



საქართველოს სამოქალაქო საზოგადოების ინსტიტუტი
CIVIL SOCIETY INSTITUTE

ბიზნეს-გარემოს მდგომარეობა სამეგრელო-რაჭის რეგიონში
(აჭარა)

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bi znes-garemos mdgomareoba samegrel os regionSi (aRwera)

Tavi 1 kvl evis aRwera

wina mdebare kvl e va moicavs samegrel os regionSi moqmedi biznes-organizaciebis gamokitxvis Sedegebs, romlis Ziritadi mizani iyo gamogveyo is sirtul eebi, romlebic biznes-organizaciebs Sesazl ebel ia hqondeT sakuTari biznesis warmarTvisas. kvl evis erTerT mizans warmoadgenda Segveswavl a biznes-organizaciebis struqtura, maT mier organizaciaSi dasaqmebul Ta raodenoba, dasaqmebul Ta demografiuli suraTi da aseve dagvedgina Tu ra danaxarjebTan aris dakavSirebuli organizaciebSi TanamSromel Ta Senaxva. aseve gvainteresebda Tu ra damokidebul eba aqvT biznes-organizaciebs sakuTari kadris kvalifikaciis mimarT, arsebobs Tu ara TanamSromel Ta gadamzadebis sistema, rogoria TanamSromel Ta miRebis procedurebi. amave sakiTxS ukavSirdeboda kvl evis erTerTi mizani - dagvedgina biznes-organizaciaTa informirebul obis done social uri dacvisa da dasaqmebis saxel mwifo saagentos mimarT, iyeneben Tu ara isini am instituts samuSao Zal is mosazidad.

garda organizaciuli struqturis aRwerisa, angariSSi mocemul ia biznes-organizaciebis damokidebul ebebi maT biznesze moqmedi sxvadasxva faqtorebis mimarT. (nebarTvebi, registracia, licenzireba, xelisuflebis damokidebul ebebi)

biznesmenTa gamokitxva moxda anketis saSual ebiT, romelic Sedgeboda 144 kitxvisagan. anketis Sedgenisas gamoyenebul iqna saerTasoris safinanso korporaciis mier Catarebul mcire da saSualo biznes-seqtoris pirvel sabaziso kvl e va-angariSS, romelic Catarda kanadis saerTasoris ganvitarebis saagentos finansuri mxardaWerit¹ (“biznes-garemo saqarTvel oSi mcire da saSualo sawarmoebis Tval sazrisiT” 2004w). kvl evis metodikis SemuSavebisas gaTval iswinebul iqna saerTasoris safinanso korporaciis mier Catarebuli kvl evis Sedegebi da metodika, romelic midificirebuli iqna winamdebare kvl evis miznebtan SesabamisobaSi.

SerCeva: kvl e va Catarda 99 organizaciaze regionis 4 qal aqSi. SerCevisas gamoyenebul iqna regionis sagadasaxado departamentis statistikuri monacemebi qal aqebSi foTi, zugdidi, xobi, senaki real urad moqmedi biznes-organizaciebis Sesaxeb.

TiToeul qal aqSi Sesabamisad gamokitxul iqna 38, 41, 15 da 5 sawarmos top-menejmentis warmomadgeneli (mesakuTre, aRmasrul ebeli direktori, finansuri direktori, mTavari buRalteri da a.S.).

¹ www.ifc.org/pep

Tavi 2 Ziri Tadi daskvnebi

1. gamokiTxul organizaciebi raodenobrivad samarTI ebrivi formis mixedviT Sesazl ebel ia dal agdes Semdegnairad: 1) SezRudul i pasuxil mgebl obis sazogadoeba, 2) indmewarme, 3) saaqcio sazogadoeba, 4) kooperativi, 5) sol idarul i pasuxismgebl obis sazogadoeba.
2. ucxuri kapital i warmodgenil ia sawarmoTa mcire raodenobaSi (4%) umTavresad gadamamuSavebel mrewvel obaSi.
3. regionSi moqmedi sawarmoebis saqmianobis sferoebis ranJireba: sabiTumo da sacal o vaWroba, gadamamuSavebel i mrewvel oba, sofl is meurneoba, momsaxureba.
4. sawarmoTa umetesobis (54%) wl iuri brunva ar aRemateba 100 000 l ars, 15%-is 200 000-mdea wl iuri brunva 14%-is 500 000-mde, 500 001-1500 000-mde ki mxol od 6%-is.
5. sawarmoTa 62,6%-s aqvs TanamSroml ebTad dadebul i xel Sekrul ebebi, 20,2% aqvs samuSao aRweril obebi, 10,1% aRiarebs, rom mas TanamSromel Ta ufl eba-moval eobebi zepirad aqvs gansazRvrul i.
6. gamokiTxul sawarmoebSi sul dasaqmebul ia 3037 adami ani
7. biznes-organizaciebSi ZiriTadad 26-55 wl amde adami anebi msaxuroben
8. sawarmoTa 26,3%-Si aRiniSneba TanamSromel Ta ricxvis zrda, 6%-Si ki Semcireba
9. biznes-struqturbSi TanamSromel Ta miRebis gavrcel ebul i formaa nacnobesba da naTesavebs Soris saWiro kadrisk moZieba, dasaqmebis saxel mwifo sagentosa da kerZo dasaqmebis saagentoebis daxmarebas faqtiurad ar iyeneben.
10. TanamSromel Ta kval ifikaciis amaRI ebaze sawarmoTa mxol od 16%-Si zrunaven. mewarmeebs urCevniaT kval ificirebul i kadrisk miReba, vidre gamoucdel isa, romel ic Semdgom momzadebas moiTxovs.
11. Seswavi li sawarmoebis organizaciul -struqturul i ganviTarebis xarisxi ar aris maRal i. mewarmeebis umravl esoba ver acnobierebs organizaciul i struqturis sxvadasxva rgol is funqci-asa da daniSnul ebas. mimdinare gadawyvetil ebebs iRebs organizaciis damfuZnebel i _ 55,6%. aRmasrul ebel xel mZRvanel s, romel ic daqiravebul menejers warmoadgens damouki debl ad gadawyvetil ebis miRebis saSual eba mxol od 19,2% sawarmoSi aqvs
12. respondentTa umravl esoba (69,7%) Tvl is, rom maTi organizaciis dokumentacia yovel Tvis mowesrigebul ia.
13. yvel aze gavrcel ebul i saxel faso niSnul i aris 101-200 l aramde.
14. sawarmoTa mxol od 6%-is saqmianoba scil deba qveyanas isini umTavresad sakuTar qal aqSi warmarTaven saqmianobas.
15. sawarmoTa umetesoba (52,5%) Semdeg wels sakuTari saqmianobis gafarToebas gegmavs
16. gasul wel Tan SedarebiT wl iuri brunva gamokiTxul sawarmoTa mesamedSi gai zar da.
17. mewarmeTa mesamedi Tvl is, rom samomavl od wl iuri brunva gai zr deba

18. 2004 wels ararentabel uri iyo gamokiTxul Ta 7.1%, 5%-iani mogeba hqonda 24.2%-s, 20%-iani 8.1%. 5% mogebas varaudobs 30,3%, 10%-s 25,3%, ufro didi mogebis mol odini, iseve rogorc 2004 wels, metad mcire nawil saqvs.
19. Seswavi li sawarmoebis yvel aze didi raodenoba, 18,2% daregistrirebul ia 1996 wels. danarCeni sawarmoebis registracia Tanabradaa ganawil ebul i 1994 wli dan 2005 wli amde periodSi.
20. sawarmoTa nawil s, roml ebic daregistrirebul ni arian 1995, 1996, 1999 wli ebSi (20,8%) registraciis gavl isTanave ar dauwyia saqmianoba, ris mizezadac saxel deba kreditis miRebasTan dakavSirebul i sirtul eebi, qveyavaSi arsebul i politikuri arastabil uroba da mZime kriminogenul i foni.
21. saregistracio dokumentebis simravli s, registraciis Sesaxeb informaciis xel miuwvdoml obis, biurokratiisa da droSi gawel il i procedurebis gamo.
22. gamokiTxul mewarmeTa 44,4%-s saqmianobis ganxorciel ebisTvis ama Tu im saxis nebarTvis aReba dasWirdaT. nebarTvebis, l icenzi ebis an serTifikatebis mqone mewarmeebis umravl esoba Tvl is rom biznes-organizaciebs nebarTvebis, l icenzi rebis da serTifikatebis asaRebad araoficial uri gadasaxadis gadaxda uwevT.
23. nebarTvis mqone mewarmeTa 34,1%-s 2005 wels dasWirda nebarTvis ganmeorebiT aReba da maTi umravl esoba 73,3% ganmeorebiTi nebarTvis aRebis proceduras ukeTesad afasebs.
24. mewarmeebi, romel Tac 2004-2005ww miRebul i aqvT raime saxis l icenzia, Tvl ian, rom 2004 wels gacil ebiT rTul i iyo l icenziis miRebis pirobemis Sesaxeb srul i informaciis mopoveba, vidre 2005 wels
25. mewarmeebis mier nebarTvebis, l icenzi ebisa da serTifikatebis miRebis arsebul i probl emebidan yvel aze xSirad saxel deba warsadgeni dokumentebis simravle da didi danaxarj ebi.
26. saqstandartSi arsebul i saxel mwifo standartebis moZvel ebisa da maTi axal i produqciisadmi Seusabamobis gamo probl emebi Seeqmna mewarmeTa naxevars, 50%-s
27. eqsportior mewarmeTa azrit makro faqtorebidan saeqsporto operaciebze yvel aze did gavl enas val utis kursis dinamika axdens. Sida administraciul i faqtorebidan mniSvnel ovania saeqsporto saqonl is serTificirebisa da sanitarul -veterinal uri kontrol is procedurebis gavl ena. gare administraciul i faqtorebidan mewarmeebi asaxel eben importiori qveynis mxridan saimporto gadasaxadebs da kvotebis dawesebas. mikro faqtorebidan gansakuTrebiT mniSvnel ovania konkurencia ucxour bazarze, arsebul i SesaZl ebl obebi saeqsporto kontraqtebis dazRvevisaTvis da ucxoetis bazris gamokvl evis SesaZl ebl obis ukmarisobas.
28. gamokiTxul Ta 72.7% sakuTar produqciis 100 %-is realizacias axdens saqarTvel os bazarze.
29. saimporto operaciebis ganxorciel ebisas importiori mewarmeebi yvel aze probl emurad Tvl ian sabaJo samsaxurTan dakavSirebul sakiTxebs: sabaJo procedurebis gavl is sirtul eebisa da zogierTi saxis saqonl is sabaJo Rirebul ebis gansazRvras. nakl ebad probl emuria maRal i sabaJo gadasaxadebi, serTifikaciis/standartizaciis moTxovnebi, nebarTvasa da l icenzi rebaze moTxovna.

30. Semowmebebis yvel aze didi raodenoba gamokiTxul biznes-organizaciebSi Caratebul i aqvs saqarTvel os finansTa saminstros sagadasaxado departaments 99 gamokiTxul organizacieSi am struqturis mier 2005 wl is ganmavl obaSi Catarebul ia sul 94 Semowmeba.
31. wl is ganmavl obaSi sxvadasxva saxis makontrol ebl ebis mier biznes-organizaciebis Semowmebis raodenobebi meryeobs 0-dan 10 Semowmebande. aRsaniSnavia, rom gamokiTxul 19 organizaciaSi Semowmeba saerTod ar Catarebul a.
32. biznesis ganviTarebaze mniSvnel ovan, xSir SemTxvevaSi uaryofiT gavlenas axdens dabegvrasTan dakavSirebul i mTel i rigi sakiTxebi. maT Soris gansakuTrebiT gamoiyofa sagadasaxado kanonmdebl obasTan da sagadasaxado ganakveTebTan dakavSirebul i faqtorebi. mewarmeTa 91,9% biznesis ganviTarebaze uaryofiTad moqmed faqtorebs miakuTvnebs sagadasaxado kanonmdebl obis arastabil urobas, 79,8% sagadasaxado kanonmdebl obis sirTul es.
33. regionSi gadasaxadebisagan Tavis aridebis done sakmaod maRal ia. mewarmeebis azriT 2004 wel s biznes-organizaciebi dabegvrisgan mogebis mniSvnel ovan nawils mal avdnen. respondentTa mxol od 6,1% Tvl is, rom maTi msgavsi kompaniebi saxel mwifos ar umal avdnen Semosavl ebs.
34. mewarmeebis ndobis xarisxi bankebis mier angariSebis konfidencial obis dacvis mimarT dabal ia. mewarmeebi varaudoben, rom bankebi ZiriTadad saxel mwifo organoebis awvdian informacias angariSebis Sesaxeb.
35. ganxorciel ebul i kapital dabandebis ZiriTad wyaros sawarmos Sida saSual ebebi warmoadgens (58%). sabanko kreditebis daxmarebiT ganxorciel ebul i dabandeba orjer naklebi (26%), xol o piradi danazogebis daxmarebiT ki TiTqmis 5-jer naklebia (12%). Iizingi da ucxoel i investitori iSviaT SemTxvevaSi warmoadgens kapital dabandebis wyaros (2%)
36. miuxedavad imisa, rom mewarmeebis umetesoba, 53,5% informirebul ia saSual ebebis mozidvis iseTi meqanizmis Sesaxeb, rogoricaa mikrodafinanseba, mewarmeebis mxol od 11,1%-s gamouyenebia am saxis dafinanseba.
37. mewarmeebi biznes-garemos Sefasebisas gansakuTrebiT probl ematurad miCneven sagareo dafinansebis miRebisa da eqsport-importis ganxorciel ebis procesebs.
38. mewarmeebis umetesoba zogadad an cudad icnobs samewarmeo saqmianobis maregul irebel kanonmdebl obas. respondentTa 50,5%-ma aRniSna, rom zogadad icnobs kanonmdebl obas, 16,2%-ma sakuTari codna Seafasa cudad. mewarmeebis 31,3% Tvl is, rom sakmaod kargad icnobs kanonmdebl obas.
39. gamokiTxul i mewarmeebis 88,3% arcerTi saqmi ani/profesi ul i asociaciebis wevrebi ar arian.
40. mewarmeebi saqmi an/profesi ul asociaciebSi gauwvrianobis mizezad ZiriTadad amgvari asociaciebis Sesaxeb arainformirebul obas asaxel eben. asociaciebSi gawevrianebiT praqtikul i sargebels ver xedavs mewarmeTa mesamedze meti.
41. saxel mwifo politikasa Tu kanonmdebl obaSi momxdari cvl il ebebidan mewarmeebi maTi saqmianobis xel Semwyobad umTavresad miCneven sagadasaxado kodeqsis gamartivebas.

42. samewarneo saqmianobis Semaferxebi ad mewarmeTa umetesobisaTvis probl emuria maRal i sagadasaxado tvirTi. xel isSemSI el ad Tvl ian agreTve fasebis zrdasa da mcire da saSual o biznesis xel Sewyobis ararsebobas.

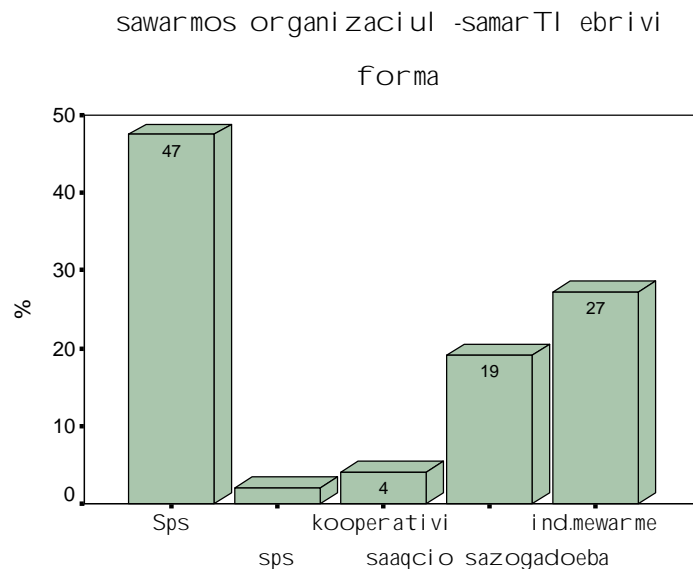
43. araxel sayrel i biznes-garemosa da biznesis ganvitarebis sirTul eebis miuxedavad, mewarmeebi umetesoba optimisturadaa ganwyobil i, ris dastursac warmoadgens is faqti, rom maTi 69,7% kidev erTxel daiwyebda biznes-saqmianobas.

44. optimizmiT arian ganwyobil ni mewarmeni momavl is mimaTac: maTi mxol od mcire nawil i Tvl is, rom biznes-garemo regionsa da qveyanaSi gauaresdeba, Sesabamisad 17,2% da 11,1%. orjer meti _ regionSi 37,4% da qveyanaSi 39,4% _ Tvl is, rom situacia gaumj obesdeba.

Tavi 3 struqtura

Seswavi li i sawarmoebis umetesobis organizaciul -samarTl ebrivi forma Sps (47%) da ind.mewarme (27%) iyo, yvel aze mcire nawil is 2%-is samrTl ebriv formas sol idarul i pasuxismgebl obis sazogadoeba warmoadgenda. (diagrama #1)

diagrama 1



sawarmoebis umravlesobis (93%) sakuTrebis 100%-s adgil obrivi mewarmeebi floben, mxol od 4 SemTxvevaSi fl obs sakuTrebis mniSvnelovan (75%, 65%, 49%, 48%) wils ucxoeli mflobel i. aRsaniSnavia, rom oTxive sawarmos saqmianobis sferos gadamamuSavebel i mrewvel oba warmoadgens.

