



for a better business environment

# MONTHLY NEWSLETTER

December-January 2022/23



AmCham is an independent business association operating in Armenia since 2000. AmCham represents the interests of 150+ member companies from almost all sectors of the economy. AmCham's goal is to enhance the U.S.-Armenia business relations and improve the business and investment climate in the country. The Chamber is pleased to have both local companies and companies from all over the world among its members. AmCham Armenia is a member of U.S. Chamber of Commerce and AmChams in Europe.

📍 1 Amiryan Street,  
Armenia Marriott Hotel Yerevan  
Room 315, 317, Yerevan, 0010, Armenia

✉ info@amcham.am

☎ +374 (10) 599 902

www.amcham.am



## AMCHAM COMMITTEE REPRESENTATIVES MEETING LOCAL INSURANCE COMPANIES

On 6 December 2022, AmCham TCuFP and Legal Committee members had a meeting with local insurance companies.

The topic of the meeting was the Draft Law on Comprehensive Health Insurance. During the meeting, the participants were given the opportunity to express their concerns and opinions on the matter.



[Learn More](#)

## AMCHAM LEGAL COMMITTEE AND LABOR WORKING GROUPS MEETING THE REPRESENTATIVES OF RA MINISTRY OF LABOR AND SOCIAL AFFAIRS



On 6 December 2022, as a part of its advocacy activity, AmCham Legal Committee and Labor Working Group representatives had a meeting with Mr. Jora Sargsyan, Head of Labor and Employment Department at the Ministry of Labor and Social Affairs of the RA.

The discussion was held on the Labor Code Amendments Draft on which AmCham had provided its suggestions beforehand.

[Learn More](#)



## AMCHAM BOARD MEETING THE REPRESENTATIVES OF GRID DYNAMICS

On 8 December 2022, the representatives of the AmCham Board of Directors had a meeting with the CEO & Founder of Grid Dynamics, Mr. Leonard Livschitz as well as other management representatives of the company.

The company presented the strategic plans of expansion in the region. Possible collaboration with AmCham was also discussed.

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## THE SILICON MOUNTAINS YEAR-END TECH SUMMIT 2022



The Silicon Mountains Year-End Tech Summit 2022 was held in Matenadaran on 9 December 2022, organized by UEICT. The Tech Summit was dedicated to the usage of Smart Digital Solutions in different fields of economy.

During the Summit international and local experts, government and international organizations' representatives shared their experience on: Smart Governance, Smart Economy, Smart Banking and Smart Infrastructure

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## HOW-TO SESSION BY CIPE



for a better business environment

On January 10 2023 CIPE Armenia team organized a How-to Session during which the most effective ways of introducing business membership organizations and the main issues of consideration in the interactions with different stakeholders were discussed.

## AMCHAM BOARD MEETING INTERNATIONAL CHAMBER OF COMMERCE (ICC) REPRESENTATIVES

On January 19 2023, the representatives of the AmCham Board had a meeting with International Chamber of Commerce (ICC), during which the main activities of the chambers and possible cooperation opportunities were discussed.

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## AMCHAM & USAID: PUBLIC PROCUREMENT IN ARMENIA

On 23 January 2023, a discussion on "Public Procurement In Armenia: Current State And Issues" was initiated by American Chamber of Commerce in Armenia (AmCham) and the USAID Armenia Business Enabling Environment Project.

The purpose was to expose the issues in procurement processes and legislation conveyed by partner companies, and to get solutions to those.



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## THE 19<sup>TH</sup> SESSION OF RA SMALL AND MEDIUM BUSINESS DEVELOPMENT COUNCIL



On January 25, 2023, the 19th session of the Small and Medium Business Development Council of the Republic of Armenia was held, under the leadership of Deputy Prime Minister Mr. Tigran Khachatryan.

During the session, AmCham Armenia representative, Ms. Lusine Mnatsakanyan, proposed a question on the Implementation of predictable and flexible legal regulations for remote and combined remote work (Draft Law "On Amendments and Additions to the Labor Code of the Republic of Armenia").

[Learn More](#)



## USAID: ELECTRICITY MARKET LIBERALISATION PROJECT PRESENTATION




On 27 January, 2023, AmCham partner USAID project on the Electricity market Liberalisation representatives hosted the representatives of AmCham Member Companies to present the project and opportunities for the private sector.


