
Viasphere, 1st Armenian Technopark: Goals & Achievements

PanARMENIAN.Net - 30/10/2013

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The 1st Armenian technopark, Viasphere, based on Transistor factory was launched by Viasphere International U.S. company in Yerevan on July 26, 2001. Back then, Viasphere International CEO Toni Moroyan stated that the technology park will provide necessary infrastructure to facilitate the launch of a business for local startups, including provision of offices, computer networks, company management and product promotion at worldwide markets.

He was true to his word: at present, the technology park has 20 companies as tenants instead of 2 it started with.

With Synopsys Armenia as the largest tenant, the technopark also works with Cubic GTS, SCDM, Apricot Mobile, LIGHT Craft, OZ soft, Rubin laser technologies, Alias, Tandem payments, SG Design Electronics, Smart-Tech, MTD, Damaris. The 14 000 square meter techno park area accommodates offices, buildings, as well as a parking lot with a 200 car capacity.

It all started in 1991, when Toni Moroyan, then a senior executive at Hitachi America visited Armenia on the invitation of its government to help discover the country's potential in the IT sector and assess the relevant resources. Efforts were taken to boost international awareness of Armenia's IT sector, with partnership established with leading companies worldwide.

Gradually, small IT companies, including Mosaic Armenia and Arset, were launched in Armenia (in 1998-2000), to be later purchased by Synopsys. Also, a new technopark opened following negotiations with the government of Armenia. Viasphere International founder Toni Moroyan was very careful in picking a location, to be situated far from Yerevan center yet have a quick access to the Armenian capital's infrastructure. Shengavit district's Arshakunyats Street was chosen as the technopark site to serve as a miniature IT campus in future.

Moroyan then persuaded the electronic design automation leader Synopsys to pick Yerevan rather than Moscow to open its new office in, bringing the company's attention to opportunities and promising human resources Armenia had to offer. Soon, Synopsys Armenia was supplying its production to the U.S. Also, major investments were extended to the country's IT sector and universities to acquire modern equipment and train qualified experts.

Viasphere's current mission is development of leading companies of future, promotion of high technologies in Armenia. Currently, construction of new quarters to house new start-ups is ongoing in technopark.

According to Moroyan, such companies must receive maximum support in Armenia: even with only a few of them surviving, those which will be going to be the ones to represent the country at international markets.

As he further noted, to develop hi-tech sector, Armenia needs a well-developed strategy, as well as accomplished experts in specific sectors

such as microchip designing.

"The country needs IT specialists - there's a lot of jobs out there - yet we cannot invite leading companies to establish presence in Armenia for lack of experts. IT sector should be promoted in Armenia as one providing a wide range of opportunities - from marketing to engineering. The trained experts must be effectively engaged in their respective lines to serve as Armenia's advantage in global IT industry," Moroyan said.

Cubic GTS is the leading supplier of intermodal container monitoring, tracking and security solutions that enable the most efficient global transportation of goods by providing a Continuous Chain of Custody (C-3) Shipping System™.

Cubic GTS is a firm developing and providing the leading container monitoring, tracking and security products and services. The company's innovative hardware, software and infrastructure capabilities provide immediate worldwide reporting on container location, condition and security to shippers and government agencies, resulting in a Continuous Chain of Custody (C-3) Shipping System™ for rapid security processing at points of entry, and more efficient logistics management along the entire supply chain.

The company is advancing in major validation and certification trials, and has strategic partnerships with key communication network providers, logistics managers, and system integrators.

The company's strategy is to engage with customers to tailor our technology for rapid deployment to immediately enhance their supply chain and inventory management.

Cubic GTS products consist of Global Sentinel™ container security devices that are capable of providing real-time status, position and event information from any point on earth on a continuous basis and Device Management Center (DMC) that provides immediate global monitoring of intermodal shipping container security, condition and location. The container-mounted Global Sentinel device incorporates various types of electronic sensors and communicates seamlessly worldwide with Cubic GTS's DMC through multiple wireless technologies, providing immediate secure access to data from the container. The DMC links to Cubic GTS customers' data centers in a number of ways including standard XML over a secure network connection. Customers and appropriate agencies can also be notified via SMS text messaging and email notification within minutes of a container experiencing an abnormal event.

The Cubic GTS systems provide the entire supply chain with improved security, reduced shrinkage and, thus, lower insurance premiums. By providing a virtual "Continuous Chain of Custody", Global Sentinel facilitates the implementation of fastlane Customs processing and the time-critical knowledge to enhance logistics management.

Tandem Payments Ltd payment processing company was founded in May 2007. The main activity of the company is the provision of payment accepting services through terminals.

The company currently provides payment services through its terminals for utility and mobile services, IP telephony and TV, various state duties and fines (Passport and Visa Department, Ministry of Justice, Traffic Police, State Committee of Real Estate Cadastre, Tax Service, State Register Agency of Legal Entities of Armenian Ministry of Justice) and other payments, as

well as provides payment services via ARCA portal system (processing and clearing).

Starting from 2012, as a result of active cooperation with banks and loan organizations, it became possible to implement payments for gold deposit, loan repayment, overdraft and replenish personal accounts.

Tandem Payments cooperates with Russian Intercoopbank Company, which has over 30.000 self-servicing terminals, through which it is possible to make payments for "Orange Armenia", "VivaCell MTS", Armenian utility services (electricity, gas, water), Vivaro and Toto bookmakers, as well as implement card to card transfers from Russia to Armenia.

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