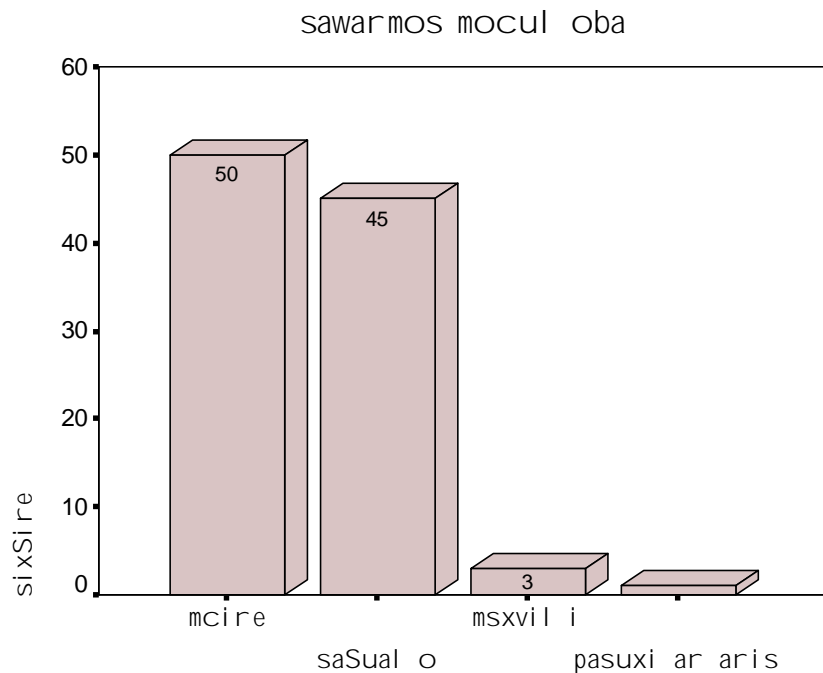
Seswavi li i sawarmoebis umetesoba saqmianobs vaWrobis (sabiTumo, sacal o) da saremonto servisis sferoSi (31,3%), asevmniSvnelovania gadamamuSavebel i mrewvel obis sferoSi moqmed sawarmoTa ricxvi (25,3%). (cxrili #1)

#	saqmi anobis sfero	%
1	gadamuSavebel i mrewvel oba	25,3
2	sofli is meurneoba, nadiroba, metyeveoba	13,1
3	TevzWera	3
4	samTomompovebel i mrewvel oba da karierebis damuSaveba	0
5	mSenebl oba	7,1
6	sabiTumo da sacal o vaWroba; avtomobil ebis, sayofacxovrebo sagnebis da piradi moxmarebis nivTebis SekeTeba	31,3
7	sastumroebi da restornebi	8,1
8	transporti, sasawyobo meurneoba	1
9	safinanso saSuamavl o saqmi anoba	1
10	operaciebi uzravi qonebiT, dagiraveba da komunal uri momsaxureoba	1
11	ganaTl eba	1
12	janmrTel obis dacva da social uri momsaxureba	3
13	sxva saxis komunal uri, social uri da personal uri momsaxureoba	4

cxrili 1

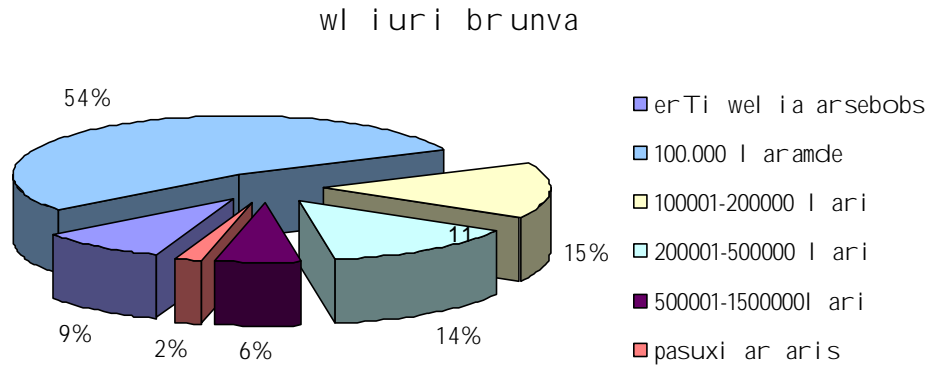
sawarmoTa mocul oba respondentTa SefasebiT, Ziritadad mcire an saSual oa. mxol od samma respondentma Seafasa sakuTari sawarmo, rogorc mxvili sawarmo. (diagrama #2). sami ve sawarmo gadamamuSavebel mrewvel obaSi saqmi anobs.

diagrama 2



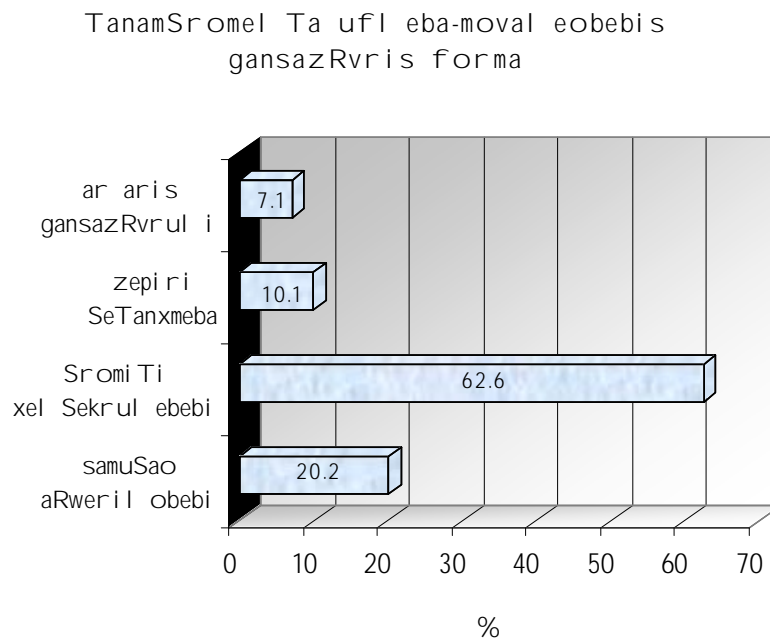
zemoT aRniSnul s sawarmoTa wl iuri brunvis mocul obac adastu-
 rebs: naxevarze metis (54%) wl iuri brunva 100 000-mdea, 200 000 da 500
 000-mde ki Sesabamisad 15% da 14%-s. 500 000-1 500 000-mde ki mxol od
 6%-s.

diagrama 3



sawarmoebSi ZiriTadad formal izebul ia damqiravebel sa da
 daqiravebul s Soris urTierTobebi. TanamSromel Ta ufl eba-
 moval eobebis gansazRvris yvel aze gavrcel ebul i forma SromiTi
 xel Sekrul ebaa (62,6%). gacil ebiT CamorCeba mas ufl eba-moval eobebis
 samuSao aRweril obebiT gansazRvris praqtika _ 20,2%. sawarmoTa
 mcire nawil Si ufl eba-moval eobebi an zepirad (10,1%), an saerTod ar
 aris gansazRvrul i (7,1%). (diagrama # 4).

diagrama 4



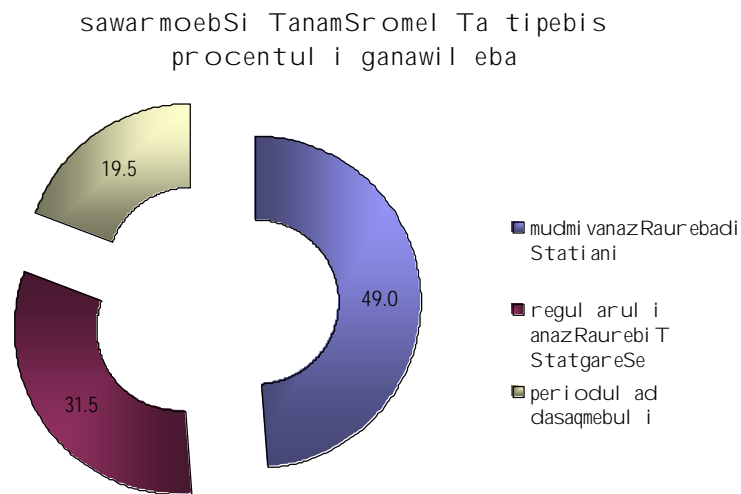
sawarmoebSi sxvadasxva tipis TanamSromel Ta arseboba sawarmoebis institucional uri ganvitarebis erT-erTi kriteriumia, rogorc kvl evam acvena gamokitxul sawarmoebSi sul dasaqmebul ia 3037 adamiani. ganwil eba sqesisa da daqiravebis saxis mixedvit mocemul ia cxril Si # (2)

	mamakacebi	qal ebi	TanamSromel Ta saerTo raodenoba
mudmi vanazRaurebadi Statiani	851	637	1488
regul arul i anazRaurebi T StatgareSe	301	201	592
periodul ad dasaqmebul i	589	368	957
sul :	1741	1206	3037

cxril i 2

monacemTa Sejameba iZi eva saSual ebas SevqmnaT sawarmos modeli, daqiravebul Ta tipebis mixedvit, romelic amJamad aris gavrcel ebul i regionSi. diagrama # (5)

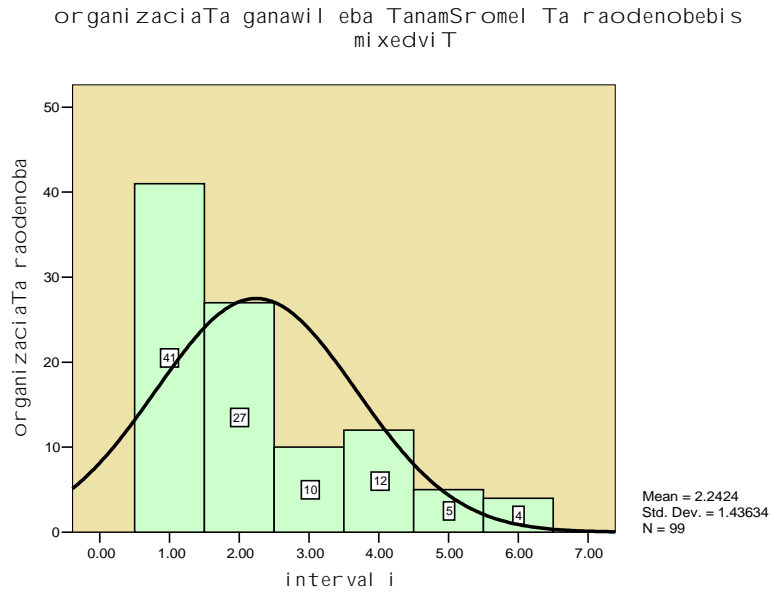
diagrama 5



diagramaze # (5) mocemul ia organizaciaTa ganwil eba TanamSromel Ta raodenobebis mixedvit, organizaciaTa umetesobas (68 organizacia) 20-mde TanamSromel i hyavs, 41-s 10-mde xol o 27 11-20-mde. aRsani Snavia, raodenobrivad did da patara organizaciebSi arsebobs gansxveba organizaciaTa TanamSromel Ta struqturaSi. mcirericxovan organizaciebSi Ziritadi wili modis mudmi vad dasaqmebul anazRaurebad TanamSromel ebze 71,9%, xol o mraval ricxovan organizaciebSi mudmi vad da droebi T dasaqmebul ebi daaxl oebi T Tanabrad aris warmodgenili Sesabamisad 44,75 da 37,4%. statistikurad gansxveveba mni Svel ovani a²

² Sig. (2-tailed)<0.005

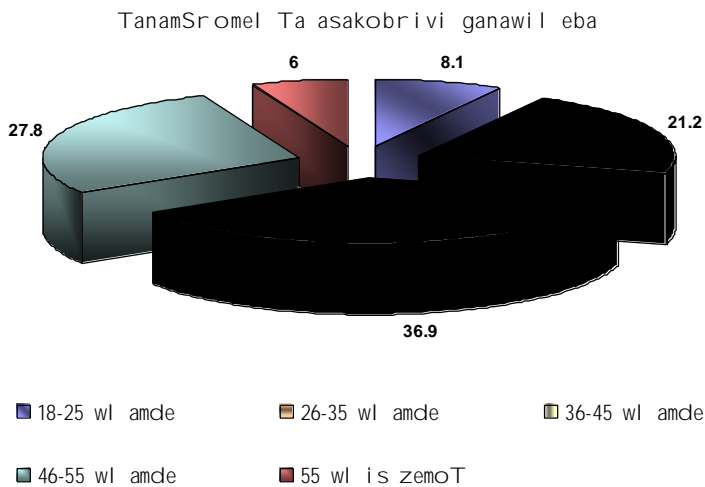
diagrama 6



interval i: 1 – 10 TanamSromel amde, 2 – 11-20 TanamSromel i, 3 – 31-50 TanamSromel i, 4 – 51-80 TanamSromel i 5 – 81-110 TanamSromel i, 6 – 110-dan zevi T.

gamoki Txul organizaciaTa TanamSromel ebis asakobrivi ganawil eba mocemul ia diagramaze # (7) rogorc diagramidan Cans biznes-organizaciebSi ZiriTadad 26-55 wl amde adami anebi msaxuroben, 18-25 wl amde da 55 wl is zemoT adami anebi ki nakl ebad arian war modgeni l ni gamoki Txul organizaciebSi.

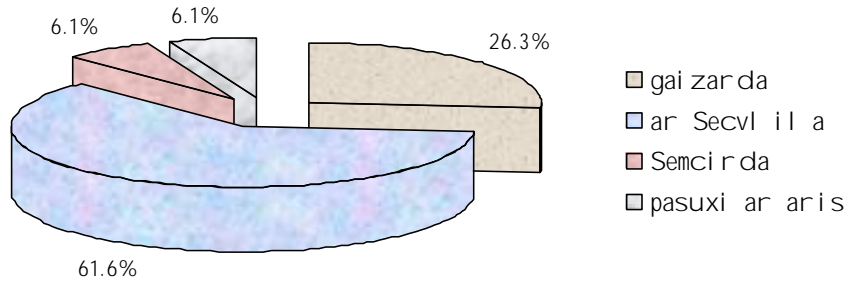
diagrama 7



sawarmoebSi TanamSromel Ta raodenobis mkveTri dinamika ar Sei ni Sneba. sawarmoTa 61,6%-Si TanamSromel Ta ricxvi mudmivia, sawarmoTa 26,3%-Si aRini Sneba TanamSromel Ta ricxvis zrda, 6%-Si ki Semci reba.

diagrama 8

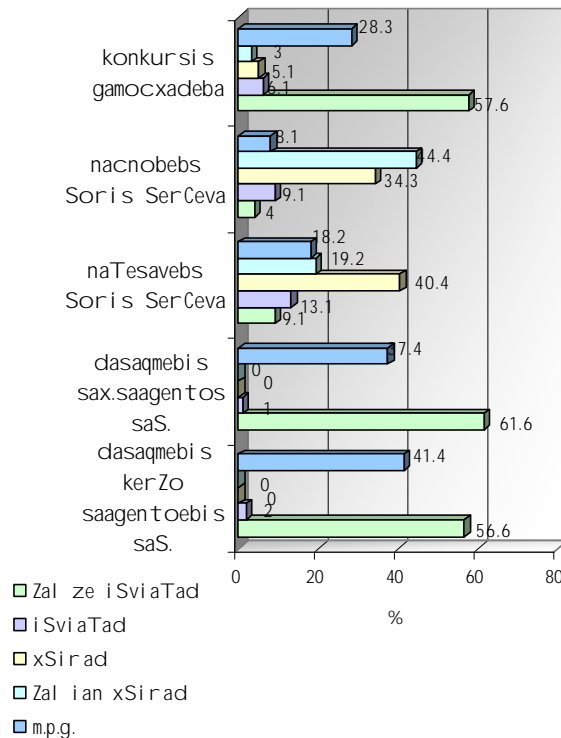
TanamSromel Ta raodenobis dinamika bol o
wl is ganmavl obaSi



biznes-struqturbesSi TanamSromel Ta miRebis gavrcel ebul i formaa nacnobesba da naTesavebs Soris saWi ro kadr is moZieba. aq i Sv iaTad mi mar-Taven konkursis gamocxadebiT TanamSroml is miRebis formas. xol o so-cial uri dacvisa da dasaqmebis saxel mwifo saagentosa da kerZo dasaqmebis saagentoebis daxmarebas faqt i urad ar iyeneben. (diagrama #9).

diagrama 9

TanamSromel Ta miRebis forma



dasaqmebis saxel mwifo saagentos servisisadmi msgavsi ganwyobis safuZ-vel s qmnis erTis mxriv misi saqmianobis Sesaxeb informaciis defici ti (respondentTa meoTxeds (25,3%) ar gaaCnia informacia saagentos Sesaxeb), meores mxriv ki am servisisadmi moTxovnil ebis ararseboba (30,3%). amave

dros respondentTa mesamedze meti acxadebs, rom saWiroebis SemTxvevaSi mimarTavs saxel mwifo saagentos. (cxril i #3)

<i>social uri dacvisa da dasaqmebis saxel mwifo saagentos Sesaxeb informaciis fl oba</i>	<i>%</i>
ar maqvs informacia	25.3
maqvs gagonil i, Tumca ar vici funqciebi	5.1
maqvs informacia, magram ar vendobi	5.1
maqvs informacia, magram ar damWirvebia	30.3
<i>mi vmarTav roca damWirdeba</i>	34.3

cxril i 3

regionSi arsebul i dasaqmebis kerZo saagentoebis Sesaxeb informaciis ar fl obs gamokiTxul mewarmeta umravl esoba _ 86,9%. (cxril i #4). dasaqmebis kerZo saagentoebis da maT mier SeTavazebul i funqciebis da servisebis Sesaxeb informaciis nakl ebobis miuxedavad, gamokiTxul i mewarmeebis 75,8% Tvl is, rom saWiroebis SemTxvevaSi regionSi arsebul i biznes-organizaciebi kerZo saagentos mimarTavs da ara social uri dacvisa da dasaqmebis saxel mwifo saagentos.

<i>dasaqmebis kerZo saagentoebis Sesaxeb informaciis fl oba</i>	<i>%</i>
ar maqvs informacia	86.9
maqvs informacia, magram ar damWirvebia	7.1
maqvs informacia, magram ar vendobi	1.0
<i>mi vmarTav roca damWirdeba</i>	5.1

cxril i 4

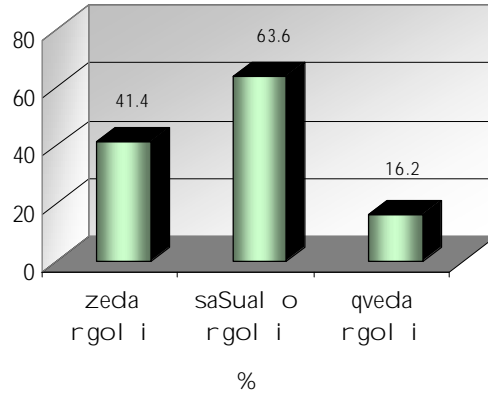
miRebul TanamSromel Ta kval ifikaciis amaRI ebaze sawarmoTa mxol od 16%-Si zrunaven. rogorc wesi Tavad sawarmos SigniT xdeba TanamSromel Ta momzadeba (28,3%). organizaciis gareT TanamSromel ebs ufaso gadamzadebis kursebze gzavis 11,1%, kidev ufro iSviaTad xdeba kval ifikaciis amaRI eba fasian kursebze _ 7,1%. miRebul i Sedegebi miuTitebs, rom mewarmeebs urCeuniaT kval ificirebul i kadris miReba, vidre gamoucdel isa, romelic Semdgom momzadebas moITxovs. respondentebis umravl esoba (56,6%) acxadebs, rom TanamSromel Ta kval ifikacia sakmarisia maT organizaciaSi samuSaod, 38,4%-sTvis TanamSromel Ta kval ifikacia damakmayofil ebel ia da mxol od 5% ar aris kmayofil i.

