

Писмо испратено по е-пошта до официјални лица на PayPal од приватната иницијатива за воведување на PayPal платежни сервиси во Македонија. Повеќе информации за иницијатива има на линкот <https://goo.gl/7wo2Ur>.

Скопје, 08.10.2017

Private Sector Initiative: PayPal in Macedonia

Dear Mr. Abazov,

Dear Mr. Perillat,

I've got your contact addresses from the government official Mr. Branimir Jovanovik, who is special advisor to the Minister of Finance in Macedonia.

My name is Venko Gligorov, an entrepreneur and co-owner of Login Systems, a company established in 1991. During my business life I've been an initiator and founding member of Macedonian IT association MASIT (2000), a member of Macedonian President committee 'e-Macedonia for All' (2000 – 2004), first president of Macedonian Chambers of Commerce (aka SSK) in two mandates (2004-2008) and co-founder of the global non-governmental organization Macedonia2025 – to name a few initiatives as my involvement in the social responsibility areas.

Private Sector Initiative

Recently we have raised private sector initiative for introducing online payment services in Macedonia from global market leaders such as PayPal. In few days and with limited promotion we succeeded to get over 1000 applicants to be part of this initiative - people from different industries and various professions eager to sell their products and services online.

That is the reason of my e-mail message to you as a first attempt toward this initiative goal. Previously I've been in a communication with your support agents on the web site and they express sympathies on this initiative. That is why we have decided to start with your respective company having also in mind that PayPal had already some experience with Macedonian customers with 'send only' option deployed in 2014. It was a project of Ministry of Information Society as you are probably aware.

In order to attract your attention and to assure you that it is a broader country-wide initiative with short term goals and long term impacts on the economy, we suggested Ministry of Finance to take the leading government role for these activities and to coordinate all other key stakeholders like Central Bank of Macedonia, Ministry of Economy, Ministry of Information Society, and Cabinet of the Vice-Prime Minister of

Government of Macedonia, responsible for economic system, main banks in Macedonia as well as Public Revenue Office (aka Tax Administration) and Customs Administration.

Our Objectives

Our two main objectives for this initiative are:

New Opportunities for the economy. New government established this summer is stimulating free market economy and small business growth thus willing to open new channels/opportunities for individuals and small businesses to sell Macedonian products on the global market. In parallel, MK government and Ministry of International Affairs were very active to reestablish business partnerships and friendships with other countries in the region as well as improving foundation for accessing international organizations like NATO. Also Government has made strong steps leading Macedonian towards European Union. These activities makes solid ground for establishing and developing online payment services in Macedonia.

Brain drain and tax evasion. Lacking business infrastructure for e-commerce, our most talented people with skills and knowledge, the most productive entrepreneurs and professionals are considering other countries (neighboring countries as well) as alternatives to Macedonia in the development of their businesses. Unfortunately, some of them even leave the country because Macedonia is in a somewhat isolated situation from the e-commerce opportunities. By opening merchant accounts abroad and by leaving Macedonia physically, Macedonia is losing scarcity intellectual resources that our educational system and society is generating. So, practically instead of growing our domestic economy, we are helping other countries GDP growth.

Benefits for PayPal and Macedonia

Dear Gentlemen,

We understand that Macedonia is small country compared to other countries that you are serving and operating. But we are aware that you have small countries in your portfolio in other areas in the world as well as in our neighborhood. It is of your interest Macedonia not to be isolated in the Balkans so that you will get better and clear picture of the Balkan market by countries. Not to mention your corporate responsibility to be supporter of the countries in their developing phase and giving equal opportunities for its progress.

By accepting our initiative, you will be the first payment processor company in Macedonia and get the leading role in the market development compared to your competitors. After all, you have emphasized the respect that you have to our country Macedonia in various occasions.

Finally, even though you might not have defined timeline for introducing PayPal services in Macedonia, we are kindly asking you to start the evaluation process now. For this purpose, myself and other key initiators from the private sector are at your disposal to provide you with necessary information and/or resources. I truly believe that Macedonian government and banking sector will be supportive and make any corrections to the legislation for this initiative. Also, through various government programs and EU funds, these initiatives will get much more attention and attract more merchants to do business online through PayPal. Needless to say, both of the parties, PayPal and Macedonia will benefit of these activities and I truly believe that the momentum is now.

Let me/us know what requirement(s) you need from us so that we start the process soon. Thank you very much for your support and willingness to start doing business in Macedonia.

Best regards,

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