paraguay.

While discussing how to create a regional digital hub in Paraguay, Mr. Motkin shared StrategEast's experience in building a thriving IT industry environment in Eurasian countries.

StrategEast's portfolio includes success stories increasing the share of IT in the country's GDP, ecosystem creation through a reduced flat rate tax attractive to global investors in Ukraine, Georgia, and other countries in Eurasia.

## OTHER REGIONS

### StrategEast took part in Paris Call WG workshop on a Cyberstability Index



Michael Sheitelman, StrategEast CSO, participated in the Paris Call Working Group 5 workshop on a Cyberstability Index. The workshop goal was to gather meaningful insight and feedback to finalize the Index methodology by the upcoming Paris Peace Forum.

The Paris Call for Trust and Security in Cyberspace is a multi-stakeholder initiative that was launched by the French government at the annual Paris Peace Forum conference in November 2018 with the goal of promoting and ensuring international cybersecurity and the safer use of information and communications technology (ICTs). To ensure concrete and direct actions, in November 2020, the French government established six working groups to advance international standards and foster cooperation on activities and initiatives that improve cybersecurity.

### Anatoly Motkin spoke about the unique potential of IT in Central Asia at the Erasmus+ Forum in Ghent



On September 23, 2021 Anatoly Motkin, President of StrategEast, took part in the conference Eurasian Insights: Strengthening Central Asian Studies in Europe, supported of Erasmus+ program, co-funded by the European Union.

Speaking at the Thematic Cluster Panel on Developmental Dynamics, Mr. Motkin underlined that as a relatively new sector of the economy in Central Asia, the IT industry can act as an accelerator of economic reforms in the region. Transparency embedded into the IT industry makes it an alternative means of combating corruption.

While discussing policy recommendations, Motkin emphasized: "The governments of Central Asia have to publicly prioritize the development of the local IT industry. Only the IT industry is capable of creating a significant number of high-paying jobs for young people and preventing brain drain in the short term in this region, which has been heavily hit by unemployment."

Among other participants of the conference were researchers from George Washington University, University of Zurich, CEUS-Universiteit Gent, and others.

Official partners of the conference are: WIKISTAN – an organic community of Central Asia scholars; the European Society for Central Asian Studies – ESCAS – a longstanding informal cooperation network of Central Asian scholars; the Centre for Anthropological Studies on Central Asia – CASCA – a new center for anthropological research and collaboration based in Switzerland and Germany; Novostan.org an expert French-German language news organization providing critical views on contemporary Central Asian Development.



# Global Minds Initiative Advisory Board



**Giorgi Alexidze**  
CEO, NewAge

CEO and co-founder of Newage, the product-led IT company based in Ukraine. With a Degree in Computer Software Engineering from Georgian Technical University and over a decade's worth experience as a CTO and CIO in technology companies, Giorgi brings an in-depth perspective on the way technology impacts the world today. By applying his technical and managerial experience in the workplace, Giorgi has been instrumental in developing SaaS products with a global reach.



**Dr. Gregory Asmolov**  
Lecturer in Digital Entrepreneurship and Marketing Department of Digital Humanities, King's College London

Gregory Asmolov is a Lecturer on Digital Entrepreneurship and Marketing at the Department of Digital Humanities at King's College London. His work focuses on how information technologies, specifically social media and crowdsourcing platforms, constitute the role of individual users and crowds in crisis situations. His current research explores how digital platforms change the everyday lives of users who are located far away from a conflict zone, and how information technologies contribute to their users' participation in warfare. His additional research interests include disinformation and social polarization and the role of digital networks in the emergence of alternative socio-political spaces. He holds a BA in Communication and International Affairs from the Hebrew University in Jerusalem, an MA in Global Communication from George Washington University, and PhD in Media and Communications from the London School of Economics and Political Science (LSE).



**Dastan Dogoev**  
Former Deputy Prime Minister – Minister of Digital Development of the Kyrgyz Republic

Dastan Dogoev began his career as a functional specialist at Freebalance Inc., a Canadian Government ERP software company. Mr. Dogoev then began his career as a civil servant, working as the Deputy Chairman and later Chairman of the State Registration Agency, Digital Development Advisor to the President of the Kyrgyz Republic, Director of the "Digital Central Asia-South Asia" project funded by the World Bank, and Chairman of the State Committee of IT and Communications of the Kyrgyz Republic. Prior to these appointments, he was the ICT Development Director of state-owned company Info-Systema under the Ministry of Finance of the Kyrgyz Republic.