Seswavl il i sawarmoebis organizaciul -struqturul i ganvitaribis xarixi arcTu maRal ia. rogorc wesi ar aris mkafiod gamijnu- li funqciebi da ufl eba-moval eobebi, mewarmeebis umravl esoba ver acnobierebs organizaciul i struqturis sxvadasxva rgol is funqciisa da daniSnul ebas: maTi gancxadebit mxol od 16,2% sawarmoSi arsebobs

menejmentis qveda rgol ebi, yvel aze xSirad (63,6%) saxel deba saSual o rgol is arseboba, SedarebiT nakl ebi sixSiriT zeda rgol i _ 41,4%.

diagrama 10

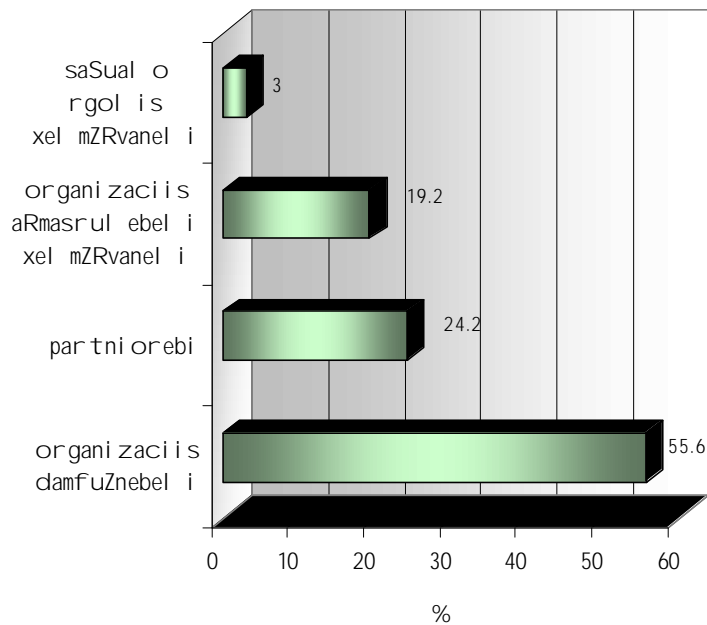
organizaciis struqturul i rgol ebi



menejmentis erTgvar sisusteze miuTitebs is, rom sawarmoTa umravl esobaSi mimdinare gadawyvetil ebebs iRebs organizaciis damfuZnebel i _ 55,6%. aRmasrul ebel xel mZRvanel s, romelic daqiravebul menejers warmoadgens damouki debl ad gadawyvetil ebis miRebis saSual eba mxol od 19,2% sawarmoSi aqvs.

diagrama 11

gadawyvetil ebis miReba

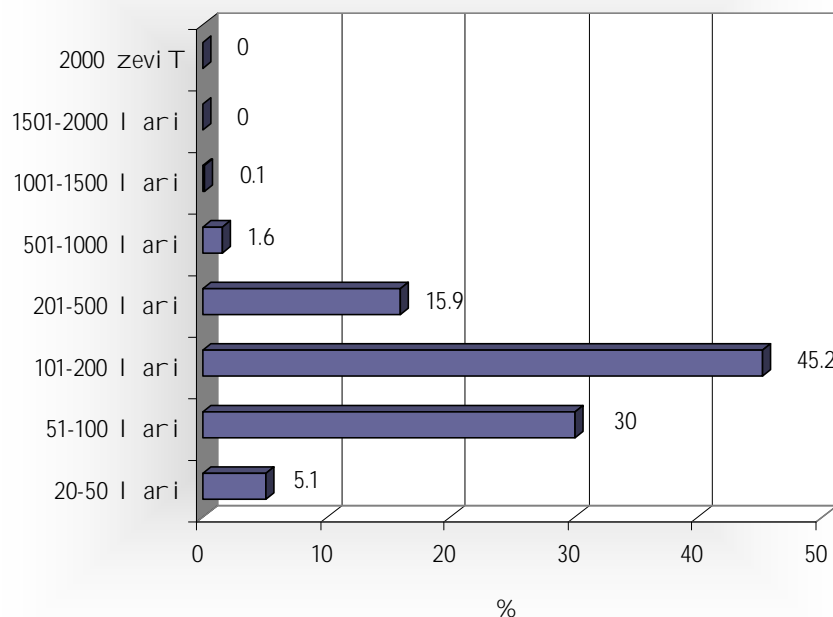


respondentTa umravl esoba (69,7%) Tvli s, rom maTi organizaciis dokumentacia yovel Tvis mowesrigebul ia. mxol od mcire nawil i aRiarebs, rom dokumentaciis mowesrigeba xdeba Semowmebis win (5,1%), an angariSi Cabarebisas (8,1%). 16,2% ar aris kmayofil i dokumentaciis mowesrigebis xarixiT.

diagramaze # (12) mocemul ia gamokiTxul organizaciaTa TanamSromel Ta xel fasebis saSual o mniSvel obaTa ganawil eba. rogrc diagramidan Cans yvel aze gavrcel ebul i saxel faso niSnul i aris 101-200 I aramde, damokidebul eba biznes-organizaciis wl iur brunvasa da TanamSromel Ta xel fasebs Soris ar dadasturda.

diagrama 12

TanamSromel Ta xel fasebis ganawil eba



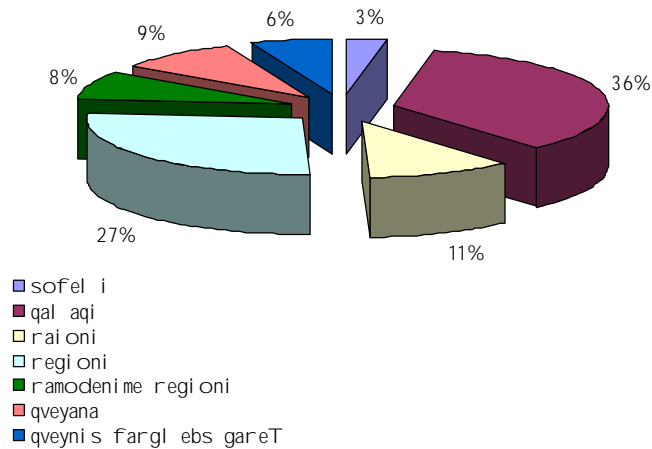
sawarmoTa 84,8%-Si xdeba saqmi anobis dagegmva.

Tavi 4 saqmi anobis areal i

gamokiTxul i sawarmoebis saqmi anobis areal s ZiriTadad qal aqi (36%) da regioni wadmoadgens (27%). ramodenime regionisa da qveynis masStabiT sawarmoTa mcire nawil i saqmi anobs, Sesabamisad 8% da 9%. 6%-is saqmi anoba vrcel deba qveynis fargl ebs gareT. (diagrama #13)

diagrama 13

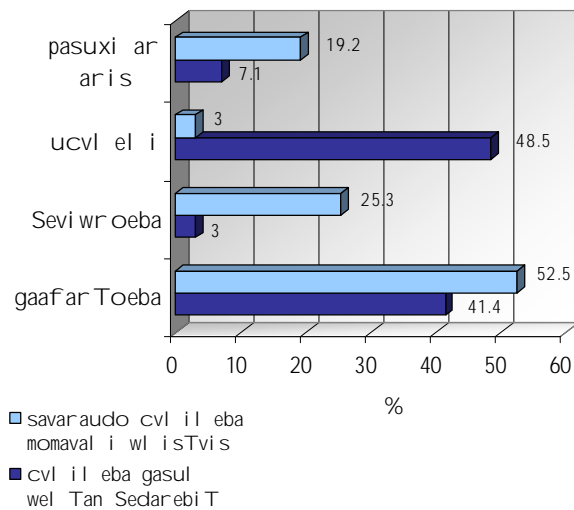
sawarmota saqmianobis areal i



wina wel Tan SedarebiT sawarmota 41,4%-is saqmianobis areal i gafarTovda, igive darCa 48,5%-sTvis, xolo 3%-ma Seviwrova saqmianobis areal i. rac Seexeba momaval gegmebs, saintereso, rom mxol od 3% fiqrobs, rom misi saqmianobis areal i ucvl el i darCeba: areal is gafarTovebas gegmavs 52,5%, 25,3% ki fiqrobs rom areal i Seviwrovdeba. (diagrama #14)

diagrama 14

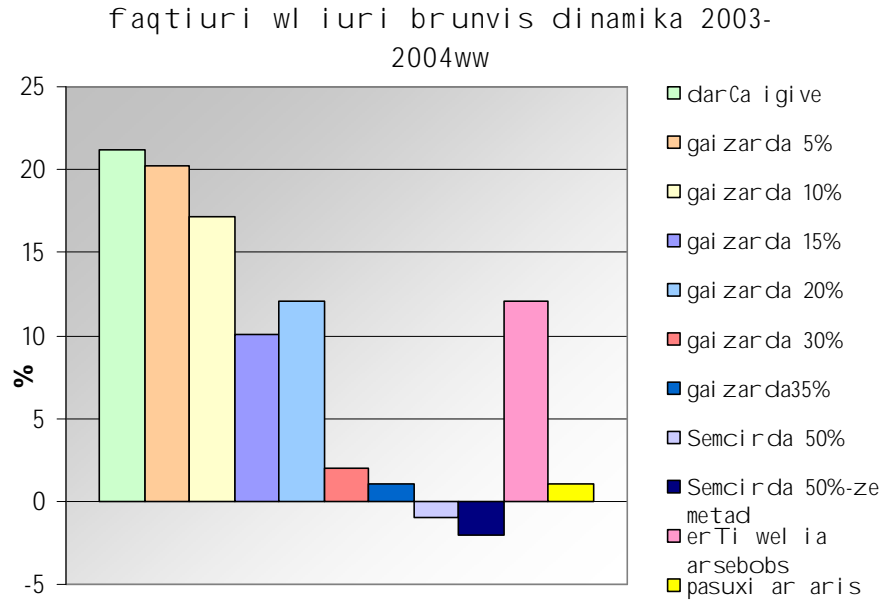
saqmianobis areal is cvl il eba



Tavi 5 saqmiani aqtivoba da biznes optimizmi

faqturi wliuri brunvis dinamikas gasul wel Tan SedarebiT ZiriTadad zrdis tendencia axasiaTebS. sawarmota wliuri brunva izrdeba 5, 10, 20 procentiT. sawarmota 21,2%-istvis wliuri brunva ucvl el i darCa da mxol od mcire nawil is wliuri brunva Semcirda, Tumca mniSvnel ovnad _ 50% da meti procentiT. (diagrama #15)

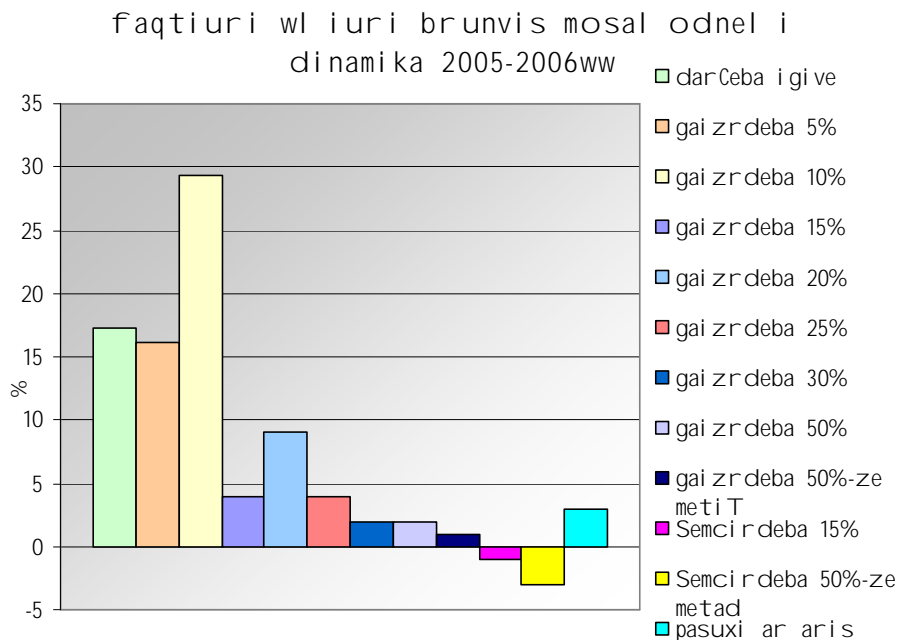
diagrama 15



sawarmoebis warmomadgenl ebis mesamedi (29,3%) Tvl is, rom momaval wel s maTi wl iuri brunva 10%-iT gai zr deba, SedarebiT mokrZal ebul ia maTi ricxvi vinc Tvl is, rom brunva gai zr deba 15, 20 da meti procentiT.

respondentTa yvel aze optimisturad ganwyobil i nawil i Tvl is, rom brunva 50%-iT, an metiT gai zr deba, Tumca maTi ricxvi metad mcirea _ Sesabamisad 2% da 1%. (diagrama #16). aseve mcirea im sawarmoTa ricxvi, roml ebic momaval i wl isTvis wl iuri brunvis Semci rebas varaudoben. (diagrama #16).

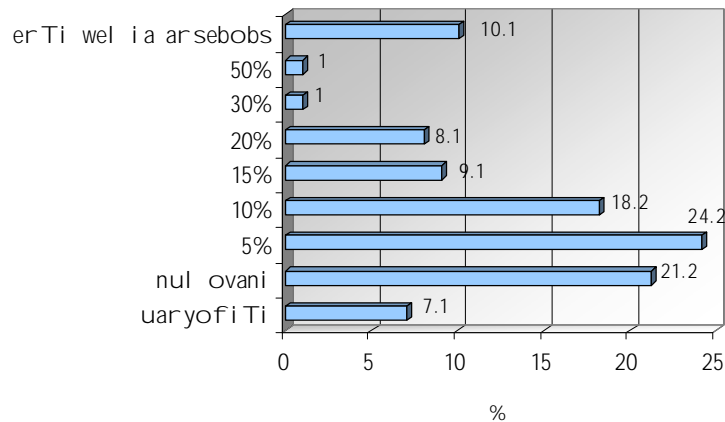
diagrama 16



2004 wl istvis sawarmoTa 21.2%-is rentabel urobis done nul ovani iyo. sawarmoTa yvel aze did jgufs 5% mogeba hqonda (24,2%). sawarmoTa ricxvi mogebis zrdis mixedviT ikl ebs: 20% mogeba mxol od 8,1%-s hqonda, xol o xol o 30% da 50% _ 1%-s. ararentabel uri iyo sawarmoTa 7,1%-s. (diagrama #17).

diagrama 17

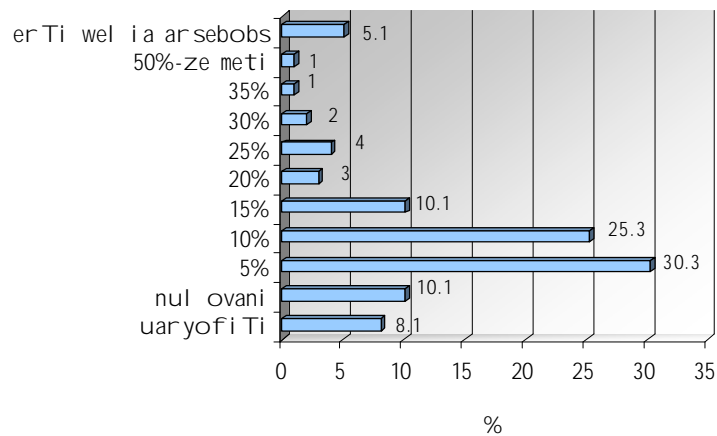
sawarmos rentabel oba 2004w



gacil ebiT optimisturad afaseben mewarmeebi sakuTari sawarmoebis rentabel urobis 2005 wl istvis. gazarada im mewarmeTa ricxvi, roml ebic gasul wel Tan SedarebiT meti mogebis miRebas el odeba: 10,1% fiqrobs, rom maTi sawarmos rentabel urobis done nul ovani iqneba, 5% mogebas varaudobs 30,3%, 10%-s 25,3%,. Tumca ufro didi mogebis mol odini, iseve rogorc gasul wel s, metad mcire nawil s aqvs.

diagrama 18

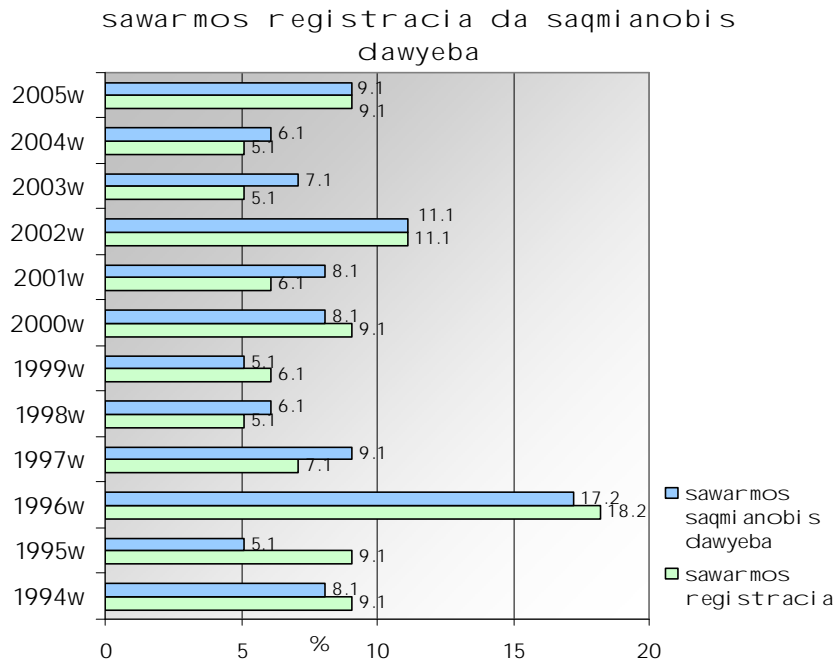
sawarmos mosal odnel i rentabel oba 2005w



Tavi 6 registracia

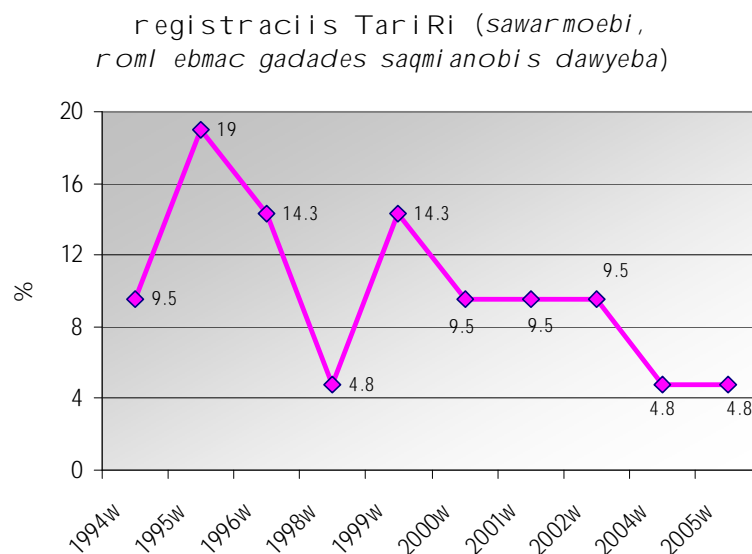
Seswavl il i sawarmoebis yvel aze didi raodenoba, 18,2% daregistrirebul ia 1996 wel s. danarCeni sawarmoebis registracia Tanabradaa ganawil ebul i 1994 wl idan 2005 wl amde periodSi.

