



Tech companies' trade mission to Doha, Qatar



FEBRUARY 14-15, 2024

In cooperation with the office of the Commercial Attaché of the State of Qatar in the US, StrategEast organized a trade mission to Doha, Qatar, on February 14-15, bringing together C-level executives from leading global engineering companies with substantial operations in Eurasia. Notable participants included AltexSoft, Computools, Eleks, EPAM, Global Logic, Intellias, Lineate, Nix, Sigma Software, and Tripmaker.

The primary objective of the mission was to introduce these IT companies to Qatar's business community in order to explore collaboration opportunities, shedding light on Qatar's tax incentives, and fostering strategic matchmaking meetings with influential stakeholders. These series of events created multiple business opportunities for the participants on both sides.



The extensive agenda featured engaging sessions with leadership from state agencies, business associations, and key entities, including the Ministry of Commerce and Industry, Qatar Financial Centre, AmCham (American Chamber of Commerce in Qatar), the US-Qatar Business Council, Ministry of Communications and Information Technology, Qatar Science & Technology Park, the Qatari Businessmen Association, and the Qatari Businesswomen Association.

These interactions not only enriched participants' understanding of Qatar's IT landscape but also paved the way for potential collaborations and ventures with government bodies and influential industry players.

An agreement was reached during the mission, designating the US-Qatar Business Council, the Qatari Businessmen Association, and the Qatari Businesswomen Association as the official matchmaking platforms connecting Qatar's business community with digital services providers from Eurasia.

Organized by



Ministry of Commerce and Industry



Nasser Al-Kaabi (Investor Relations Officer, Invest Qatar), **H.E. Saleh Abdullah Al-Mana** (Director, International Cooperation & Trade Agreements Department, Ministry of Commerce and Industry), **Anatoly Motkin** (President, StrategEast), **Oleh Hudym** (Customer Relationship Director, Computools), **Olga Husarova** (Vice President of Operations, AltexSoft), **Oleksandr Blishun** (Director of Client Engagement, AltexSoft), **Giorgi Tsikolia** (VP of EMEA Region, Lineate), **Valery Krasovsky** (Chief Executive Officer, Co-founder, Sigma Software), **Mahboob Subuhani** (Business development director in GCC, Sigma Software), **Jason Harman** (SVP, Head of Middle East, EPAM), **Alexey Nikolayev** (Executive VP, Corporate Clients and Business Development, NIX), **Mike Tokar** (Co-Founder & CEO, Tripmaker), **Tetyana Skrypnyk** (Supervisory Board Member, responsible for commercial success in the GCC region, Eleks), **Anna Vorobiova** (VP, Business Development and Marketing, NIX).



Anatoly Motkin, President of StrategEast, highlighted the unique win-win opportunity, stating, "Business entities in Qatar can now access the cutting edge technologies and digital services from Eurasian companies at one-tenth the cost of that in Silicon Valley."

H.E. Sheikh Nawaf Bin Nasser Al-Thani, Board member at the Qatari Businessmen Association, expressed his readiness to provide the platform for matchmaking between the Qatari business and Eurasian IT companies: "We are welcoming Eurasian tech companies to establish a presence in Qatar and encouraging them to do so."

Qatar Financial Centre



Oleksandr Blishun (Director of Client Engagement, AltexSoft), **Olga Husarova** (Vice President of Operations, AltexSoft), **Tetyana Skrypnyk** (Supervisory Board Member, responsible for commercial success in the GCC region, Eleks), **Jason Harman** (SVP, Head of Middle East, EPAM), **Oleh Hudym** (Customer Relationship Director, Computools), **Anatoly Motkin** (President, StrategEast), **Alexey Nikolayev** (Executive VP, Corporate Clients and Business Development, NIX), **Valery Krasovsky** (Chief Executive Officer, Co-founder, Sigma Software), **Mahboob Subuhani** (Business development director in GCC, Sigma Software), **Giorgi Tsikolia** (VP of EMEA Region, Lineate), **Laila Al-Jefairi** (Vice President, Business Development, Qatar Financial Centre), **Muna Al-Thani** (Head of Professional Services Europe & America, Qatar Financial Centre).



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Aditya Kumar Sinha (Head - Fintech & Digital Innovation Financial Sector Office, Qatar Financial Centre), **Valery Krasovsky** (Chief Executive Officer, Co-founder, Sigma Software), **Olha Sytnychenko** (Regional Director for the Gulf States, StrategEast).