Mr. Dogoev earned an MPA from Harvard Kennedy School and holds a BA (Hons) in Corporate Strategic Management from Kingston University London.



**Arkadiy Dobkin**  
President of EPAM Systems

Mr. Dobkin is the principal founder, CEO, and President of EPAM Systems. Under his direction, EPAM has grown to become one of the world's leading software and product engineering services companies.

For the past 20 years, Mr. Dobkin has been increasingly recognized as an instrumental force in bringing the vast software talent pool of the former Soviet Union and Central and Eastern Europe to the international business community. In 2015, Mr. Dobkin was inducted into the Ernst & Young World Entrepreneur of the Year Academy and the Elite Entrepreneur of the Year Hall of Fame. Mr. Dobkin holds an MS in Electrical Engineering from the Belarusian National Technical University.



**Talmon Marco**  
Co-founder of Viber and Juno

Talmon Marco is the founder of Viber, a proprietary cross-platform instant messaging VoIP application for smartphones with over 400 million users, and Juno, a ride-sharing service.

In 1995, Mr. Marco co-founded Nortex Software, a Civil Engineering software developer. In 1997, he co-founded Expand Networks, a privately held venture, and the current world leader in Application Traffic Management. Mr. Marco served as the President of Expand Networks until 2004.



## Prosser Stirling

**Prosser Stirling has over 30 years of experience in Government Affairs and International Relations with Oracle, DEC, and IBM.**



## Christopher Burry

**Co-founder and Co-CEO, US Market Access Center Inc. Global Ambassador, UC Berkeley Sutardja Center for Entrepreneurship and Technology**

Christopher Burry has over 30 years of experience in the technology industry and as a serial entrepreneur. His background covers Enterprise Architecture, software development, infrastructure technologies, operating systems, methodology development, and IT operations. As an entrepreneur, Mr. Burry has founded multiple companies in the software and services sectors. He has served as a coach and mentor to entrepreneurs since 2005.

In addition to his work at UC Berkeley, Mr. Burry is currently the co-CEO at the US Market Access Center. Over the last 10 years, he has trained and mentored well over 2,500 startups in over 40 countries. USMAC's alumni have raised over \$2.5B in capital and collectively are worth in excess of \$8B USD.

While at USMAC, Mr. Burry has led the company's engagement with the Bangladeshi Ecosystem. In 1999, he co-founded Avanade (a Joint Venture between Accenture and Microsoft). During his first two years at Avanade, Mr. Burry led the team that opened offices in 15 cities in 12 countries. At the time of his departure in 2009, the company had reached almost USD \$1B in revenue. Today, Avanade is a wholly owned subsidiary of Accenture with revenue in excess of \$4B USD. Mr. Burry has personally led entrepreneurial training and market entry programs in more than 40 countries including Lithuania, Latvia, Estonia, Denmark, Finland, Ireland, France, Italy, Czech Republic, Poland, Slovakia, Hungary, Georgia, Ukraine, Kazakhstan and Kyrgyzstan.



## Sergey Tokarev

**IT entrepreneur, Founding Partner of Roosh**

Entrepreneurial talent and investor flair have helped Sergey create more than 30 companies and make more than 100 profitable investments in projects worldwide. His investment portfolio includes such well-known names as Reface, Oura, Deel, Facemoji, and many others. Twenty years of experience in technology also helped him achieve these results. Before switching to investing, Sergey tried many roles: from a call center operator to managing positions in large companies.

Sergey graduated from Moscow University for the Humanities with a degree in Management. He also studied at the University of Malta.



## Valery Vavilov

**Chief Vision Officer, founder and Chairman of the Bitfury Group**

Valery Vavilov is the Chief Vision Officer, founder, and Chairman of the Bitfury Group – the world's leading emerging technologies company. Valery's entrepreneurial experience and passion for blockchain, led him to found the company in 2011, when blockchain was just beginning to capture the world's attention and imagination. Under his leadership, the company has expanded its focus to provide custom-designed software and advanced hardware in cryptocurrency, blockchain and artificial intelligence. Prior to founding Bitfury, Valery spent more than 15 years in a variety of technical and leadership positions.

He has received his M.S. degree in Computer Science from Riga's Transport & Telecommunication University in Latvia and has completed the Stanford Executive Program at the Stanford University Graduate School of Business. Among other leadership initiatives, he is a member of the World Economic Forum's Global Fourth Industrial Revolution Council on Blockchain.