diagrama 19



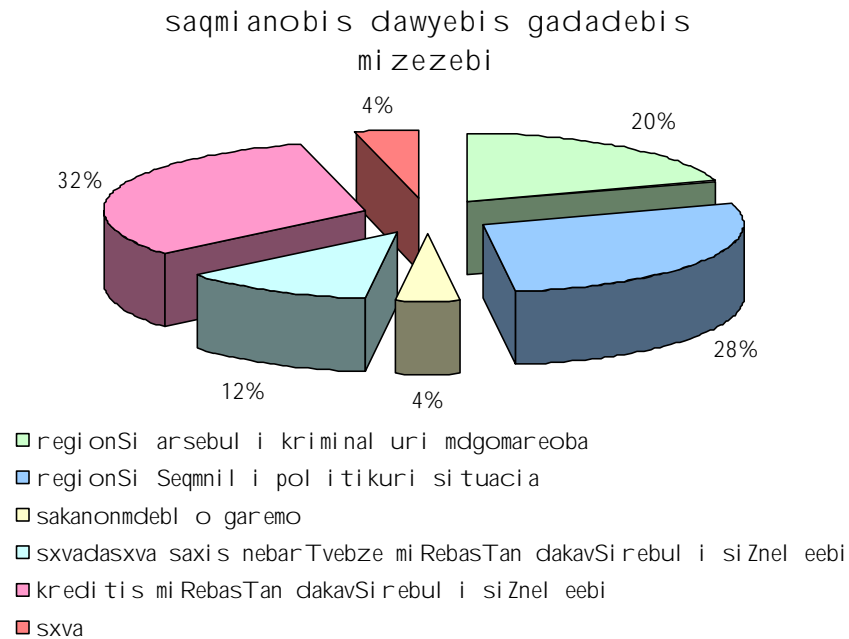
sawarmoTa nawil s (20,8%) registraciis gavl iStanave ar dauwyia saqmianoba, im sawarmoTa umetesoba, roml ebmac gadades saqmianobis dawyeba registrirebul ia 1995, 1996, 1999 wl ebSi, Sesabamisad 19%, 14,3%, 14,3%.

diagrama 20



saqmianobis gadadebis mizezad xSir SemTxvevaSi kreditis miRebasTan arsebuli siZnel eebi saxel deba (32%). aseve xSiria qveyanaSi arsebuli politikiuri (28%) da kriminaluri (20%) situaciis gamo saqmianobis dawyebis gadadeba. mewarmeTa nawils (12%) saqmianobis dawyebaSi nebarTvis da licenziis miRebasTan dakavSirebul ma siZnel eebma SeuSala xeli. mcire nawili mizezad asaxel ebs qveynis sakanonmdebl o garemos _ 4%.

diagrama 21



mewarmeTa mniSvnel ovan nawils (42.6%) sawarmos registracia Suamavlis daxmarebit aqvs gavliili, gacil ebit mets, 57,4%-s, dasWirda Suamavlis daxmareba xel axali registraciis dros.

registraciisTvis saWiro dro sxvadasxva instanciisTvis varirebs 1-dan 50 samuSao dRemde. Tumca es ukiduresi SemTxvevebia. sasamarTloSi registraciisTvis yvel aze xSirad 5 (10.1%) an 10 (15.2%) dRea saWiro, saxel mwifo sagadasaxado administraciaSi Ziritadad gacil ebit swrafad, 1-3 dReSi xdeba daregistririba: sawarmoTa 21,1% erT dReSi daaregistririba, 16,2% 2 dReSi, xolo 3 dReSi 24.2%. msgavsi mdgomareobaa statistikis departamentis (reestrSi Setana) SemTxvevaSi, aqac Ziritadad 1-2 dReSi aregistririben sawarmoebs: 42,4% daregistririda 1 dReSi, 27,3% ki 2 dReSi.

saregistracio organoebSi sawarmos registraciis pirobebis Sesaxeb informaciis (aucil ebeli dokumentebis CamonaTvali, Rirebul eba, vadebi da a.S.) miReba sawarmos registraciis erTerTi yvel aze rTuli etapis informaciis mopoveba metad rTuli armoCnda respondentTa 4%-sTvis, metnakl ebad-rTuli 69,7%-sTvis, 25,3%-sTvis ki advili.

respondentTa 35,4% arniSnavs, rom biznes-organizaciebs registraciis procesi uxdebat sxvadasxva araoficialuri gadasaxadis gaReba. mewarmeebs registraciis procesi sasamarTloSi oficaluri da araoficialuri gadasaxadebis gaTvaliswinebit ujdebat 5-dan 500 laramde, Tumca aseTi SemTxvevebi gamonakliss warmoroadgens.

ZiriTadad ixidian 100-dan 200-l aramde. 100 l ari aqvs gadaxdil i gamo-kiTxul mewarmeta 11%-s, 150 _ 8,1%-s, 160 _ 9,1% 200 – 9,1%-s.

sagadasaxado administraciaSi gadaxdil i Tanxa 10-200 l aramde meryeobs, Tumca ZiriTadad ixidian 20 (20,2%), 30 (8,1%), 35 (8,1%) da 50 (6,1%) l ars.

ufro mokrZal ebul ia statistikis departamentSi gadaxdil i Tanxebi: 10-dan 70 l aramde: mewarmeebs reestrSi Setana ZiriTadad 10 (8,1%), 15 (6,1%) 20 (13,1%), 30 (7,1%) l ari. aq CamoTvl il is garda, rogorc zogierTi mewarme aRniSnavs, maT uxdebaT sxva Tanxebis gadaxdac (10-dan 796-mde l aramde).

mewarmeebis umravl esobisTvis (64,6%) maT mier registraciis dros daxarj ul i Tanxebi misaRebia, 20%-sTvis damamZimebel i, xol o 4%-sTvis gaumarTI ebl ad maRal ia.

registraciis procesis dros mewarmeebs ZiriTadad probl emebi uCndebaT saregistracio dokumentebis simravl is, registraciis Sesaxeb informaciis xel miuuvdoml obis, biurokratiisa da droSi gawel il i procedurebis gamo.

<i>registraciis procesis probl emebi</i>	<i>%</i>
<i>registraciis Sesaxeb informaciis xel miuuvdoml oba</i>	16
<i>gaurkvevel i moTxovnebi moTxovnebi</i>	8
<i>saregistracio dokumentebis mraval ricxovneba</i>	19.8
<i>droSi gaWimul i procedura</i>	11.8
<i>araoficial uri gadasaxadebis aucil ebl oba</i>	6.5
<i>maRal i oficial uri gadasaxadi</i>	5.3
<i>biurokratia</i>	14.8
<i>sirTul eebis adgil i ar hqonia</i>	17.9

cxril i 5

Tavi 7 nebar Tvebi

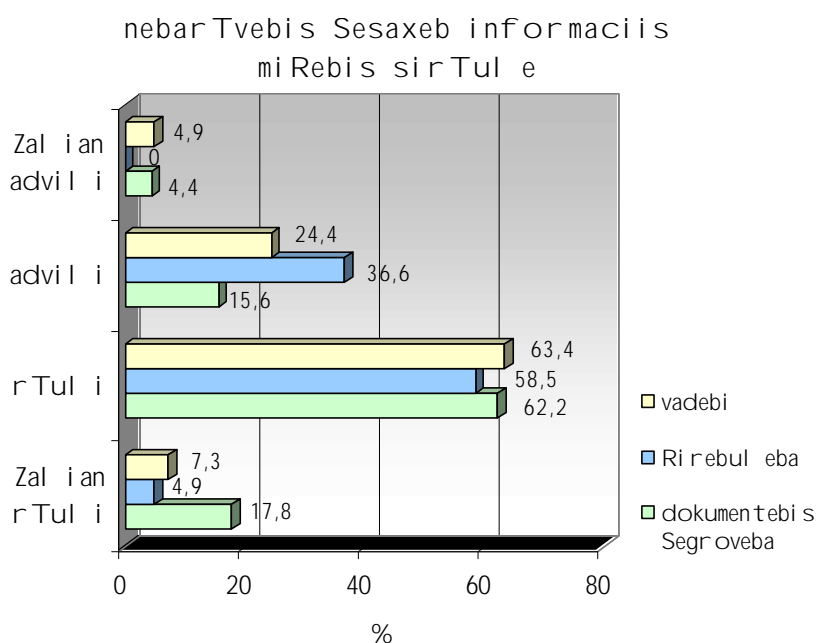
gamokiTxul mewarmeTa 44,4%-s saqmi nobis ganxorciel ebisTvis ama Tu im saxis nebarTvis aReba dasWirdaT. cxril Si #6 naCvenebia mewarmeTa mi er aRebul i nebarTvebis saxeebi.

nebar Tvis saxe	%
pasuxi ar aris	13.6
navTobproduqtebi T vaWroba	6.8
mSenebl oba	13.6
sasofl o sameurneo produqci iT vaWroba	2.3
warmoeba	11.4
vaWroba	15.9
sani tarul i zedamxedvel obis serTifikati	4.5
Senobis eqspl uatacia	2.3
saqmi anoba	25
xis Wra	2.3
TevzWera	2.3

cxril i 5

mewarmeebis umravl esobas miRebul i aqvT saqmi nobis (25%), vaWrobis (15,9%), warmoebis nebarTva. im mewarmeTagan, romel Tac aRebul i aqvT raime saxis nebarTva, umravl esobisTvis sakmaod rTul i aRmoCnda informaci is miReba nebarTvis miRebis pi robebis Sesaxeb. diagrama #22.

diagrama 22



nebarTvis mqone mewarmeebis 52,3% Tvl is rom biznes-organizaciebs nebarTvis asaRebad araoficial uri gadasaxadis gadaxda uwevT. maTi 36,4%-is azriT araoficial uri gadasaxadi saWiroa nebarTvis miRebis procesis dasaqarebl ad, 15,9% Tvl is rom mewarmeebs gadaxda uwevT nebarTvis misaRebad aucil ebel i arasrul i dokumentaciis gamo, gacil ebiT didma nawil ma, 47,7%-ma pasuxis gacemisgan Tavi Seikava.

nebarTvis mqone mewarmeTa 34,1%-s 2005 wel s dasWirdda nebarTvis ganme-orebiT aReba da maTi umravl esoba 73,3% ganmeorebiTi nebarTvis aRebis proceduras ukeTesad afasebs, 13,3% _ uaresad, 6,7% _ igived.

am cvl il ebebis mizezad umravl esoba (72%) nebarTvis aRebis wesebis gamartivebas Tvl is.

<i>nebarTvis aRebis proceduris cvl il ebebis Sedegi</i>	<i>%</i>
<i>nebarTvis aRebis wesebis gamartiveba</i>	72
<i>oficial uri safsuris Semcireba</i>	4
<i>araoficial uri gdasaxadis Semcireba</i>	6
<i>nebarTvis wesebis garTul eba</i>	10
<i>oficial uri safsuris gazrda</i>	2
<i>araoficial uri gdasaxadis gazrda</i>	6

cxrili 6

Tavi 8 I licenzireba

gamokitxul mewarmeebis 46,5%-s saqmi anobis gansaxorciel ebl ad miRebul i aqvs I licenzia.

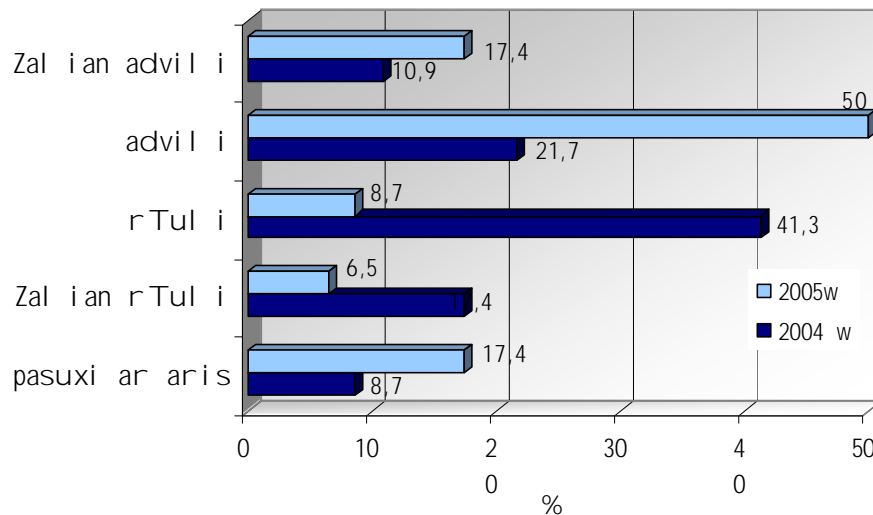
<i>I licenziis saxe</i>	<i>%</i>	
	<i>2004 w-mde</i>	<i>2005 w</i>
<i>pasuxi ar aris</i>	19.6	54.3
<i>Sesabamisoba</i>	2.2	4.3
<i>vetafTiaqi</i>	2.2	0
<i>saqmi anoba</i>	17.4	10.9
<i>medikamentebi T vaWroba</i>	8.7	4.3
<i>navTobproduqtebi T vaWroba</i>	4.3	2.2
<i>TevzWera</i>	4.3	2.2
<i>puris cxoba</i>	6.5	0
<i>fqvil is warmoeba</i>	10.9	6.5
<i>saqstandarti</i>	2.2	2.2
FM <i>diapazonze mauwebl oba</i>	4.3	2.2
<i>distil atebi T vaWroba</i>	4.3	4.3
<i>xe-tyis damuSaveba</i>	2.2	2.2
<i>produqciis Semotana</i>	2.2	0
<i>Txil is gadamuSaveba</i>	2.2	2.2
<i>saeqsporto</i>	2.2	2.2
<i>wiaRiseul iT sargebl oba</i>	2.2	0
<i>swavl eba</i>	2.2	0

cxrili 7

mewarmeebi, romel Tac 2004-2005ww miRebul i aqvT raime saxis l icenzia, Tvl ian, rom 2004 wel s gacil ebiT rTul i iyo l izenciis miRebis pirobebis Sesaxeb srul i informaciis mopoveba, vidre 2005 wel s: naxearisTvis (50%) am informaciis mopoveba 2005 wel s ufro advil i, 17,4%-sTvis ki Zal ian advil i iyo. amave dros mniSvnel ovania, rom l icenziis miRebisas sakonsul tacio firmas daxmarebisTvis am mewarmeebis mxol od 21,7%-ma mimarTa, rac miuTitebs, rom informaciis procesi real urad gamartivda.

diagrama 23

l icenziis miRebis pirobebis Sesaxeb informaciis mopovebis sirTul e



mewarmeebis 43,5% Tvl is, rom biznes-organizaciebis l icenziis miRebisas aucil ebl ad uxdebaT raime saxis araoficial uri gadasaxadis gadaxda. rac umravl esobis (65,9%) azriT gamowveul ia l icenziis misaRebad aucil ebel i dokumentaciis arasrul i Semadgenl obiT. 29,3% ki Tvl is, rom araoficial uri gadasaxadis gadaxdis mizezi l icenziis miRebis procesis daCqarebis survil ia. l icenzirebis axal wess l icenziis mfl obel i mewarmeebis 58,7% gamartivebul ad Tvl is. daaxl oebiT Tanabari raodenoba axal wess garTul ebul ad (15,2%) aRiqvams an praqtikul ad ver amCnevs gansxvavebas (17,4%).

Tavi 9 sertifikacia

gamokiTxul mewarmetagan 48,5%-s miRebul i aqvs raime saxis sertifikati.

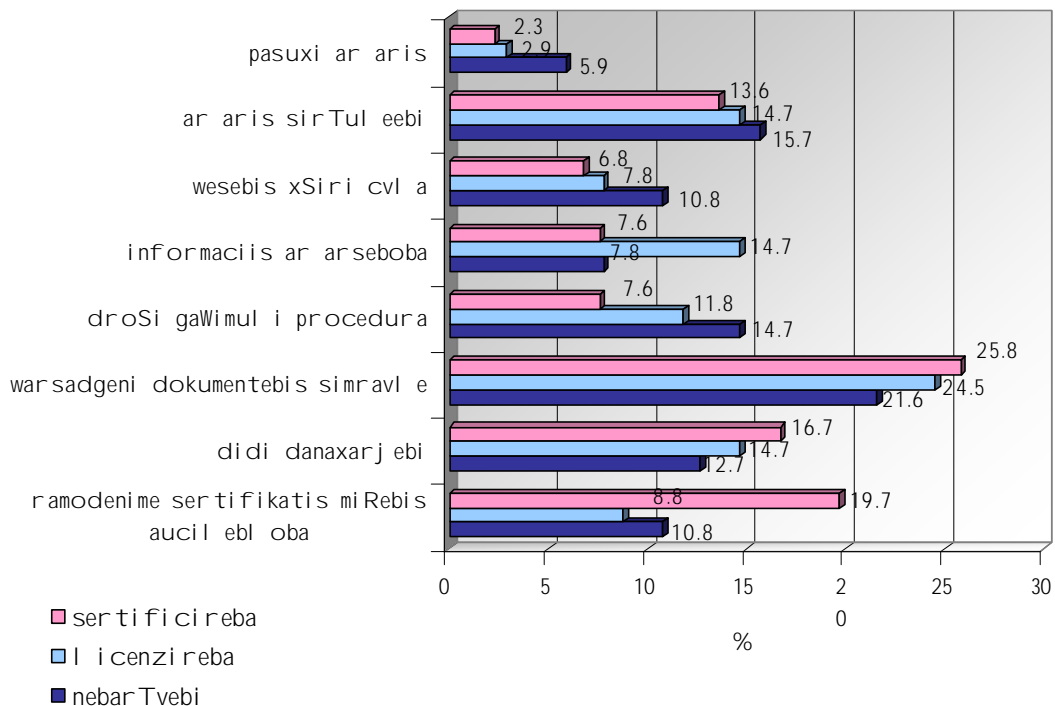
maT nawil ssertifikatebi nebayofl obiT aqvT aRebul i, nawil isTvis ki sertifikatis aReba saqmi anobis gansaxorciel ebl ad aucil ebl obas warmoadgenda.

mewarmeebi, roml ebiC fl oben raime saxis sertifikats, sertificirebis process afaseben ZiriTadad met-nakl ebad rTul ad (54%). sertifikatis miReba advili da Zal ian advili aRmoCnda Sesabamisad 20,6% da 3,2%-sTvis. 15,9%-ma pasuxis gauceml oba arcia.

mewarmeebis mier nebarTvebis, l icenzi ebisa da sertifikatebis miRebisas arsebul i probl emebidan yvel aze xSirad saxel deba warsadgeni dokumentebis simravle da didi danaxarjebi. (diagrama #24).

