
VMware Urges A Revamp Of Armenia's Business Environment

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YEREVAN - A revamp of Armenia's business environment could bring fresh investments for the country's IT sector, in particular, from VMware, one of the world's largest companies that provides cloud and virtualization software and services, Adrian Tudor, a vice-president of the company, told a news conference today in Yerevan.

VMware entered the Armenian market in 2010 after buying the Armenian-American Company Integrien and establishing VMware Eastern Europe representation. According to Adrian Tudor, in the next five years the company will invest more than \$100 million in Armenia.

He said despite the willingness of VMware to expand its business in Armenia, there are a number of problems that the company representatives discussed here with Armenian prime minister. He said one of the major problems is logistics and inadequate infrastructure as delivery of equipment from the United States and Europe takes a lot of time and very often the goods are delayed by the customs service and besides, the duties are quite high. "We would like to see some progress in this regard," he said.

Tudor said the prime minister expressed willingness to discuss the matter with representatives of the company and to take steps to help improve the business climate. He said the company does not fear tough competition here as it is the only company specializing exclusively in the field of in-depth software development.

VMware was founded in 1998. According to Forbes, it is among the three most innovative companies in the world. Among its customers are Apple, IBM, Dell, Compaq, Fujitsu Siemens, Sun Microsystems, Hitachi, HP, Cisco and Intel. It employs 13,000 people in 46 countries. In 2012 it earned \$4.61 billion in profit.

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