# Reports and Analytics



## Diia City: A Review of the Impact of Reforms on the Ukrainian IT Sector

Diia City, a special legal framework for the Ukrainian IT sector, aims to better realign incentives towards supporting the process of moving up the value chain. The reforms broadly align with the government's ambitions for increasing the IT sector's value-added output.

Faced with a precarious fiscal outlook, the IMF's concerns center around a potential decline in government tax revenues following implementation of the reforms. Modelling suggests that Diia City reforms will have a modest impact on government finances, and confirms there is little to no risk of budget revenue loss and a strong probability of higher tax revenues under the right circumstances.

The report "A Review of the Impact of Reforms on the Ukrainian IT Sector" was written by the Oxford Economics in collaboration with StrategEast and International Tax and Investment Center.

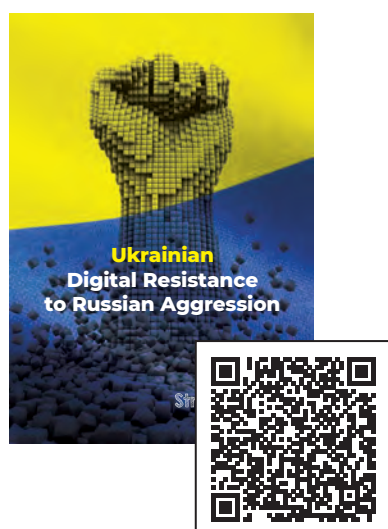


## Report on the 3rd StrategEast State and IT Eurasian Forum

The 3rd StrategEast State and IT Eurasian Forum took place on November 9-10, 2021, in Bishkek, Kyrgyzstan and online.

The Forum highlights include:

- The Prime Minister of the Kyrgyz Republic declared IT industry development as one of the government's highest priorities
- Global tech leader EPAM Systems has started its operations in the Kyrgyz Republic
- The launch of a Silicon Valley venture fund for investment in startups from the region
- The World Bank report "Data for Better Lives" was launched regionally during the special event
- StrategEast opened its office for Central Asia in Bishkek.



## Ukrainian Digital Resistance to Russian Aggression Report

On February 24, Russia launched a full-scale military offensive against Ukraine, starting the largest armed conflict in Europe since World War II. The war has many layers, including information and the digital space. While soldiers defend Ukraine on the battlefield, the Ministry of Digital Transformation of Ukraine and the Ukrainian IT community are developing a sustainable digital defensive line.

What is the role of the Ministry of Digital Transformation in combating Russia's aggression? How does the Ukrainian IT industry manage to remain a globally trusted IT vendor and why is it critically important for the victory of Ukraine and the post-war recovery?

How can international financial institutions, global development agencies, leading tech companies, and foreign governmental institutions support Ukraine and the Ministry of Digital Transformation in their fight against Russian aggression?

All these issues are addressed in the StrategEast's Ukrainian Digital Resistance to Russian Aggression report. The report was prepared with the support of the Ministry of Digital Transformation of Ukraine and NewAge.



## Eurasia's Data Economy

StrategEast and the World Bank jointly published "Eurasia's Data Economy" policy dialogue proceedings.

The paper was prepared based on the Special Session (co-hosted by the World Bank and UNDP), "How Can Eurasia Reap the Data Dividends: Opportunities for Data-Driven Transformation" at the StrategEast State and IT Eurasian Forum in Bishkek, Kyrgyzstan.

Louise Chamberlain, UNDP; Dastan Dogoev, Minister of Digital Development, the Kyrgyz Republic; Vivien Foster, Chief Economist for Infrastructure, World Bank; Jong-Sung Hwang, National Information Society Agency, South Korea; Oleg Petrov, World Bank; Olexander Bornyakov, Deputy Minister of Digital Transformation, Ukraine; Tamerlan Taghiyev, Acting Head of the Center for Analysis and Coordination of the Fourth Industrial Revolution under the Ministry of Economy of Azerbaijan; Olga Tumuruc, Head of the Electronic Governance Agency of the Republic of Moldova; Askar Zhambakin, Deputy Minister of Digital Development, Kazakhstan, and Anatoly Motkin, StrategEast, contributed their thoughts to this paper.