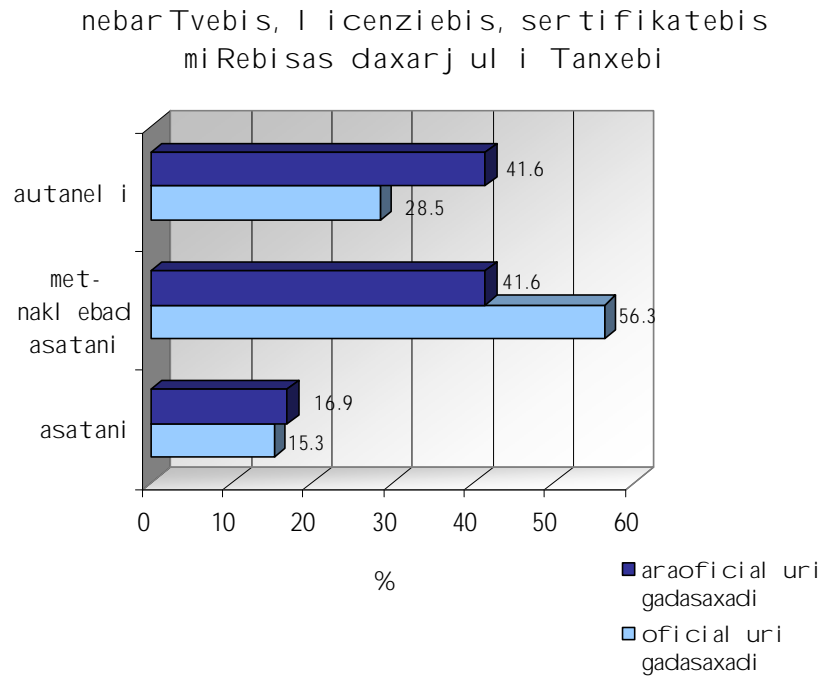
diagrama 24

nebarTvebis, l icenzi rebis, sertificirebis procesis probl emebi



mewarmeebi, romel Tac saqmianobis ganxorciel ebisTvis miRebul i aqvT rai me saxis nebarTva, l icenzia, sertifikat i, daxarj ul ofi cial ur da araofi cial ur Tanxeb s ZiriTadad metnaki ebad asatani ad autani ad Tvl ian. ofi cial uri gadasaxadi met-naki ebad asatani 56,3%-sTvis, araofi cial uri ki 41,6%-sTvis. ofi cial ur gadasaxads autani ad Tvl is 28,5%, gacil ebiT didi ricxvisTvisaa autanel i araofi cial uri gadasaxadi _ 41,6%.

diagrama 25

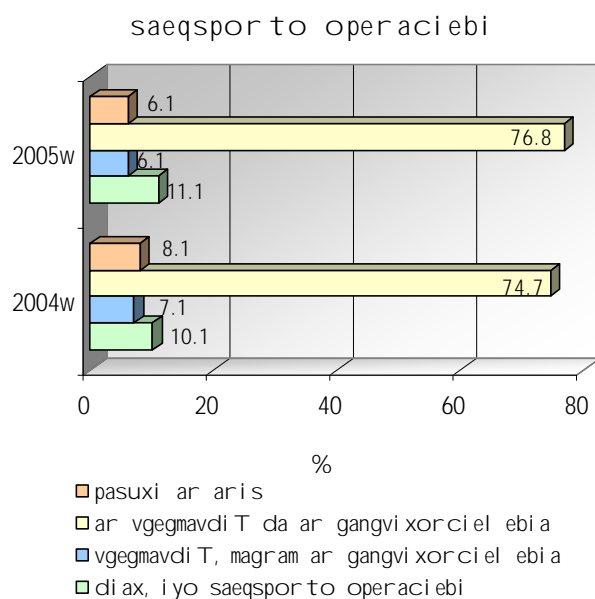


saqstandartSi arsebul i saxel mwifo standartebis moZvel ebisa da maTi axal i produqciisadmi Seusabamobis gamo probl emebi Seeqmna mewarmeTa naxevars, 50%-s.

Tavi 10 saeqsporto operaciebi

kvlevasi monawile sawarmoebis umravlesoba gasuli ori wl is ganmal obasi ar awarmoebda saeqsporto operaciebs. 2004w 74,7% da 2005 76,8%w ar gegmavda da Sesabamisad ar ganuxorciel ebia saeqsporto operaciebi. 2005 wlistvis mxoloderti procentiT gaizarda eqportior sawarmota ricxvi 10,1%-dan 11,1%-mde. aseverti procentiT Semcirda im sawarmota ricxvi, romlebic gegmavdnen da ver ganuxorciel es produqciis eqsporti.

diagrama 26



eqsportior mewarmeta azrit makro faqtorebidan saeqsporto operaciebze yvel aze did gavl enas val utis kursis dinamika axdens. Sida administraciuli faqtorebidan mnisvnelovania saeqsporto saqonl is sertificirebisa da sanitarul-veterinaluri kontrolis procedurebis gavl ena. gare administraciuli faqtorebidan mewarmeebi asaxel eben importiori qveynis mxridan saimporto gadasaxadebs da kvotebis dawesebas. mikro faqtorebidan gansakutrebis mnisvnelovania konkurencia ucxour bazarze, arsebuli SesaZlebi ozebi saeqsporto kontraqtebis dazrvevisavis da ucxoetis bazris gamokvlevis SesaZlebi obis ukmarisoba da saqonl is wardgena. cxrili #9

საექსპორტო ოპერაციებზე მოქმედი ფაქტორები	%
<i>მაკრო-ფაქტორები</i>	
ვალუტის კურსის დინამიკა	90,9
საქართველოს იმპორტის სავაჭრო პოლიტიკა	54,6
<i>სადა ადმინისტრაციული ფაქტორები</i>	
ექსპორტის ლიცენზირების პროცედურები	63,7
საექსპორტო საკონტრაქტის სერტიფიკაციის პროცედურები	72,8
საბაზო კონტროლის პროცედურები (მათ შორის დოკუმენტების გაფორმება)	63,6
სანიტარულ-ვეტერინარული კონტროლის პროცედურები	72,8
მარალის პროცენტო განაკვეთი კრედიტზე	63,7
<i>გარე ადმინისტრაციული ფაქტორები</i>	
იმპორტიორი ქვეყნის მხრიდან კვოტის დაწესება	45,5
იმპორტიორი ქვეყნის მხრიდან საიმპორტო გადასახადები	45,5
ანტიდემპინგური პროცედურები საქართველოს საკონტრაქტის ვინაობაში	18,2
<i>მიკრო ფაქტორები</i>	
პროდუქციის ხარისხი	63,6
კონკურენცია უცხოურ ბაზარზე სხვა მწარმოებლების მხრიდან	90,9
არსებული შესაძლებლობები საექსპორტო კონტრაქტების დაზრდისათვის	81,9
ხარისხის სერტიფიკატის არ არსებობა, რომელიც არსებულია უცხოეთში	54,6
უცხოეთის ბაზრის გამოკვლევის შესაძლებლობის უკმარისობა და საკონტრაქტის დადგენა	81,8 ³

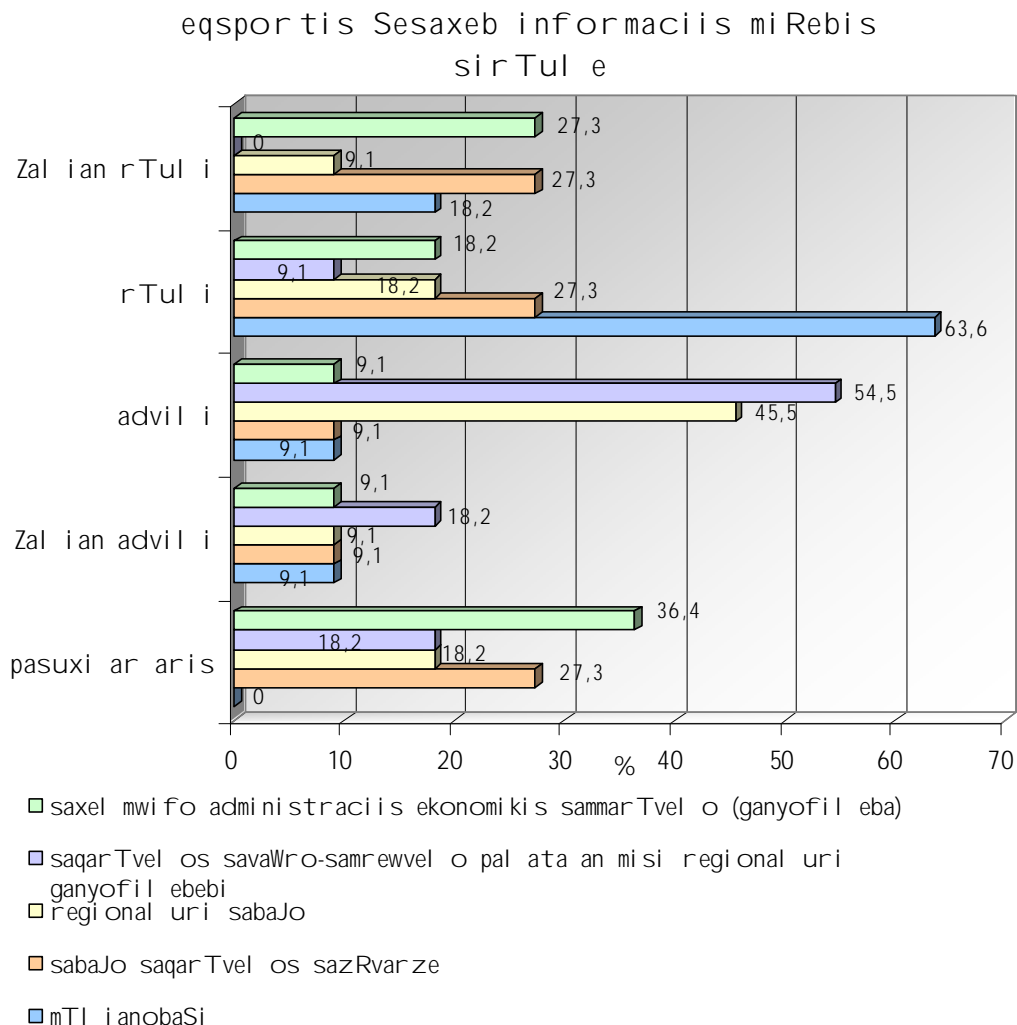
ცხრილი 8
 გამოკითხულთა 72,7% საკუთარ პროდუქციის 100 %-ის რეალიზაციას ახდენს საქართველოს ბაზარზე. 3%-მა არჩინა, რომ კარტულ ბაზარზე საკუთარი პროდუქციის რეალიზაციას არ ახდენს. დსტ-ს ბაზარზე საკუთარი პროდუქციის რეალიზაციას გამოკითხულთა 9% ახდენს – 11-30%-მდე პროდუქციას დსტ-ს ბაზარზე გამოკითხულთა 4% უკეთებს რეალიზაციას, 5% საკუთარი პროდუქციის 1-20%-მდე ჰყიდის, ამერიკის ბაზარზე

³ პასუხების მოქმედების და დაზღვევის მოქმედების ამერიკის ბაზარზე

produqciis 10%-mde, da 31-40%-mde Sesabamisad gamokiTxul Ta 2% da 1%. gamokiTxul biznesmenTa 1% sakuTari produqciis 100% hyidis aziaSi, xol o afrikaSi gamokiTxul Ta 1% sakuTari produqciis 1-10%-mde. im respondentTagan vinc sakuTari produqciis ral izacias ar axdenen saqarTvel os bazarze, produqcia gaaqvT, dsT-Si da evropaSi. gansxvaveba wl iuri brunvebis mixedviT mewarmeebis im j gufebS Soris vinc axorciel ebs da ar axorciel ebs eqsports ar dadasturda, aseve ar aris gansxvaveba mewarmeTa igive j gufebSi sakuTari biznesis Sefasebis mxriv.

mewarmistvis eqsportis sxvadasxva sakiTxebis Sesaxeb (dokumentebi vadebi, Rirebul eba da a.S.) informaciis miReba zogadad sakmaod rTul ia (63,6%). Tumca es maCvenebel i mniSvnel ovnad gansxvaveba eqsportTan dakavSirebul i sxvadasxva organoebis mixedviT. ufro advil ad informaciis mopoveba SesaZl ebel ia saqarTvel os samrewvel o-savaWro pal atidan (54,5%) da regional uri sabaJoebidan (45,5%). yvel aze rTul ia informaciis miReba saqarTvel os sazRvarze (27,3%). (diagrama #27).

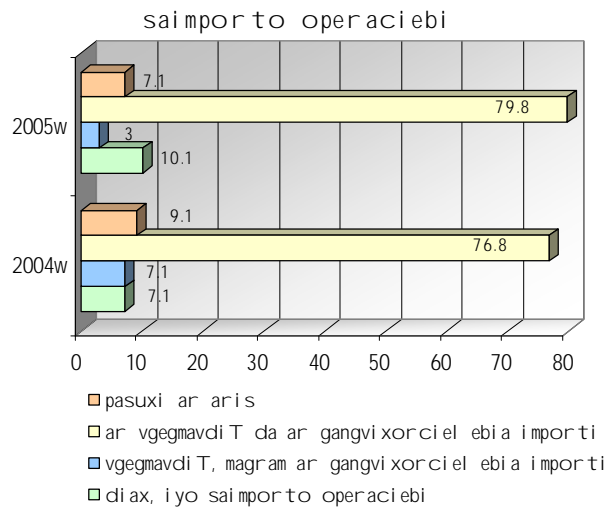
diagrama 27



Tavi 11 importi

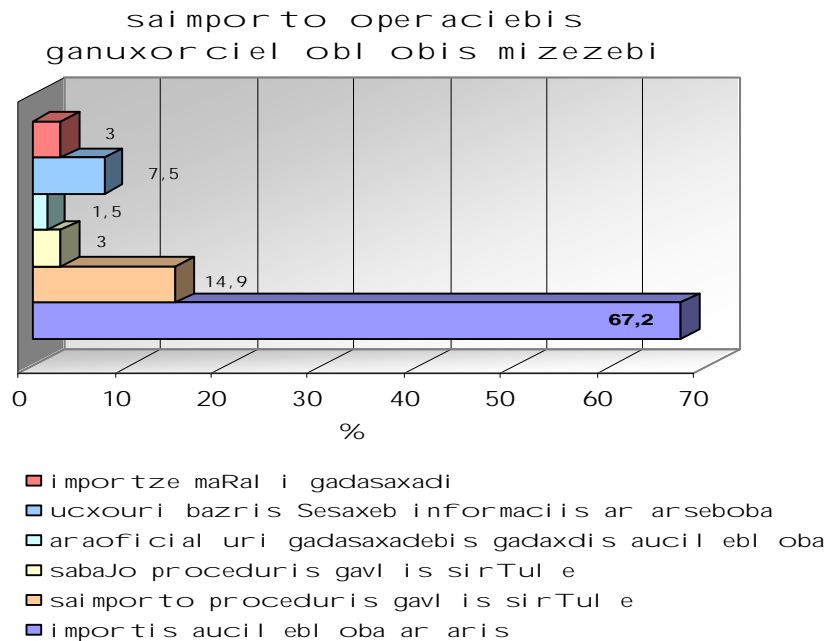
saimporto operaciebs 2004 wel s gamokitxul mewarmetagan 7,1% axorciel ebda, amdenive gegmavda, magram ar ganaxorciel a importi. maTgan 14,6% ganixil avs 2006 wel s importis dawyebis SesaZl ebl obas. 2005 wl istvis 10,1%-mde gazarada importiorTa ricxvi. maTgan yvel a apirebs saimporto operaciebis gagrZel ebas 2006 wel s.

diagrama 28



ZiriTad mizezebad, ris gamoc ar xorciel deba saimporto operaciebi, importis aucil ebl obis ararsebobs garda (67,2%), saxel deba saimporto proceduris gavlis sirtule (14,9%) da ucxouri bazris Sesaxeb informaciis ar arseboba (7,5%).

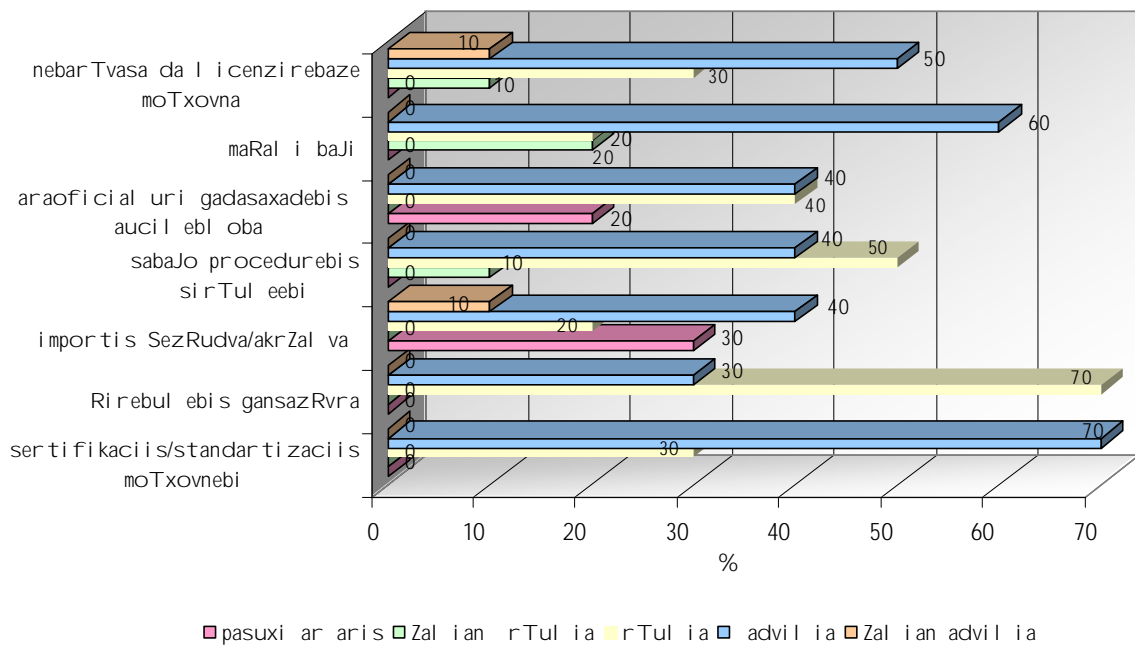
diagrama 29



saiporto operaciebis ganxorciel ebisas importiori mewarmeebi yvel aze probl emurad Tvl ian sabaJo samsaxurTan dakavSirebul sakiTxebis: sabaJo procedurebis gavli sirTul ebsa da zogierTi saxis saqonli sabaJo Rirebul ebis gansazRvras. nakl ebad probl emuria maRal i sabaJo gadasaxadebi, sertifikaciis/standartizaciis moTxovnebi, nebarTvasa da licenzierebaze moTxovna. diagrama #30

diagrama 30

importis procedurebis problemurobis xarixi



Tavi 12 Semowmebebi da kontrol i

Semowmebebis yvel aze didi raodenoba gamokitxul biznes-organizaciebSi Caratebuli aqvs saqarTvel os finansTa saministros sagadasaxado departaments 99 gamokitxul organizacieSi am strukturis mier 2005 wl is ganmavl obaSi Catarebulia sul 94 Semowmeba. gamokitxul Ta Soris 5 organizaciaSi Semowmeba Catarda 3-jer sagadasaxado departamentis mier, 4 organizaciaSi 2-jer, 11 organizaciaSi 2-jer, xolo 49 organizaciaSi mxolod erTxel. sagadasaxado departamentis mier Semowmeba saerTod ar Catarebulia 31 organizaciaSi.