[Learn More](#)

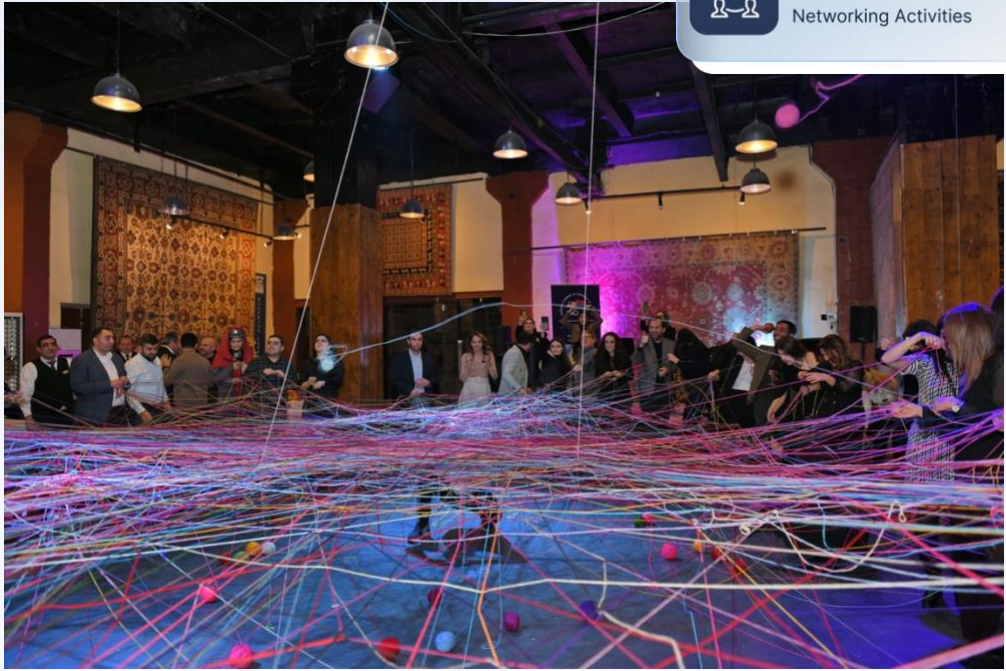
# AMCHAM NEW YEAR PARTY



 **The Venue**  
Megerian Carpet



 **Entertainment**  
Networking Activities







Entertainment

Photo-booth and more



Entertainment

Fun Raffle



# WELCOME OUR NEW MEMBERS



## GOLD MEMBER – DATAART



DataArt is a global software engineering firm that takes a uniquely human approach to solving problems. With over 25 years of experience, teams of highly-trained engineers around the world, deep industry sector knowledge, and ongoing technology research, we help clients create custom software that improves their operations and opens new markets.

Powered by our People First principle, we work with clients at any scale and on any platform, and adapt alongside them as they evolve.

We integrate our engineering excellence with deeply human values that drive our business and our approach to relationships: curiosity, empathy, trust, honesty, and intuition. These qualities help us deliver high-value, high-quality solutions that our clients depend on, and lifetime partnerships they believe in.

DataArt has earned the trust of some of the world's leading brands and most discerning clients, including Nasdaq, Travelport, Ocado, Centrica/Hive, Paddy Power Betfair, IWG, Univision, Meetup and Apple Leisure Group among others.



## SILVER MEMBER – HARD ROCK CAFÉ YEREVAN



Hard Rock International (HRI) is one of the most globally recognized companies with venues in 68 countries spanning 254 locations that include owned/licensed or managed Hotels, Casinos, Rock Shops, Live Performance Venues and Cafes.

### **Yerevan, Armenia became an official member of the Hard Rock family**

Hard Rock Cafe® Yerevan is nestled in the historical and tourist center of the Armenian capital, a stone's throw away from the central Republic Square and Northern Avenue – the city's main shopping strip. Hard Rock Cafe® Yerevan is the first of its kind American-style restaurant in Armenia and flaunts a signature modern interior design featuring a classy, sleek and uncluttered set up with Instagram-worthy spots for its many fans.

## Find Hard Rock Cafe® Yerevan on 3a, Pushkin Street

The 1000-square meter franchise accommodates up to 240 guests, with enough space for indoor and outdoor dining spread across two floors and a stage for live entertainment. The first floor holds the Rock Shop, where you can get Hard Rock Cafe®'s best-selling Classic Logo T-shirts and other trademark merchandise.

