

Drew Guff: “If you have a mission impossible project, send it to Belarus”

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“Among IT businessmen there exists a saying: “If you have a project, send it to India, if you have a difficult project, give it to America, but if you have a mission impossible project, send it to Belarus”, - voiced his opinion Drew Guff, managing director and founding partner of Siguler Guff & Company, during the meeting with President of Belarus Alexander Lukashenko.

Drew Guff highly appreciated the legislative initiative of establishing in Belarus Hi-Tech Park, pointing out, that his company invests in one of HTP residents. “I am rather cynical about statements of politicians. But I see that the steps made by the Belarus government in creating a favourable climate for investors really do work”, - he confessed. His Belarus partner company has grown 10 times over recent years.

Alexander Lukashenko answered to this: “When we established Hi-Tech Park I was, of course, judging from a number of good skilled programmers which were knocking about the world. But that was not the main thing. I believed that the climate, the respectful attitude of Belarusians toward foreigners, the peace and order here are unrivalled. We were not afraid of competition with other countries, I was sure that investors will come here”.

“Belarus assures American companies which come to Belarus maximum support on behalf of the government and favourable business conditions”, - stressed President of Belarus Alexander Lukashenko during the meeting with representatives of top management of a number of US largest companies. In particular, the chiefs of such corporations as Microsoft, Cisco Systems, Honeywell, Caterpillar, Navistar, ArvinMeritor, Siguler Guff & Company, U.S. International Trading Corporation, EPC Engineering, Greenberg Traurig and Western Technologies visited Belarus.



The American delegation visited also Belarus Hi-Tech Park.

During the meeting Valery Tsepkalo, Director of Belarus Hi-Tech Park, made a presentation of the Park, highlighted its special legal regime, the results of its activities and the opportunities of its further development and familiarized the guests with the business conditions for foreign companies in HTP. “Belarus IT companies are so successful on the international market because of Belarus Hi-Tech Park – the law system created to promote IT outsourcing and computer programming”, - confirmed Drew Guff.



The American delegation visited the production office of HTP resident-company EPAM Systems, the largest software engineering outsourcing services provider in Central and Eastern Europe.

<http://www.park.by/en/news/2010/index-en-2010-013.html>