



**Event** Interview  
**Interviewee** Adrian Salter,  
 General Director, Chairman of the Board  
 MEP Engineering  
**Date** 31 March 2010

*Business reference: **MEP Engineering** is Russian based company active in Ukrainian market of consultancy engineering and design services. Hospitality portfolio of MEP Engineering references in Ukraine includes the following facilities:*

Project	Status	Scope of Work
Hotel Sofitel, Kyiv	Current	Schematic design and working documentation
Hotel Rezidor Park Inn, Kyiv	Current	Schematic design and working documentation
Hotel on Andreevskiy spusk, Kyiv	Completed	Schematic design
Hotel Radisson, Bukovel	Completed	Consulting services
Hotel Radisson, Alushta	Completed	Concept and schematic design
Hotel Radisson Resort, Yalta	Completed	Concept and schematic design
Hotel Oreanda, Yalta	Completed	Concept and schematic design
Hotel Rus, Kyiv	Completed	Due diligence / technical analysis of engineering systems

**Eunite Ukraine (EU): What is your professional experience in Ukraine? And how long you have been present in the country?**

Adrian Salter (AS): I first visited the Ukraine over 10 years ago and saw the opportunity for our business but we only opened an office 6 years ago.

**EU: What does it take for foreign company to get assignments in Ukraine?**

AS: If you provide an honest and high quality service the Clients will appoint you but you must work very hard as they expect the work to be produced in a very short time frame which would not be acceptable in the West due to all the quality control procedures.

**EU: What are the key factors of your success?**

AS: Flexibility in the time to deliver the product and being very confident in what we do.

**EU: How do you evaluate the current business trends in Ukraine? What prospects do you see in Ukraine hospitality market development?**

AS: There is an obvious lack of Western standard hotel projects in the Ukraine and International hotel operators are constantly searching for the next new development, but the risk versus reward calculation for the Developers



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makes it debatable if it is logical to push forward with new project developments under the current financial markets conditions and local authority restrictions.