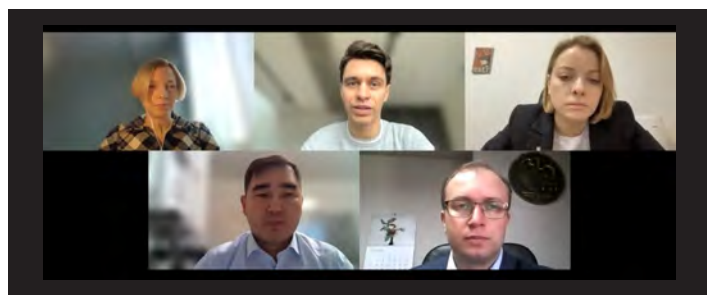
## StrategEast Westernization Index 2022

The StrategEast Westernization Index 2022 assesses the processes of adherence to Western values in post-Soviet countries outside of Russia across five dimensions – political, legal, economic, cultural, and lifestyle.

The third edition of this Index reveals a dynamic picture of Westernization in the 14 post-Soviet countries outside of Russia. The study shows trends in political, economic, legal, cultural, and lifestyle Westernization, and by extension, the effectiveness of efforts by Western institutions operating in the region.

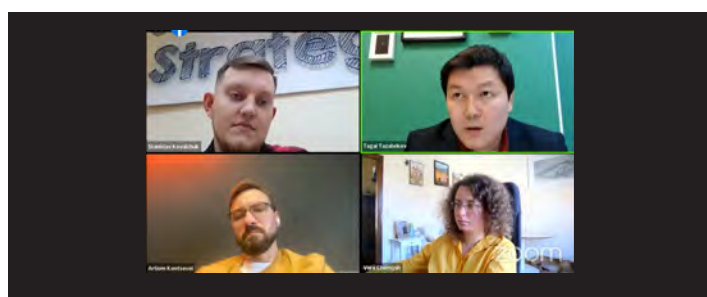
# StrategEast online discussions with global thought leaders

## StrategEast Live



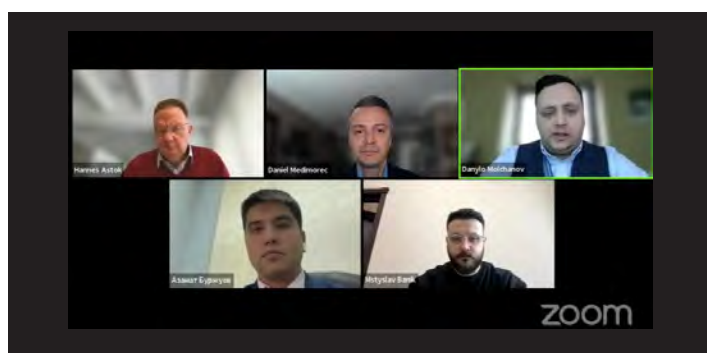
### Smart Cities in Eurasia

Panel speakers: Zhassulan Kenzhegaliyev, Executive Head, "Astana Innovations" JSC, Kazakhstan; Vakhtang Lomjaria, Head of Department of Economic Development, Tbilisi City Hall, Georgia; Victoria Itskovych, Deputy Director for Digitalization, Kyiv City Council, Ukraine; Yulia Sarviro, Senior Project Manager, Smart Cities for All



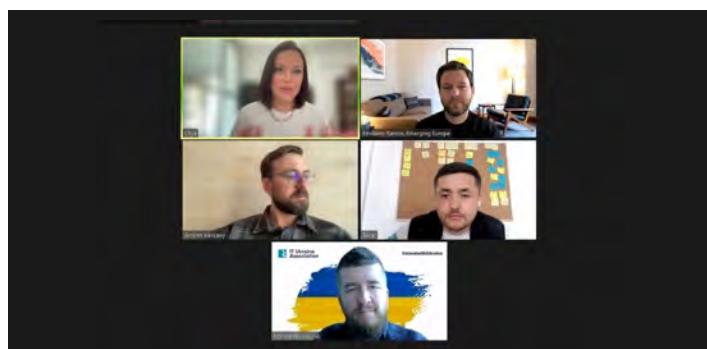
### IT Journalism in Eurasia

Panel speakers: Vera Chernysh, CEO and Managing Editor, MC.today, ITC.UA and Highload; Artem Kontsevoi, CEO, dev.media; Tagai Tazabekov, Founder and CEO, Limon Media; Stanislav Kovalchuk, Project Manager, StrategEast.



