



TELECOMMUNICATION  
AND SECURITY  
SOLUTIONS

# Veziri - Pioneering Telecommunication and Security Solutions in Georgia

## Interview with Davit Antadze, Head of Sales at Veziri

*Can you share the story behind Veziri's founding and the vision that drove its establishment?*

Veziri's journey began 27 years ago when Paata Aroshidze envisioned a company that would transform Georgia's telecommunication and security landscape. Shortly after, his classmate Davit Gantsemlidze joined him, and together, they set out to bridge the gap in high-quality, reliable, and innovative services. At the time, the industry was still in its early stages, and building trust in a new company was challenging. However, their persistence, strategic thinking, and dedication paid off. Their mission was not only to provide advanced technology but to become a trusted partner for companies seeking secure and efficient communication and security solutions. Today, this vision remains at the core of Veziri's operations-delivering expertise, innovation, and customer-centric solutions.

*How has Veziri evolved over the years?*

From a small three-person startup to a company with nearly 200 employees,

Veziri has continuously adapted to industry advancements. Over the years, the company has expanded its expertise in large-scale security and telecom solutions. A major milestone came in 2015 when Veziri successfully led Georgia's transition from analog to digital terrestrial broadcasting, modernizing the country's television infrastructure.

Beyond Georgia, Veziri expanded internationally, opening offices in Turkmenistan (2010) and Ukraine (2016). Despite challenges such as the COVID-19 pandemic, which forced many companies to downsize, Veziri remained committed to stability—retaining all employees and continuing to grow. Since 2008, Veziri has been an ISO 9001-2015 certified company specializing in the design, supply, implementation, and nationwide after-sales support of advanced security and communication systems. As a trusted partner of global brands like Honeywell, Carrier, Salto, Genesys, Alcatel-Lucent Enterprise, Milestone, and Genetec, Veziri continues to set industry standards.

*With over 200 projects completed for more than 100 clients, which projects have been the most impactful?*

Veziri has delivered numerous large-scale projects that have solidified its reputation as a market leader. Some of the most notable include:

- **Georgia's Digital Broadcasting Transition:** A nationwide initiative that ensured a smooth shift from analog to digital broadcasting.
- **National Archives of Georgia:** Implementing a state-of-the-art fire safety and protection system to safeguard the country's historical documents.
- **Galleria Tbilisi, Georgian Railway, Evolution Gaming Georgia:** Providing integrated security and telecommunication infrastructure for major organizations.
- **Le Méridien Batumi:** Delivering a comprehensive technology solution,





Davit Antadze



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including Alcatel-Lucent telephony, HPE server infrastructure, JBL background music systems, and digital signage for conference rooms.

- **Casino Otium and Casino Empire:** Enhancing security and communication systems with Milestone & Honeywell video surveillance, Salto access control, Alcatel-Lucent telephony, and advanced fire detection systems.

More recently, Veziri has expanded its services to include business solutions and electrical security services, further strengthening its position as a comprehensive technology provider.

*How does Veziri collaborate with clients to provide tailored solutions?*

Veziri's approach goes beyond selling technology - we partner with clients to understand their specific needs and design customized solutions. Whether implementing enterprise-level security systems, optimizing IT infrastructure, or develop-

ing specialized telecommunications networks, every project is executed with precision and adaptability. This client-focused strategy has allowed Veziri to build long-term relationships with local and international organizations, reinforcing its position as a trusted industry leader.

*What are Veziri's strategic goals for the future?*

Veziri aims to remain the go-to provider for cutting-edge telecommunications and security solutions. To achieve this, we are focused on several key initiatives:

- **Innovation & Market Leadership:** Continuously developing and introducing new technologies that meet evolving industry demands.
- **Strengthening Global Partnerships:** Expanding collaborations with international technology leaders to bring world-class solutions to our clients.

- **Employee Development & Workplace Excellence:** Investing in employee growth, fostering a supportive work environment, and attracting top talent across generations.
- **Inspiring Future Engineers:** Encouraging young professionals to pursue careers in telecommunications and security, shaping the next generation of industry leaders.

By staying ahead of technological advancements, expanding our global presence, and investing in both our people and the industry's future, Veziri is poised to continue leading the way in telecommunication and security innovations.

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