A pivotal outcome of the meeting was an agreement with the Qatar Financial Centre to actively promote the opening of new offices for Eurasian IT companies in Qatar, offering comprehensive support for soft landing and legal compliance. Furthermore, StrategEast, in collaboration with the US Qatar Business Council and the American Chamber of Commerce in Qatar, committed to deepening cooperation, providing American IT companies with a strong foothold to enter and thrive in the Qatari market.



Anatoly Motkin (President, StrategEast), **Olha Sytnychenko** (Regional Director for the Gulf States, StrategEast), **Mahboob Subuhani** (Business development director in GCC, Sigma Software), **Valery Krasovsky** (Chief Executive Officer, Co-founder, Sigma Software), **Tetyana Skrypnyk** (Supervisory Board Member, responsible for commercial success in the GCC region, Eleks), **Laila Al-Jefairi** (Vice President, Business Development, Qatar Financial Centre), **Giorgi Tsikolia** (VP of EMEA Region, Lineate), **Muna Al-Thani** (Head of Professional Services Europe & America, Qatar Financial Centre), **Oumaima Cherni** (Senior Representative VIP Services, Qatar Financial Centre), **Oleksandr Blishun** (Director of Client Engagement, AltexSoft), **Alexey Nikolayev** (Executive VP, Corporate Clients and Business Development, NIX), **Oleh Hudym** (Customer Relationship Director, Computools), **Anna Vorobiova** (VP, Business Development and Marketing, NIX), **Olga Husarova** (Vice President of Operations, AltexSoft), **Andrii Yavorskyi** (SVP, Strategy and Business Operations, Europe, GlobalLogic), **Jason Harman** (SVP, Head of Middle East, EPAM), **Aditya Kumar Sinha** (Head - Fintech & Digital Innovation Financial Sector Office, Qatar Financial Centre).

American Chamber of Commerce Qatar



Xiomara Henriquez (Executive Director, American Chamber of Commerce Qatar), **Janelle Santerre Weyek** (Commercial Counselor, Embassy of the United States), **Tetyana Skrypnyk** (Supervisory Board Member, responsible for commercial success in the GCC region, Eleks), **Mike Tokar** (Co-Founder & CEO, Tripmaker), **Olga Husarova** (Vice President of Operations, AltexSoft), **Oleksandr Blishun** (Director of Client Engagement, AltexSoft), **Jason Harman** (SVP, Head of Middle East, EPAM).



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The US-Qatar Business Council



Sheikha Mayes Bint Hamad Al Thani
(Managing Director, USQBC)



Fahad Al Khalifa (Group CEO, Masraf Al Rayan Investment Ltd),
Alexey Nikolayev (Executive VP, Corporate Clients and Business Development, NIX), **Anatoly Motkin** (President, StrategEast)



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Sheikha Mayes Bint Hamad Al Thani (Managing Director, USQBC),
Anatoly Motkin (President, StrategEast)



Abdulsalam Abu Issa (CEO, Salam International), **Omid Raghimi**
(Managing Director, Palantir Technologies Inc.; board member at USQBC), **Fahad Al Khalifa** (Group CEO, Masraf Al Rayan Investment Ltd), **Sheikha Mayes Bint Hamad Al Thani** (Managing Director, USQBC), **Anatoly Motkin** (President, StrategEast)



Eduardo Soares (Managing Director Middle East, Intellias),
Omar Al Jaber (Director of Strategic Partnerships and Outreach,
 QMIC)



Giorgi Tsikolia (VP of EMEA Region, Lineate)



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Raghimi (Managing Director, Palantir Technologies Inc.; board member
 of USQBC), **Anatoly Motkin** (President, StrategEast)



Alisa Halilovic (Administrative Business Partner, Palantir
 Technologies), **Oleksandr Blishun** (Director of Client Engagement,
 AltexSoft), **Olga Husarova** - from the back - (Vice President of
 Operations, AltexSoft), **Tetyana Skrypnyk** (Supervisory Board
 Member, responsible for commercial success in the GCC region, Eleks)



Jason Harman (SVP, Head of Middle East, EPAM)



Eduardo Soares (Managing Director Middle East, Intellias)



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Ministry of Communications and Information Technology



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Qatar Science & Technology Park



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Andrii Yavorskyi (SVP, Strategy and Business Operations, Europe, GlobalLogic), **Anatoly Motkin** (President, StrategEast), **Youssef AbdulHadi** (Head of Business Development and Delivery, Qatar Mobility Innovations Center (QMIC))



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center for a new economy
Strategeast
StrategEast.org

StrategEast is a leading independent institution developing Eurasia's digital economy, in collaboration with international financial institutions, development agencies, global tech companies, and Eurasian governments.