### E-governance in Eurasia

Panel speakers: Hannes Astok, Executive Director and Chairman of the Management Board, e-Governance Academy; Mstyslav Banik, Head of the Development of e-Services, Ministry of Digital Transformation of Ukraine; Azamat Burzhuev, Head of the Digital Transformation Department, Administration of the President of the Kyrgyz Republic; Daniel Medimorec, Senior Expert for International Relations at the Directorate for Digitalization and E-Government, Federal Ministry for Digital and Economic Affairs of Austria; Danylo Molchanov, Chief of Party, Transparency and Accountability in Public Administration and Services Project.



### IT Industry in Eurasia during Period of Turmoil

Panel speakers: Artem Kontsevoi, CEO, dev.media; Emiliano Ramos, Partner, Emerging Europe; Tanat Uskembayev, Director of Corporate Innovations and Digital Competences Office, Astana Hub; Konstantin Vasyuk, Executive Director, IT Ukraine Association; Olga Afanasyeva, PhD, Head of ELEKS Kyiv





## Eurasia’s Data Economy

Panel speakers: Mikhail Bunchuk, Senior Digital Development Specialist, World Bank; Nuriya Kutnaeva, Director, State Agency for Personal Data Protection under the Cabinet of Ministers of the Kyrgyz Republic; Dmitriy Mun, «National Information Technologies» JSC, Kazakhstan; Tamerlan Taghiyev, Executive Director, Center for Analysis and Coordination of the Fourth Industrial Revolution under the Ministry of Economy of Azerbaijan; Olga Tumuruc, Director, E-Governance Agency of the Republic of Moldova; Stanislav Kovalchuk, Project Manager, StrategEast.

## Eastern Partnership Bulletin



StrategEast has interviewed leading experts from EaP countries to find out more about:

- the countries’ EU aspirations in light of the establishment of the Associated Trio for joint successful European integration;
- EU’s assistance package to deploy safe and effective COVID-19 vaccines and speed up the vaccination campaigns;
- the report on the EU4Business initiative, covering all EU support to SMEs in the Eastern Partnership countries and the factors for SMEs’ growth;

- the EaP countries’ EU aspirations in light of application for membership by Georgia, Moldova, and Ukraine;
- and the perspective of Three Seas Initiative (3SI) as one of the formats for investment promoting mutual security and stability in critical infrastructure.

# Global Advocacy

## StrategEast's President took part in the Lennart Meri Conference in Estonia



In September 2021 and May 2022, Anatoly Motkin, President of StrategEast, took part in the 14th and 15th Lennart Meri Conference (LMC) in Tallinn, Estonia.

The conference participants included Kersti Kaljulaid, President of Estonia; Kaja Kallas, Prime Minister of Estonia; Egils Levits, the President of Latvia; Margaritis Schinas, Vice President of the European Commission; Boris Ruge, Vice Chairman, Munich Security Conference, and others.

The Lennart Meri Conference (LMC) is a major annual foreign policy event packed with insights by distinguished policymakers, analysts, politicians, military personnel, and academia from around the globe in Tallinn, Estonia. Key foreign and security policy issues discussed mostly from the perspective of the northern and eastern parts of Europe.

## Anatoly Motkin joined the Advisory Council of the Krach Institute for Tech Diplomacy at Purdue



Anatoly Motkin, President of StrategEast, joined the Advisory Council of the Krach Institute for Tech Diplomacy at Purdue. With this milestone, Mr. Motkin continues his mission to facilitate transition countries' integration into the Western technology supply chain.

Purdue University Opened Krach Institute for Tech Diplomacy in Honor of 2022 Nobel Peace Prize Nominee Keith Krach. As Under Secretary of State, Krach created the Clean Network alliance of democracies, rallying countries and companies around his Trust Doctrine for Global Economic Security.

The Institute is to become an institution on tech statecraft integrating Silicon Valley strategies with foreign policy tools and national security to ensure trusted technology is used to advance freedom.



# Media Outreach



In May, 2022 Anatoly Motkin published an op-ed in the Atlantic Council blog, where he put forward an idea of launching a Digital Marshall Plan for Ukraine amid Russian aggression. Mr. Motkin admits that the immediate priority while restoring the country will be to repair the catastrophic damage done to Ukrainian infrastructure targets. At the same time, the most effective long-term use of resources may be to focus on strengthening Ukraine's digital economy and IT industry. Investing in this sector will have an immediate economic impact and create the largest number of jobs.