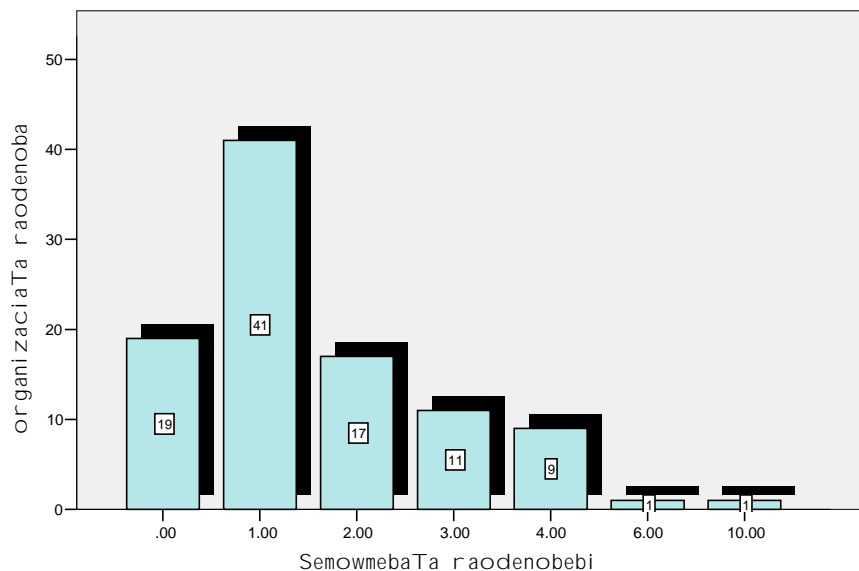
didi raodenobit Semowmebebi aqvs Catarebuli gamokitxul organizaciebSi aseve: saqarTvel os Sromis, janmrTel obisa da socialuri dacvis saministros saqveuwyebodawesebul eba - Sromis inspeqcia 5 Semowmeba, saqarTvel os Sromis, janmrTel obisa da

social uri dacvis saministros sanitarul -higienuri normebisa da wesebis saxel mwifo zedamxedvel obis inspeqcia 13 Semowmeba, saqarTvel os Sromis, janmrTel obisa da social uri dacvis saministros saxel mwifo sazRvris gamtar punqtebze saxel mwifo sanitarul i zedamxedvel obis inspeqcia 8 Semowmeba, saqarTvel os Sinagan saqmeTa saministros saxel mwifo xanZarsawinaaRmdego samsaxuri 5 Semowmeba.

wl is ganmavl obaSi sxvadasxva saxis makontrol ebl ebis mier biznes-organizaciebis Semowmebis raodenobebi meryeobs 0-dan 10 Semowmebamde. aRsaniSnavia, rom gamokiTxul 19 organizaciaSi Semowmeba saerTod ar Catarebul a.

diagrama 31

makontrol ebl ebis mer wl is ganmavl obaSi Catarebul i Semowmebebi

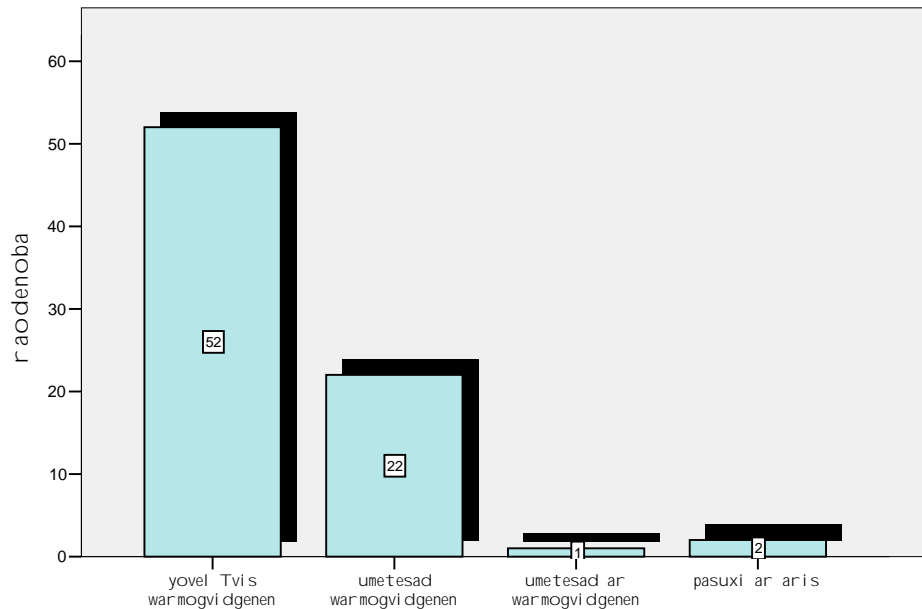


gamokiTxul organizaciaTa 25.74%-s dasWir da araoficial uri Tanxis gadaxda Semowmebis Catarebisas. sxvadasxva makontrol ebel i organoebsi⁴.

kvlevis Sedegebis mixedvit biznes-organizaciebi 90% SemTxvevaSi sTxoven makontrol ebel organoebs Sesabamisi dokumentebs, romel -Ta safuZvl zec tardeba Semowmeba. makontrol ebel i organoebic Tavis mxriv am dokumentacias umetesad warudgens Semowmebis obieqts zemoTaRniSnul dokumentacias. diagrama #32

⁴ es informacia miRebul ia biznes-organizaciebis gamokiTxvis Sedegad da samoqal aqo sazogadoebis institutis mier ar aris gadamowmebul i sxva gzebiT da saSual ebebiT.

warudgens Tu ara makontrol ebel i organo Sesabamis dokumentebs, romel Ta safuZvl zec tardeba Semowmeba



gamokITxul i organizacibis 51.3% Tvl is, rom Tanxa, romel ic daxarjes Semowmebebeze oficial uri da araoficial uri gadasaxaebis saxiT misaRebia, 23.8% Tvl is, rom Tansa damamZimebel ia, xolo 5% Tvl is, rom Tanxa gaumarTI ebl ad maRal ia. am kiTxvaze pasuxs Tavi gamokITxul Ta 20%-ma aarida. maT Soris visac Semowmeba Tundac erTxel aqvT gavl ili 12.5% (10) organizaciam makontrol ebel i organoebis aramarTI zomieri qmedeba maTi organizaciis mimarT gaaprotestes. sxvadasxva instanciebsi, warmatebas maTgan 5-ma organizaciam miarwia. maT Soris visac ar gauprotestebia makontrol ebl ebis aramarTI zomieri moqmedeba, 31.4% ar iyo darwmul ebili dadebit SedegSi, 5.7% Tvl is, rom aseTi qmedeba gaufuWebda makontrol ebel Tan samomavl o urTierTobas, 2.9%-is azrit es dakavSirebuli iqneboda danaxarjebTan, 5.7%-s azrit makontrol ebel ze zemoqmedebis sxva xerxeb iyenebs, xolo 47.1% Tavi aarida pasuxs.

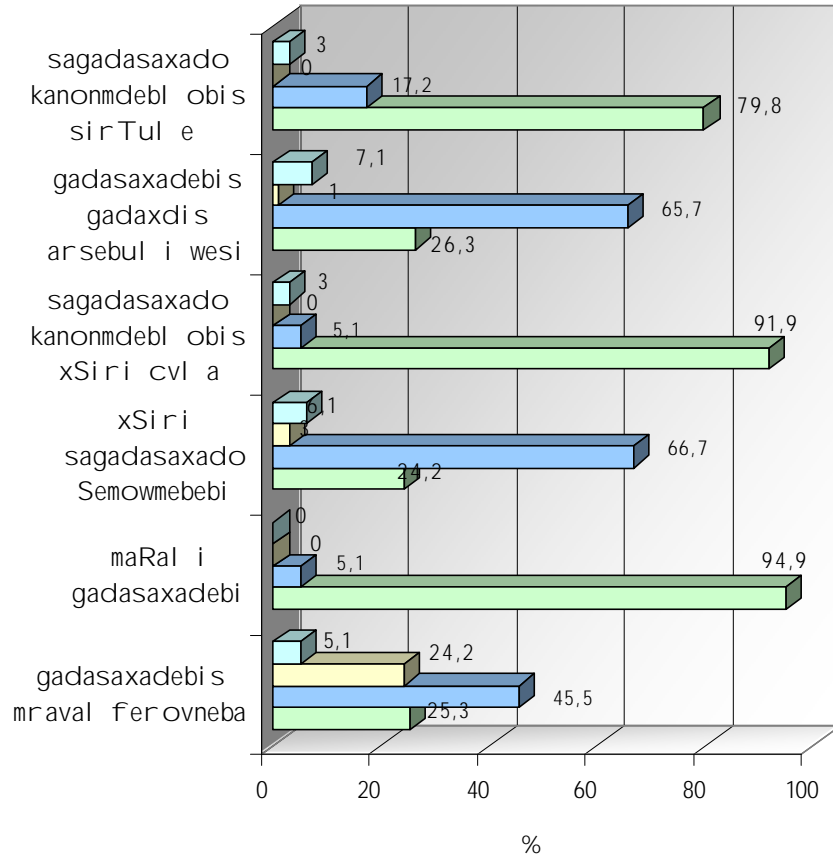
Tavi 13 dabegvra

biznesis ganviTarebaze mniSvel ovan, xSir SemTxvevaSi uaryofiT gavl enas axdens dabegvrasTan dakavSirebuli mTel i rigi sakiTxebi. maT Soris gansakuTrebit gamoiyofa sagadasaxado kanonmdebl obasTan da sagadasaxado ganakveTebTan dakavSirebuli faqtorebi. mewarmeTa 91,9% biznesis ganviTarebaze uaryofiTad moqmed faqtorebs miakuTvnebs sagadasaxado kanonmdebl obis arastabil urobas, 79,8%

sagadasaxado kanonmdebl obis sirTul es. mewarmeebi biznesis ganviTarebis yvel aze Semaferxebel faqtorad gadasaxadebis maRal ganakveTebis mi iCneven _ 94,9%.

diagrama 33

dabegvrasTan arsebul i faqtorebis gavl ena biznesze

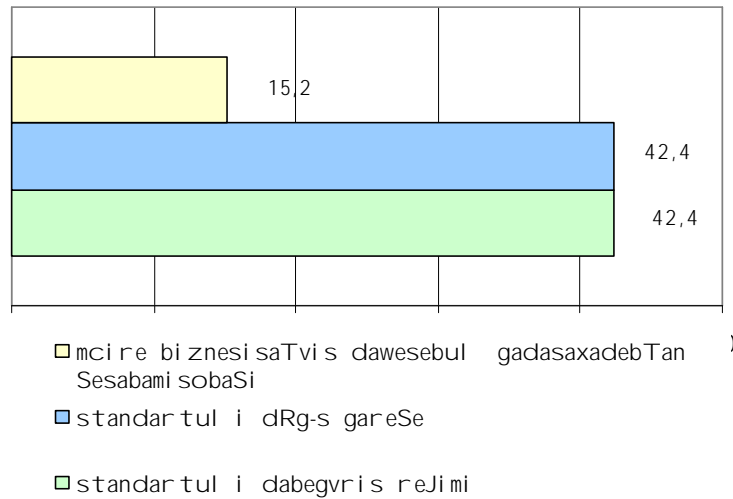


- mi Wi rs Sefaseba
- dadebi Ti
- nei tral uri
- uaryofi Ti

mewarmeebi gadasaxadebs ixdi an ZiriTadad standartul i dabegvris reJimiTa (42,4%) da standartul i dabegvris reJimiT dRg-s gareSe (42,4%). 15,2% i begreba mcire biznesiTvis dawesebul gadasaxadebiT.

diagrama 34

dabegvris sistema

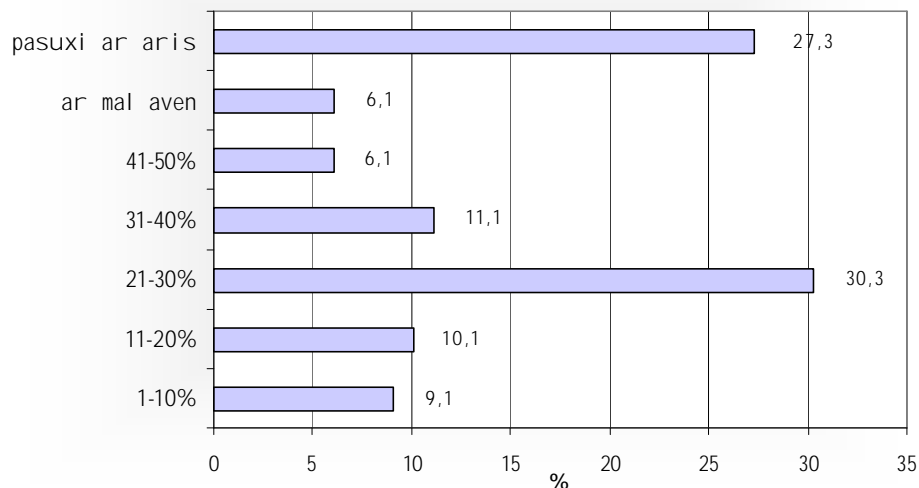


regionSi gadasaxadebisagan Tavis aridebis done sakmaod maRal ia. mewarmeebis azrit 2004 wel s biznes-organizaciebi dabegvrisgan mogebis mniSvnel ovan nawil s mal avdnen. respondentTa mxol od 6,1% Tvl is, rom maTi msgavsi kompaniebi saxel mwifos ar umal avdnen Semosavl ebs.

maTi 30,3% Tvl is, rom imal eboda mogebis 21-30%-mde nawil i. daaxl oebiT Tanabari raodenoba _ 9,1% da 10,1% Tvl is, rom imal eboda mogebis ufro mcire nawil i, Sesabamisad 1-10%-mde da 11-20%-mde. gacil ebiT didi nawil is damal vas varaudobs 11,1% _ isini Tvl ian, rom imal eboda mogebis 31-40%-mde. mewarmeTa 27,3% Tavi aarida pasuxis gacemas.

diagrama 35

2004 wel s dabegvrisgan damal ul i mogebis wil i



Tavi 14 mewarme da safinanso institutebi

sabanko angariSis gamoyenebisas mewarmeebi ZiriTad sirTul es awydebian inkasatoris saSual ebiT naRdi amonagebis bankSi Cabarebisa (35,4%) da I arebis TavisufI ad konvertirebad val utaSi gadayvanis dros (24,2%). mewarmeebistvis probl emas warmoadgens agreTve sakomiso mosakrebl is didi mocul oba (17,2%), droSi gaWimul i angariSsworebis operaciebi (9,1%) da maT ganxorciel ebaze bankis moTxovnebis simravl e (7,1%).

<i>sabanko angariSis gamoyenebisas arsebul i probl emebi</i>	%
<i>erovnul val utaSi naRdi ful is miRebis probl ema</i>	1.0
<i>angariSsworebis operaciebis ganxorciel ebaze bankis moTxovnebis simravl e</i>	7.1
<i>angariSsworebis droSi gaWimul i operaciebi</i>	9.1
<i>sakomiso mosakrebl is didi mocul oba</i>	17.2
<i>I aris konvertirebis sirTul eebi</i>	24.2
<i>sabanko biurokratia</i>	1.0
<i>naRdi saSual ebebis deficiti bankSi</i>	3.0
<i>saval uto angariSidan naRdi ful is miRebis sirTul eebi</i>	2.0
<i>inkasatoris saSual ebiT naRdi amonagebis bankSi Cabarebis sirTul eebi</i>	35.4
<i>pasuxi ar aris</i>	7.1

cxril i 9

mewarmeebis mier bankis SerCevis kriteriუმებს Soris yvel ze xSirad saxel deba swrafi momsaxureba (43,4%). bankis finansuri mdgomareoba/saimedooba 20,25-sTvis warmoadgens SerCevis kriteriუმს. bankis arCevis dros momsaxurebis dabal i tarifebi da dabal i sakredi to ganakveTi mniSvnel ovania Tanabari raodenobis mewarmeTaTvis (12,1%).

<i>bankis arCevis kroteriუმები</i>	%
<i>swrafi momsaxureba</i>	43.4
<i>piradi kontaktebi</i>	3.0
<i>bankSi ucxouri kapital i</i>	1.0
<i>megobris rekomendacia</i>	2.0
<i>dabal i sakredi to ganakveTi</i>	12.1
<i>maRal i saprocento ganakveTi depozitze</i>	1.0
<i>finansuri mdgradoba/saimedooba</i>	20.2
<i>momsaxurebis dabal i tarifebi</i>	12.1
<i>grZel vadiani kreditis Sesazl ebl oba</i>	1.0
<i>pasuxi ar aris</i>	1.0

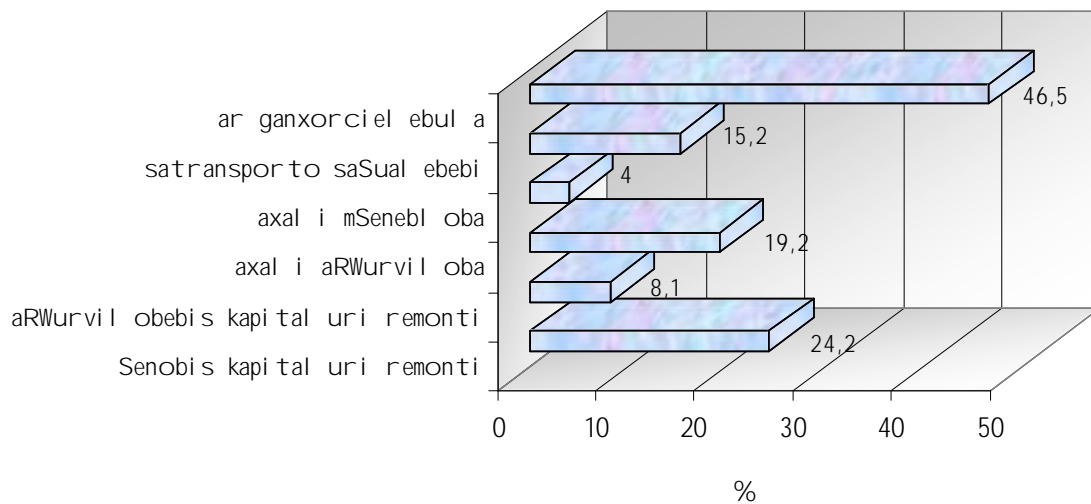
cxril i 10

mewarmeebis ndobis xarisxi bankebis mier angariSebis konfidencial obis dacvis mimaT dabal ia. mewarmeebi varaudoben, rom bankebi ZiriTadad saxel mwifo organoebis awvdian informacias angariSebis Sesaxeb. 54,1% Tvl is, rom banki informacias angariSebis Sesaxeb (brunva, naSTi da sxva) warudgens sagadasaxado inspeqcias, SedarebiT nakl ebi Tvl is, rom angariSebi waredgineba 26,1% prokuraturas. mewarmeTa mxol od 18% Tvl is, rom banki angariSebis arcerT organizacias ar warudgens.

2005 wel s sawarmoebis 46,5%-s ar ganxorciel ebia kapital dabandeba. ganxorciel ebul i kapital dabandeba ZiriTadad xdeboda Senobebis kapital ur remonTSi (24,2%), axal aRWurvil obasa (19,2%) da satransporto saSual ebebSi (15,2%).

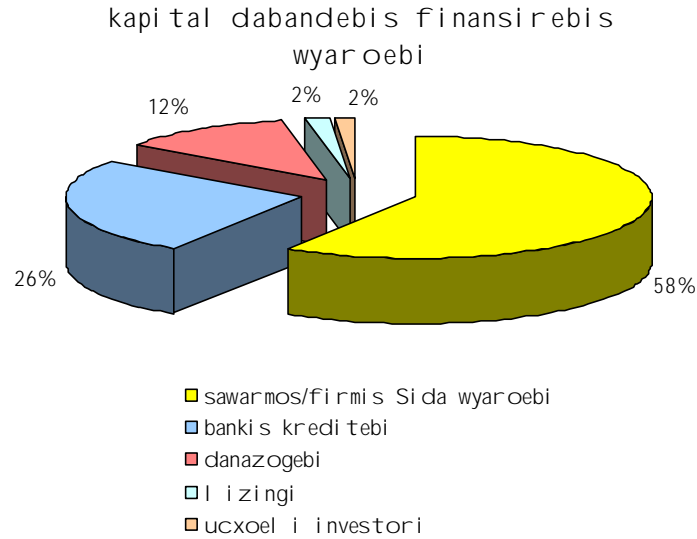
diagrama 36

kapital dabandeba. 2005w



ganxorciel ebul i kapital dabandebis ZiriTad wyaros sawarmos Sida saSual ebebi warmoadgens (58%). sabanko kreditebis daxmarebiT ganxorciel ebul i dabandeba orjer nakl ebi (26%), xol o piradi danazogebis daxmarebiT ki TiTqmis 5-j er nakl ebia (12%). I izingi da ucxoel i investitori iSviaT SemTxvevaSi warmoadgens kapital dabandebis wyaros (2%).

