



Retail store energy storage yerevan

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Most imported products and services are handled by agents and distributors. Most companies in Armenia are relatively small and family-owned and operated, although there are some notable exceptions, including several major local and European supermarket chains and a few department stores. Big companies representing multiple brands often have their own distribution centers based out of Yerevan.

Given Armenia's market size and the staff and resources required for a U.S. firm to establish a presence in the country, it is often more effective to sell in Armenia through reliable and qualified representatives who understand the local environment and dealing with partners in both the private and public sectors. There is no legal requirement to use a local distributor.

Armenian companies are usually willing to become agents or distributors for American products. In recent years, local companies have agreed to become distributors for U.S. companies including Procter & Gamble, Mars, Johnson & Johnson, FedEx, UPS, Dell Computers, Intel, IBM, and Nike. U.S. companies seeking local agents or distribution partners may contact an Armenian legal consulting firm for assistance in finding a partner here. Contracts for agents and distributors may vary significantly depending on the sector.

U.S. firms should carefully evaluate the reputation and bona fides of any prospective representative or agent before entering into contractual agreements or conducting any other business with such partners.

The American Chamber of Commerce in Armenia has experience identifying prospective agents and distributors and can serve as a resource for obtaining information about local companies, distributors, wholesalers, and retail outlets.

Practical information on company backgrounds, contact details, physical locations, and product offerings is also available via Armenia business directories such asSpyur.

The use of an accountant for tax planning purposes is also recommended.

In general, the process of registering a business in Armenia is quick and straightforward. Registration is handled electronically through the State Register of Legal Entities of the Ministry of Justice. A single window service facilitates name reservation, state registration, and tax registration as part of a single registration process. Required documents can be submitted either in hard copy or electronically. Registration can be

completed immediately if documents are submitted electronically. Approval can take up to two working days for registrations submitted physically using approved templates.

Office space is widely available in Yerevan, but demand has picked up in recent years, reducing the stock of available property. Commercial property prices in the center of town have increased significantly in 2022 due to company relocations and the large inflow of foreigners affected by the war in Ukraine.

The eRegulations Armenia Portal is a guide on business and foreign investment-related procedures providing step-by-step rules through detailed, practical, and up-to-date descriptions, as seen from the user's point of view. Users have a possibility to obtain online information on business processes in simple (non-legal) and comprehensible language at no cost.

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