In December 2021, Anatoly Motkin published an op-ed in Ukrainian media outlet the "Kyiv Independent", where he described prospects for the development of the Eurasian IT market. According to Mr. Motkin, the IT industry is not only a source of immediate economic growth, but also a solution to social problems: "Gender inequality, regional uneven development, lack of inclusion – these and other issues were previously difficult to solve by traditional methods, but now they can be solved through developing the knowledge economy."

Anatoly Motkin's article "Western tech can protect Central Asia from the Afghan scenario" has been published by the Observer Research Foundation (ORF) – India's premier non-government think tank in December 2021. According to Mr. Motkin, events in Afghanistan directly impact Azerbaijan, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan, and Turkmenistan – six moderate Muslim

states with a population twice as large as that of Afghanistan. Now they are at risk of becoming six more "Islamic emirates" if the West does not promptly develop and launch a program to protect them from the influence of the Taliban and other Islamic fundamentalist organizations.

In July 2022, Lika Merabishvili, a Caucasus Project Manager at StrategEast, was invited on radio program "Palitra", where she talked about the importance of the IT profession, the IT sector, and the IT economy in Georgia. Ms. Merabishvili talked about StrategEast's future plans in Georgia, such as a workshop in Georgia, the ToT project for IT lecturers, and disseminating IT knowledge among youth living in Georgia's regions.

In July 2022, Anatoly Motkin was interviewed by the Azerbaijani media outlet fed.az. He talked about IT sector development in Azerbaijan and described StrategEast's ongoing projects and future plans to be carried out in Azerbaijan.

In August 2022, Lika Merabishvili published a blog post for the Georgian media outlet www.commersant.ge. Ms. Merabishvili described the IT sector as one of the most important and rapidly developing industries. She wrote about the development of the IT sector and IT economy in Georgia, such as the legislative changes initiated by the StrategEast, the growing number of IT companies in the country, etc. The blog describes StrategEast plans and activities.



# Our plans



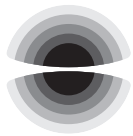
Ministry  
of Digital Transformation  
of Ukraine



**European Bank**  
for Reconstruction and Development

At the request of the Ministry of Digital Transformation of Ukraine, StrategEast became the coordinator of an IT support program - Digital for Freedom, which enables and strengthens international partnerships for Ukraine's digital development. It will bring together representatives of global tech companies and investors and the Ukrainian IT community. Together they will determine which global IT company technologies can be transferred to Ukraine and, jointly with the Ukrainian IT industry, finalized for use in the digital transformation of Ukraine.

Creation of IT Hubs in the regions of Azerbaijan, Georgia and Uzbekistan in 15-20 cities under the EBRD's first Technical Cooperation project to be funded through a donor agreement signed between the EBRD and the governments of Azerbaijan and Georgia. Cooperation projects to be implemented jointly with StrategEast.



**astana hub**



In collaboration with Astana Hub, StrategEast has begun implementing five-year programs to increase IT exports from Kazakhstan. As part of the TechOrda program, 20,000 students will be trained in new IT specialties over five years. Specialists from global IT companies will be involved in training students.

StrategEast is launching digital industry ecosystems in Latin America. The first step will be an online webinar for senior government officials in Latin American countries, which will present policy recommendations on how to foster IT industry development based on our experience in Eurasia.



StrategEast sees great opportunity in developing digital cooperation between the countries of Central Asia and Azerbaijan and the Gulf countries. StrategEast plans to help international companies operating in Eurasia expand into the Gulf countries, increase the Gulf countries' level of IT expertise, and help the Gulf countries gain access to Eurasian technological talent.

# About StrategEast

The mission of StrategEast Center for a New Economy is to reinforce the values of inclusivity, connectivity, gender equality, and equal opportunities in Eurasian countries through the digital economy. StrategEast is a nonprofit organization with offices in the United States, Ukraine, Georgia, Kyrgyzstan, and Kazakhstan.

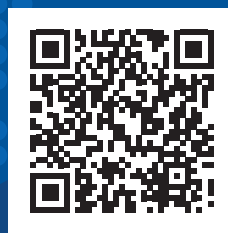


Photo credits: StrategEast press service

© 2022 StrategEast  
All rights reserved

StrategEast  
1900 K Street, NW  
Suite 100  
Washington, D. C., 20006  
USA  
[office@strategeast.org](mailto:office@strategeast.org)  
[www.StrategEast.org](http://www.StrategEast.org)