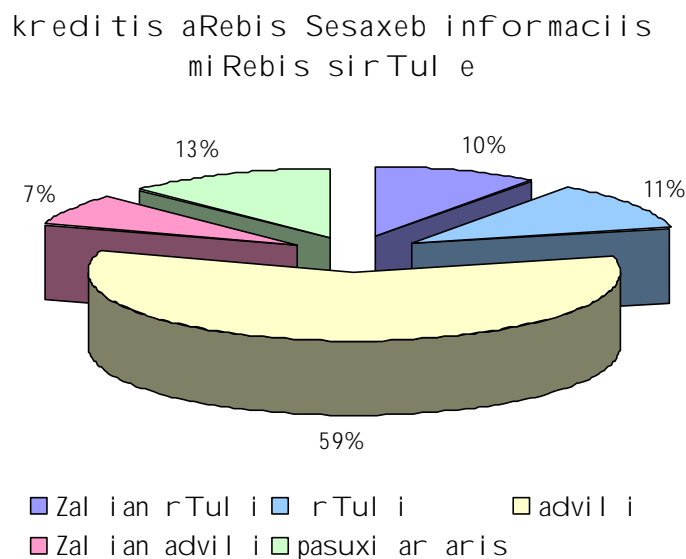
diagrama 37



2005 wels gamokitxul ta 58,6%-ma mimaRTa kreditis misaRebad banks. 2004 wels gamokitxul sawarmoTa 70,7% saWiroebda gare dafinansebas. maTgan 65,7%-ma 2005 wels kreditis misaRebad mimaRTa banks. gamokitxuli mewarmeebis 48,6%-ma miRo krediti. bankisgan kreditis miRebis Taobaze sruli informaciis miReba ZiriTadad sirtul es ar warmoadgens. (diagrama # 38)

im mewarmeTa mier, romel Tac esaWiroebodaT gare dafinanseba da ar mimaRTes kreditis misaRebad banks, maRal i saprocento ganakveTebi (13,6%) da grZel vadiani sesxebis ararseboba (13,6%) dasaxel da im ZiriTad probl emad, ris gamoc sawarmoebi ar sargebl oben sabanko sesxebiT.

diagrama 38



ZiriTadi mizezebi, ris gamoc banki ar gascems kredits, aris dasafinansebl ad wardgenil i proeqtis gadaxdisuunarod miCneva (46,2%), kreditis arasakmarisi uzrunvel yofa (giraos, garantia) (13,5%) da proeqtis TanadafinansebisTvis sakuTari saSual ebebis arqona/ukmarisoba (13,5%).

sawarmoebis umetesoba kredits erovnul val utaSi ZiriTadi saSual ebebis SesaZenad (52%) da savaWro saqmianobisTvis iRebs (24%). kredits Cveul ebriv 12 an 24 TviT iReben, Sesabamisad 38,1% da 35,7%.

giraos uzrunvel yofis Tanxa varirebs kreditis ZiriTadi Tanxis 50%-dan 350%-mde. yvel aze gavrcel ebul ia 200%-iani giraos uzrunvel yofa (19%).

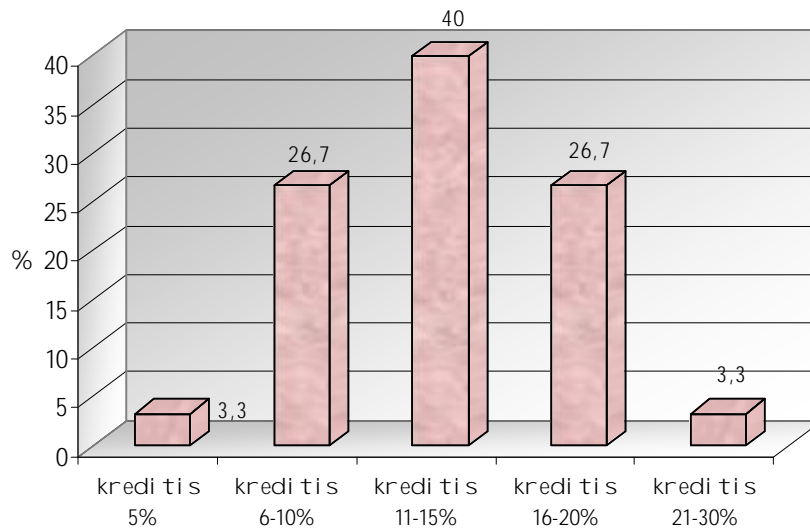
<i>giraos uzrunvel yofa kreditis ZiriTad TanxaTan mimarTebaSi (%-Si)</i>	<i>%</i>
50	4,8
60	7,1
65	2,4
70	2,4
75	4,8
80	2,4
85	2,4
100	7,1
130	2,4
150	4,8
180	2,4
200	19,0
240	2,4
250	4,8
300	14,3
350	7,1
999	9,5

cxril i 11

gamokiTxul i mewarmeebis 33,3% Tvl is, rom biznes-organizaciebs araoficial uri gadasaxadis gaReba uwevT kreditis miRebis procesSi.

diagrama 39

araoficial uri gadasaxadi kreditis miRebisas



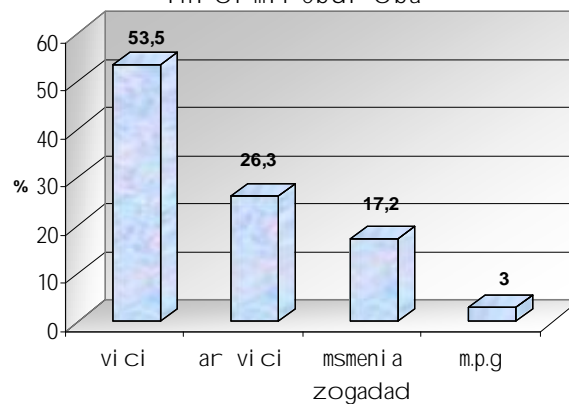
arsani snavia, rom respondentTa 69,7%-ma Tavi Seikava moTxovnil i araoficial uri gadasaxadis dasaxel ebisgan. maTgan, vinc pasuxi gasca kiTxvas, 40% Tvl is rom moTxovnil i Tanxa kreditis 11-15%-s Seadgens, Tanabari raodenoba _ 26,7% asaxel ebs 6-10% da 16-20%-s, aseve Tanabari raodenoba _ 3,3% Tvl is, rom moTxovnii Tanxa Seadgens 5% da 21-30%-s. yvel a mewarme, romel sac miRebul i aqvs krediti acxadebs, rom ar hqonia Seferxeba kreditis gadaxdasTan dakavSi rebi T.

Tavi 15 dafinanseba mikrosafinanso institutebidan

miuxedavad imisa, rom mewarmeebis umetesoba, 53,5% informirebul ia saSual ebebis mozidvis iseTi meqanizms Sesaxeb, rogoricaa mikrodafinanseba, mewarmeebis mxol od 11,1%-s gamouyenebia am saxis dafinanseba.

diagrama 40

mikrodafinansebis Sesaxeb informirebuloba



mewarmeebi, romel Tac ar mi umar TavT mikrofinanssebi sTvis, mi zezad aucil ebl obis ararsebobisa (31%) da mikrofinanssebis Sesaxeb ara-informirebul obis (14,9%) garda, ZiriTadad asaxel eben mikrosexsis mcire zomas (16,1%), maRal saprocento ganakveTs (11,5%),

komerciul i bankebidan mikrosexsis miRebis Taobaze informaciis mopoveba (aucil ebel i dokumentaciis CamonaTval i, kreditis vadebi, saprocento ganakveTi da a.S.) mewarmisaTvis savsebiT xel misawvdomia, (63,1%). bankebma mewarmeebis mier Setanil i mikrofinanssebis ganacxadebis mxol od 16,7% daakmayofil es. mewarmeebi, roml ebmac ver mi iRes mikrosexsi, uaris ZiriTad mizezad asaxel eben uzrunvel yofis arasakmarisoba/ ar arsebobas (girao, mxardaWera, garantiebi, j gufuri mxardaWera) (34,2%).

<i>bankis mier mikrosexsis gacemaze uaris mizezebi</i>	<i>%</i>
<i>uzrunvel yofis arasakmarisoba/ ar arsebobas (girao, mxardaWera, garantiebi, j gufuri mxardaWera)</i>	34.2
<i>mikrosafinanso organizaciebis mier mikrosexsis gasacemad moTxovnil i dokumentebis ar arsebobas</i>	2.6
<i>araoficial uri gadasaxadis gadaxdis moTxovna</i>	2.6
<i>mikrofinanssebis kriteriუმებთან შესაბამისობა</i>	13.2
<i>სხვა</i>	36.8
<i>m.p.g.</i>	10.5

cxრილი 12

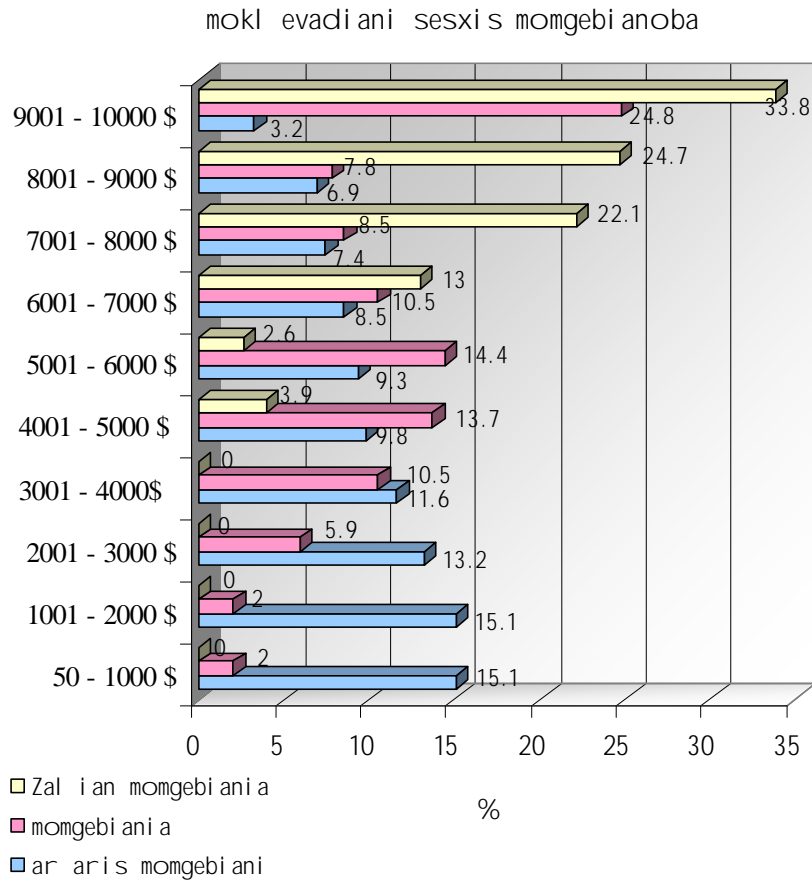
miRebul i mikrosexsebis zoma meryeobs 500-dan 30000⁵ l arande fargl ebSi. mikrosexsebi ZiriTadad gaicema 12 TviT 24-dan 36%-mde saprocento ganakveTiT. yvel aze gavrcel ebul i saprocento ganakveTi 24%-ia. rogorc mewarmeebi aRniSnaven, mikrosexsis gadaxdasTan dakav-SirebiT Seferxebebs adgil i ar hqonia.

mewarmeebisTvis mikrosexsis aRebis Sesaxeb gadawyvetil ebis miRebis dros Zal ian mniSvnel ovania Semdegi kriteriუმები: sesxis mocul oba (90,6%), saprocento ganakveTis odenoba (84,9%), sesxis vada (77,4%), sesxis gadaxdisa da axal i sesxis miRebis SesaZl ebl oba (66%), sesxis xel misawvdomoba (49,1%), giraoze moTxovna (moTxovnis ararsebobas) (47,2%), sesxis miRebis xanmokl e procedura (35,8%).

⁵ kvl evis mizans ar Seadgenda imis dadgena, Tu rodis aiRes mikrosexsi biznesorganizaciebma, ami tom mikrosexsis zoma kvl evis Sedegebis mixedviT cil deba dReisaTvis kanonmdebl obiT dadgenil zRvars.

mokl evadiani sesxis aReba (sesxi, roml is vada ar aRemateba erT wel s) mewar meTa azriT momgebiani ar aris, roca saqme exeba mcire mocul obis sesxs, (50-dan 4000 aSS dol aramde), momgebiani SeiZl eba iyos sesxi, Tu misi mocul oba aRemateba 6000 aSS dol ars. diagrama #41.

diagrama 41

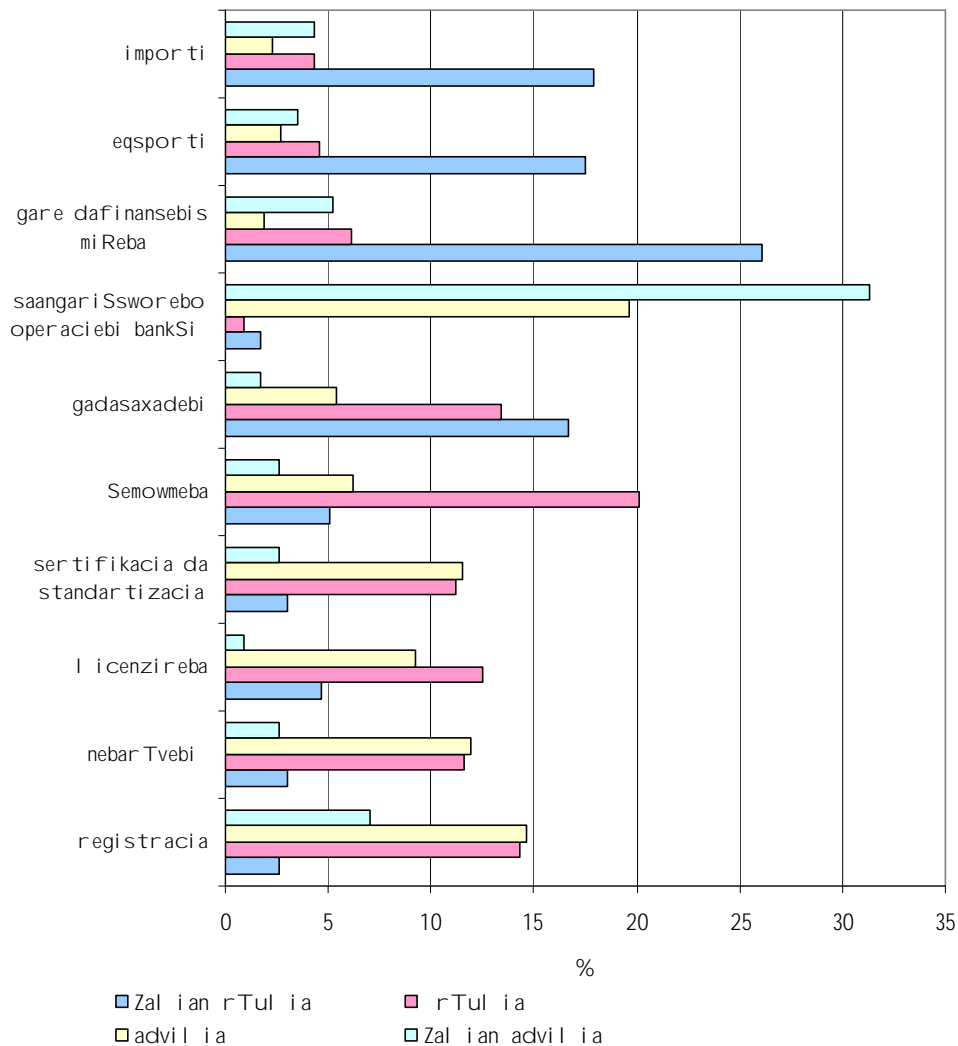


Tavi 16 biznes - garem

mewarmeebi biznes-garemos Sefasebisas gansakuTrebiT probl ematurad mi iCneven sagareo dafinansebis miRebisa da eqsport-importis ganxorciel ebis procesebs. mewarmeTaTvis aseve metad probl ematuria gadasaxadebTan dakavSirebul i sakiTxebic. sakmaod rTul ad fasdeba Semowmebis procesi. diagrama #42. gacil ebiT martivad fasdeba bankTan dakavSirebul i procesebi.