At Hard Rock Cafe® Yerevan, guests are treated to a rich selection of American classics made from the freshest and best ingredients. Hard Rock Cafe® Yerevan also offers a wide variety of beverages ranging from draft beers and wines to handcrafted cocktails featuring the signature Hurricane Cocktail to the Alternative Rock cocktail from its alcohol-free selection.

Guests at Hard Rock Cafe® Yerevan also get to walk its star-studded corridors walled with iconic memorabilia from legendary musicians around the globe.



## BRONZE MEMBER – KLEIN & ISKANDARYAN

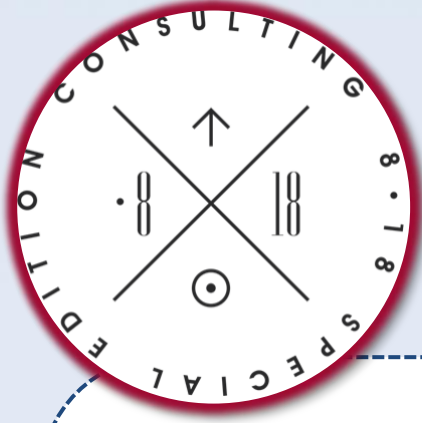
### KLEIN & ISKANDARYAN

The Armenian law firm KLEIN & ISKANDARYAN (KI), established in 2022, is the Armenian law firm brand of the KLEIN LAW GROUP ARMENIA (KLGA). KLGA is a KLEIN LAW GROUP (KLG) company. KLG is a Delaware Corporation doing business in Boston, Massachusetts. KLEIN LAW GROUP GEORGIA (KLG) (under the brand of KLEIN & PANTSULAIA) is a related law firm.

The two firms have a unique footprint offering legal services in Armenia and Georgia. Both firms are also unique in that they are firms which combine partners from the West and local jurisdictions. Klein & Pantsulaia is also a member of AmCham Georgia.

Klein & Iskandaryan has been a member of the International Business Law Consortium for over 10 years and is the exclusive member in Armenia.





## GOOD TO KNOW...

### EXPLORING FUTURE FROM THE FUTURE OR HOW TO START YOUR DAY

As Benjamin Franklin once said, “without continual growth and progress, such words as improvement, achievement, and success have no meaning.” Thanks to the ever-evolving human mind, filling these words with weight and value has become easier since such practices as coaching are now a part of our life. This new yet promising field offers a myriad of tools to reach those goals, and I am proud to present to your attention the concept of “Exploring Future from The Future” which I developed from scratch after thousands of coaching hours and a vast experience in the field

#### Ladies and Gentlemen, Meet The “Exploring Future From The Future!”

To better understand this concept, pay attention to the divisions of time and their role. In most cases, coaching doesn't focus on the past: it's about the present or future and as you will learn in this article, time plays an important role in how we visualize things. Let us explain: think about what the average day of an average person looks like. It's mostly about waking up, checking social media pages, answering messages, and reading the latest news, is it? But...

*Reading messages is reading things that were sent before that moment.*

*Checking the news is going through the events that happened before the moment you woke up.*

*Scrolling down the Facebook page is going through the updates posted before the moment you took your phone in your hands.*

#### *This way, you start your day from the events of the past, don't you?*

Let me tell you a secret: if you ask yourself several questions right when you wake up, starting your day with the future is possible! This is when your brain is just waking up and switching from delta waves to theta, then alpha waves. The theta state, as studies show, is the perfect time to delve into your subconsciousness, set goals, and push your brain to think solution-focused. To do so, ask yourself these questions:

1. What does my best day look like today? In other words, what do I want to achieve today?
2. How can I understand I achieved what I wanted?
3. If it is so, what would become possible? Or how is that important for me/my family/my company/my country/world?

To successfully plan the present, consider answering all of these questions from the future perspective. Remember, a fantastic day starts right in the morning because you successfully set the tone for the rest of the day!

It is, however, important to know that this mindset can be achieved through coaching practices. In fact, while trainers transfer knowledge, consultants advise and psychotherapists deal with traumas (mostly from the past), coaches ask questions and hold space for discussions and reflections about your goals, finding solutions for a particular situation and resources to move ahead. This is the reason why it is always a good idea to have a coaching session!

***So, look at the future and plan it by being in it: that's where you're going to spend your life, after all!***

*by Nana Hovhannisyan, executive and team coach (MCC, ICF)*