



Event	Interview
Interviewee	Mr. Valeriy Zarembo General Director of VATEC Company
Date	21 April 2009

Eunite Ukraine (EU): What is the core activity of VATEC company?

Valeriy Zarembo (VZ): VATEC is specialized in implementation and technical service of complicated electronic and mechanic equipment and systems in the field of aviation security, customs screening of cargos and luggage, access control systems and CCTV, cash transactions control and loss prevention systems, and also fire alarm and intrusion protection systems. The list of equipment supplied and provided with service support by VATEC includes CCTV systems, fire alarm and intrusion protection systems, access control systems, X-ray screening systems and metal detectors, transmittal video and multiprocessor guiding complexes, cable systems and fiber optic data networking.

EU: What are the main clients of VATEC?

VZ: VATEC Ltd. installs equipment to industrial enterprises, airports and sea ports, stadiums, dwellings, administrative buildings, petrol stations, warehouses and any others locations, where there is need for a protection by technical means. Among our customers there are a lot of enterprises and agencies of Ukraine, including the biggest airports: Boryspil, Odessa, Symferopol, Kharkiv, Donetsk, Lvov, objects of the State Customs Service of Ukraine, and military units of the Ministry of Defense, subdivisions of the Security Service of Ukraine, and the Ministry of Interior Affairs and others. Our honorable customers are the Parliament of Ukraine, the Cabinet and the Administration of the President, and many Embassies of foreign countries in Ukraine.

During the last years VATEC Ltd. supplied more than 90% of all the X-ray screening systems which are installed in Ukraine, including the Customs divisions and the biggest airports of Ukraine.

EU: What are you the most recent projects?

VZ: In March 2008 VATEC conducted a presentation of a new Rapiscan Systems to the State Customs Service of Ukraine, and in June mobile screening systems EAGLE MOBILE 4.5 MeV were chosen by the Delegation of the European Commission (TACIS) to be installed in Ukraine custom points (9 systems), in Belarus (2 systems), and in Moldova (1system). Today we are working together with Rapiscan Systems Ltd on installation of these systems to the Customs divisions of all three countries.

EU: What producers does VATEC represent in Ukraine?

VZ: VATEC Ltd is the authorized agent of Pelco (USA), Honeywell (USA), PENTAKON (Russia) – leading manufacturers of equipment and CCTV systems; the exclusive trade and service agent of “Seven Seals” (Russia) – manufacturer of access control systems; the official distributor of “Rapiscan Systems” (selling and service of X-ray introsopes and metal detectors); the official distributor of “GE Homeland Security” (narcotics and explosives detectors); the official distributor of “L-3 Communication Infrared Products” (thermal imaging equipment); the



co-designer of control systems of vehicles state numbers identification together with Russian company "Technologii Raspoznavaniya".

EU: In your opinion, what are the key elements for a successful cooperation between private businesses and government authorities?

VZ: We think that 2 main conditions for a successful cooperation between business companies and executive authorities of the state and/or local governments are 1) transparent tender procedures on government procurements of goods and services and 2) timely and adequate financing of these works/projects from their side.

EU: What approach will you advise for foreign companies to enter the Ukrainian market, including potential suppliers of goods and services for projects of EURO 2012 infrastructure development?

VZ: I will recommend them to find a reliable local business partner that will represent their interests in Ukraine. This local company should be well experienced and have a good business reputation in the same field that foreign companies are active in. Also I would like to emphasize the importance of trainings that foreign companies should give for their local business partners, and a special attention should be necessarily paid for technical staff training.

EU: Do you consider the current rates of realization infrastructure development projects initiated within the light of preparations for the EURO 2012 sufficient in order to meet all the requirements set?

VZ: We personally consider current rates of Ukraine preparations for the EURO 2012 insufficient. Ukraine has a potential for a better in terms of speed and quality fulfillment of projects initiated in the field of infrastructure development for the EURO 2012.