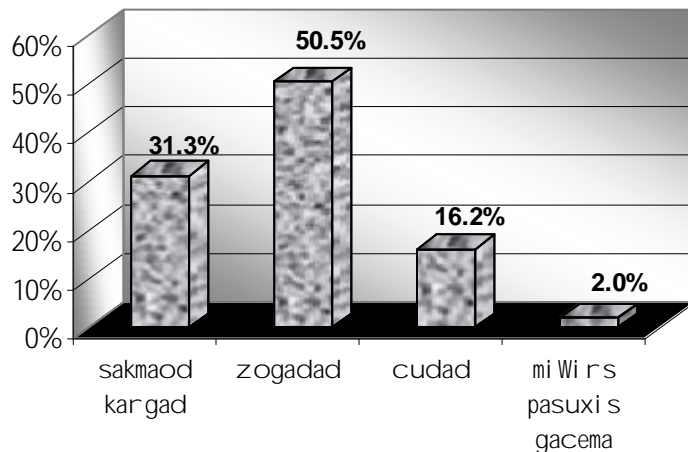
diagrama 42

procesebs probl ematurobis done



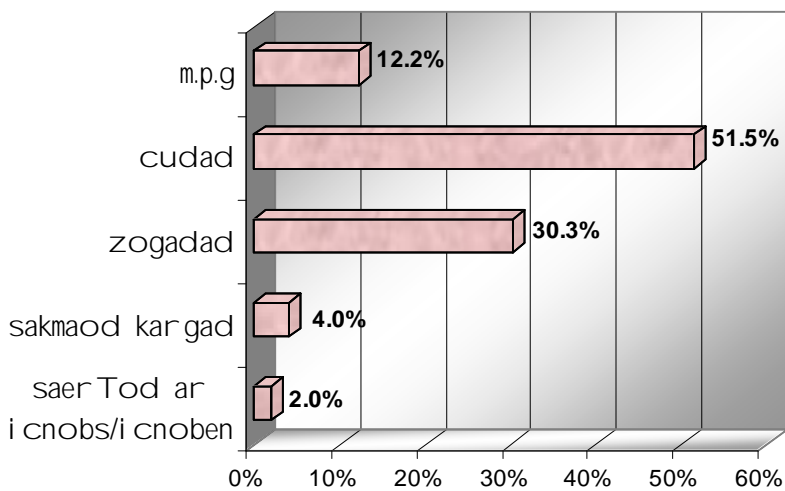
mewarmeebis umetesoba zogadad an cudad icnobs samewarmeo saqmianobis maregul irebel kanonmdebl obas. respondentTa 50,5%-ma aRniSna, rom zogadad icnobs kanonmdebl obas, 16,2%-ma sakuTari codna Seafasa cudad. mewarmeebis 31,3% Tvl is, rom sakmaod kargad icnobs kanonmdebl obas. (diagrama #43).

diagrama 43



respondentTa SefasebiT gacil ebiT dabal ia regionis biznes-organizaciebis kanonmdebl obis codnis done, maTi TqmiT 51,5% cudad, 30,3% ki zogadad icnobs kanonmdebl obas.

diagrama 44

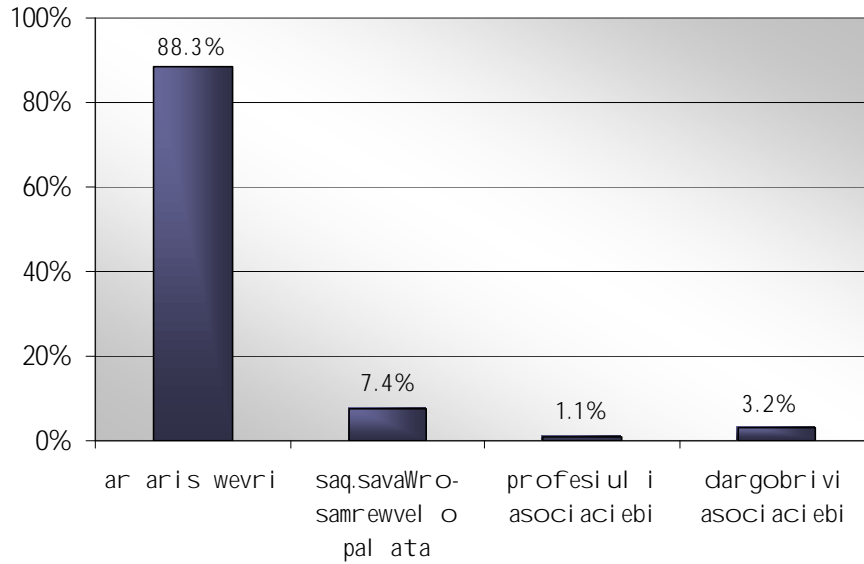


mewarmeebis informaciis ZiriTad wyaros, romliTac isini samewarmeo saqmianobis maregul irebel i kanonmdebl obis cvl il ebebis Sesaxebegeben, aris sainformacio saSual ebebi (43%), orjer nakl eb SemTxvevaSi warmoadgens informaciis wyaros saxel mwifo organoebi (20%) da oficial uri beWvdiTi organo «saqarTvel os sakanonmdebl o macne» (19%). metad dabal ia iuridiuli sakonsultacio kompaniebi sagan (5%) da saqmiani/profesiuli asociaciebis (4%) wvl il i mewarmeebis informirebul obis mimarTul ebiT.

gamokitxuli mewarmebis 88,3% arcerTi saqmiani/profesiuli asociaciebis wevrebis ar arian. yvelaze xSirad respondentebi saqarTvelos savawro-samrewvelo palataSi arian gaertianebulni _ 7,4%.

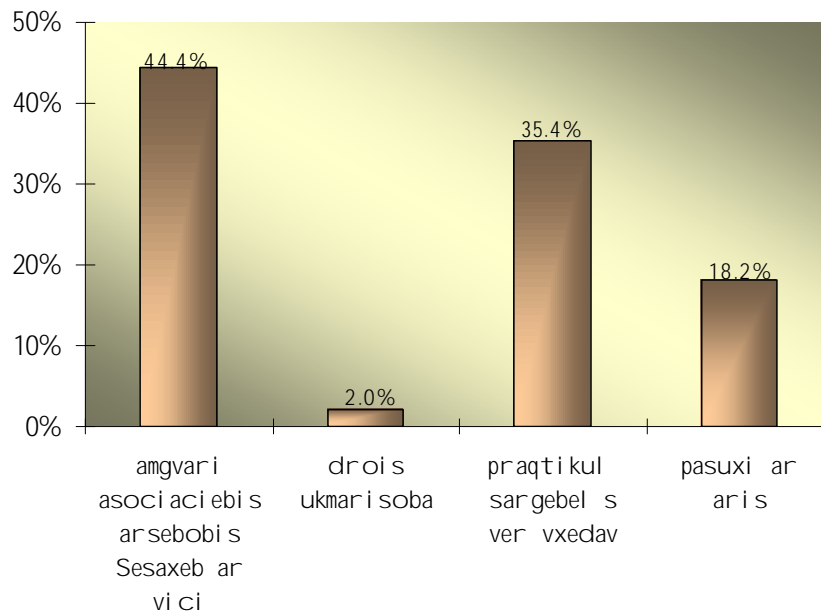
diagrama 45

saqmiani/profesiuli asociaciebis wevroba



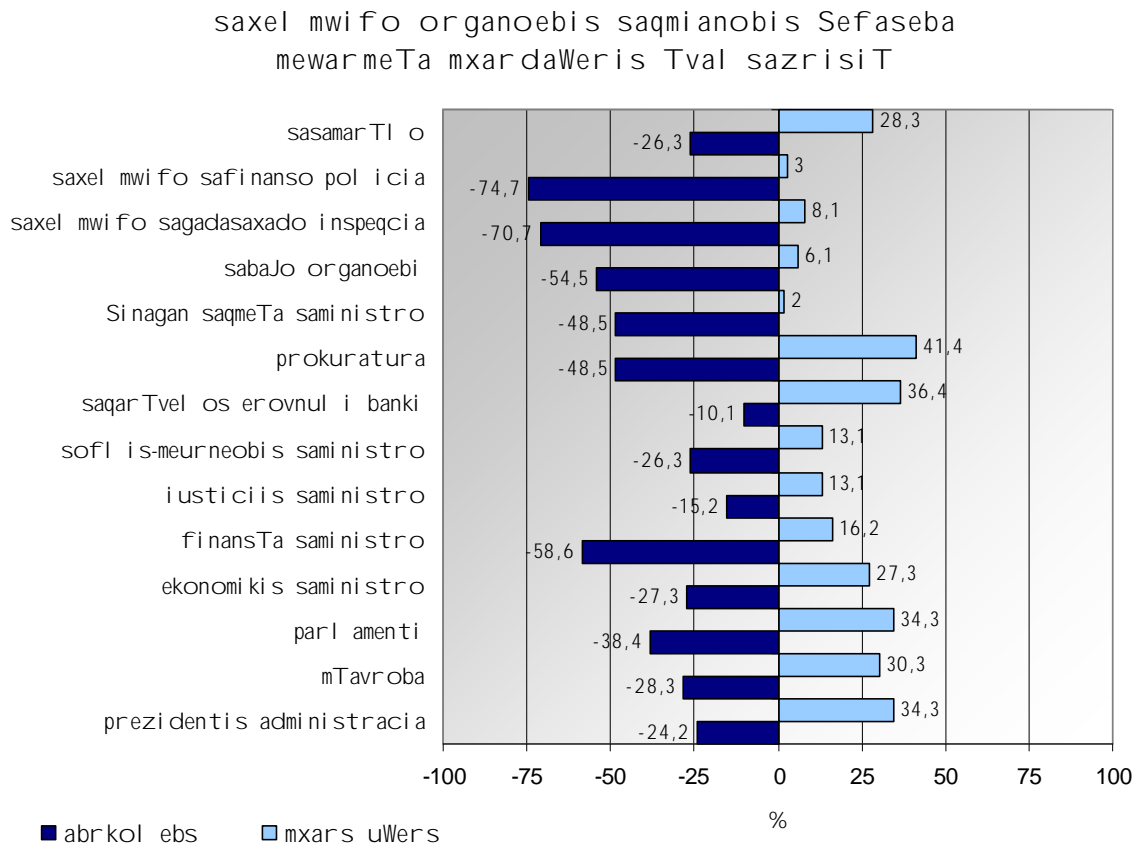
mewarmeebi saqmian/profesiuli asociaciebSi gauwevriანობის მიზად Ziritadad amgvარი asociaciebis Sesaxeb arainformirebulobas asaxel eben. asociaciebSi gauwevriანებიT praqtikuli sargebels ver xedavs mewarmeta mesamedze meti.

diagrama 46



ბიზნის განვითარება და მუშაობის უზრუნველყოფის კუთხით
 რეზონანსულია დაბალი სეფსების მიხედვით სხვადასხვა
 ორგანოებს, რომლებთანაც მათ უსაუბრობდა ურთიერთობის
 ეკონომიკური საკითხების დროს.

დიაგრამა 48



ყველაზე მეტი კრიტიკა მუშაობის უზრუნველყოფის კუთხით ადგილობრივი
 სხვადასხვა ორგანოების მიმართ გამოიტყვა, რაც თავის მხრივ იმ
 მიზეზითაა, რომ რეგიონის მუშაობის უზრუნველყოფის კუთხით ადგილობრივი
 სხვადასხვა პირველი რგოლი, ვისთანაც ყველაზე ხშირად უწევს
 ურთიერთობა. იხ. ცხრილი #15, დიაგრამა #48.

bi znes-garemos Sefaseba	veTanxmebi	Zi ri Tada veTanxmebi	Zi ri Tada ar veTanxmebi	ar veTanxmebi
<i>xel isufi ebis adgil obrivi organoebi zustad asrul eben yvel a kanonsa da normatiul aqts</i>	14.1	10.1	36.4	39.4
<i>adgil obrivi gadawyvetil ebebi ar zRudaven mewarmeobis ganvi Tarebas</i>	7.1	13.1	44.4	34.3
<i>adgil obrivi xel isufi eba cdil obs gauadvil os moqal aqeebs samewarneo saqmi anobis dawyeba</i>	6.1	6.1	37.4	48.5
<i>Cems qal aqSi komunal ur da saxel mwifo sakuTrebaSi myof Senobaze saij aro qira misaRebia</i>	29.3	20.2	20.2	19.2
<i>Cems qal aqSi miwaze saij aro qira misaRebia</i>	25.3	18.2	16.2	31.3
<i>xel isufi ebis adgil obrivi organoebi uzrunvel yofen biznesis warmoebis Tanabar pirobebs</i>	3	7.1	35.4	54.5
<i>xel isufi ebis adgil obrivi organoebis mier Seqmnil i infrastruqtura xel s uwyobs biznesis ganvi Tarebas</i>	5.1	14.1	41.4	38.4
<i>Cems qal aqSi mewarmeobis mxardamWeri organoebi patiosnad asrul eben dakisrebul funqciebs</i>	8.1	13.1	30.3	40.4
<i>Cems qal aqSi samewarneo garemo xel sayrel ia investiciebisTvis</i>	5.1	6.1	25.3	60.6
<i>Cems qal aqSi samewarneo garemo ukeTesia, vidre saqarTvel os umetes regionebsi</i>	1	4	22.2	60.6

cxril i 14

biznes-garemos faqtorebidan mewarmeebi maTi saqmi anobis yvel aze seriozul dabrkol ebl ad Tvl ian energoresursebis maRal Rirebul ebas, gadasaxadebis administrirebis dones, damatebiTi finansuri resursebis mozidvis probl emas, makroekonomi kur situaci asa da konkurenci is araTanabar pirobebs.

saxel mwifo politikasa Tu kanonmdebl obaSi momxdari cvl il ebebidan mewarmeebi maTi saqmi anobis xel Semwyobad umTavresad mi iCneven sagadasaxado kodeqsis gamartivebas. cxril i #16

<i>samewarmeo saqmianobis xel Semwyobi cvl il ebebi saxel mwifo pol itikaSi/kanonmdebl obaSi⁶</i>	<i>%</i>
<i>sagadasaxado kodeqsis gamartiveba</i>	64.6
<i>sagadasaxado tvirtis Semcireba</i>	24.4
<i>nebarTvebisa da licenzierebis Sesaxeb kanoni</i>	41.5
<i>stabil izacia qveyanaSi</i>	17.1
<i>korufciis winaarmddeg brZol is gaZl iereba</i>	29.3
<i>qveyanaSi marTI wesrigis ganmtkiceba</i>	13.4
<i>reforma samarTal damcav struqturebSi</i>	15.9
<i>registraciis dros sawesdebo kapital is Semcireba</i>	3.7
<i>swori pol itika biznesTan mimarTebaSi</i>	2.4
<i>el . momaragebis gaumj obeseba</i>	3.7
<i>mTvarobis Secvla</i>	1.2
<i>Tavisufali valwrobisa da konkurenciis Sesaxeb kanoni</i>	2.4
<i>saxel mwifos mier sabanko sistemis xel Sewyoba</i>	1.2
<i>sagzao fondis gauqmeba</i>	3.7
<i>samewarmeo garemos gaumj obeseba</i>	1.2
<i>makontrol ebl ebis Semcireba</i>	2.4

cxrili 15

samewarmeo saqmianobis Semaferxebi ad mewarmeTa umetesoba ise v gadasaxadebTan dakavSirebul cvl il ebas Tvl ian, kerZod maTTvis probl emuria maRal i sagadasaxado tvirtis. xel isSemSi el ad Tvl ian agreTve fasebis zrdasa da mcire da saSual o biznesis xel Sewyobis ararsebobas. cxrili #17.

⁶ respondentebis gamonaTqvamebis Tanaxmad

<i>samewarmeo saqmianobis Semaferxebel i cvl il ebebi saxel mwifo pol itikaSi/kanonmdebl obaSi⁷</i>	<i>%</i>
<i>maRal i sagadasaxado tvirTi</i>	43.5
<i>fasebis zrda</i>	33.9
<i>mcire da saSual o biznesisi xel Sewyobis ararseboba</i>	30.6
<i>ganbaJebis pirobebis garTul eba</i>	14.5
<i>revolucia</i>	1.6
<i>mTavrobis sistematiuri cvl a</i>	6.5
<i>adgil obrivi xel isufli ebis arakompetenturoba</i>	3.2
<i>qveynis institucional uri mouwyobl oba</i>	4.8
<i>qveyanaSi aRricxvianobis mouwesrigebl oba</i>	3.2
<i>miwis privatizaciiis kanoni</i>	1.6
<i>damouki debel i sasamarTI os ararseboba</i>	8.1
<i>saarbitraJo sasamarTI os gauqmeba</i>	1.6
<i>TevzWeris Sesaxeb axal i kanoni</i>	9.7
<i>kanoni rekl amis Sesaxeb</i>	3.2
<i>kanoni mauwyebel obis Sesaxeb</i>	3.2
<i>amnistiisa da aradekl arirebul i sagadasaxado val debl ebebis Sesaxeb kanoni</i>	6.5
<i>energomatarebl ebis maRal i fasi</i>	16.1
<i>social uri fonis gauareseba</i>	1.6
<i>kriminal uri situaciis gauareseba</i>	3.2
<i>sagadasaxado administrirebis meqanizmis sirtul e</i>	12.9
<i>Seusabamoba sakanonmdebl o normatiul aqtebs Soris</i>	8.1
<i>material uri aqtivebis Jurnal iT aRricxva</i>	1.6
<i>registraciis dokumentebis simravl e</i>	1.6
<i>antimonopol iuri samsaxuris gauqmeba</i>	8.1

cxril i 16

mewarmeebs biznesis ganvitaribisTvis momaval Si sasurvel ad miaCniat ZiriTadad gadasaxadebTan dakavSirebul i iseTi cvl il ebebis gatareba, rogoricaa mcire da saSual o biznesis ganTavisufli eba gadasaxadebisgan, sagadasaxado tvirTebis Semcireba. Tumca mewarmeTaTvis aqtual uria aseve sakredito pol itikis sakiTxebi – sakredito ganakveTebi, dabal i procentebi. cxril i #18.

⁷ respondentebis gamonaTqvamebis Tanaxmad

<i>cvl il ebebi, roml ebic mniSvnel ovnad daexmareboda bi znesis ganvi Tarebas⁸</i>	<i>%</i>
<i>mcire da saSual o biznesis ganTavisufi eba gadasaxadebi gan sagadasaxado tvirTebis Semcireba</i>	36.4
<i>fasebis zrdis Semcireba</i>	34.1
<i>qveynis mTI ianobis aRdgena</i>	10.2
<i>ruseTTan urTierTobis gaumj obeseba</i>	5.7
<i>dRG-dan ganTavisufi eba 200000 l aramde</i>	2.3
<i>ind. mewarmeebisaTvis 5 adami ani s dasaqmeba</i>	2.3
<i>ganvi Tar des sofl is meur neoba</i>	5.7
<i>gamartivdes sabaJo wesebi da Semcir des gadasaxadebi</i>	5.7
<i>sagadasaxado samsaxuris zugdidis administraciul teritoriaSi dabruneba</i>	4.5
<i>erovnul i da importul i produqciisaTvis Tanabari pirobebis Seqmna</i>	3.4
<i>sagadasaxadi kodeqsis gamartiveba</i>	11.4
<i>erovnul i produqciis warmoebis da real izaciis xel Sewyoba</i>	3.4
<i>xel isufi ebis Secvl a</i>	1.1
<i>sofl is meur neobis warmoebebis aTvis Zvel i daval ianebebis Camowera</i>	3.4
<i>sainvesticio garemos l iber al izacia</i>	4.5
<i>saarbi traJo sasamar TI os aRdgena</i>	2.3
<i>sabaJo procedurebis gamartiveba</i>	2.3
<i>energomatarebl ebis fasebis daregul ireba</i>	14.8
<i>korufciis winaaRmd eg brZol a</i>	4.5
<i>kanoni rekl amis Sesaxeb</i>	1.1
<i>kanoni mauwyebi obis Sesaxeb</i>	1.1
<i>antimonopol iuri samsaxuris aRdgena</i>	2.3
<i>infrastruqturis ganvi Tareba</i>	3.4
<i>konkurentunariani garemo</i>	2.3
<i>makontrol ebel i organoebis Semcireba</i>	8
<i>kontrabandis winaaRmd eg brZol is gaZl iereba</i>	3.4
<i>radikal uri reformebi ekonomikis asaRorZinebl ad</i>	1.1
<i>pol itikuri stabil uroba</i>	2.3
<i>sainvesticio garemo</i>	4.5
<i>sakanonmdebl o garemos simtkice</i>	1.1
<i>damouki debel i sasamar TI o</i>	6.8
<i>sakredito ganakveTebi, dabal i procentebi</i>	29.5
<i>aRicxvis Jurnal ebis gauqmeba</i>	5.7

cxril i 17

⁸ respondentebis gamonaTqvamebis Tanaxmad

araxel sayrel i biznes-garemosa da biznesis ganviTarebis sirTul eebis miuxedavad, mewarmeebi umetesoba optimisturadaa ganwyobil i, ris dastursac warmoadgens is faqti, rom maTi 69,7% kidev erTxel daiwyebda biznes-saqmianobas. optimizmiT arian ganwyobil ni mewarmeni momavl is mimarTac: maTi mxol od mcire nawil i Tvl is, rom biznes-garemo regionsa da qveyanaSi gauaresdeba, Sesabamisad 17,2% da 11,1%. orjer meti _ regionSi 37,4% da qveyanaSi 39,4% _ Tvl is, rom situacia gaumj obesdeba. diagrama #49.

diagrama 49

