

Brief presentation of BAIT

BAIT was established with the mission to protect the common interests of its members by actively working for the establishing of the digital society in our country, the development of the Bulgarian ICT industry, ICT professionals and the ICT market as a whole.

1. **BAIT** is the biggest, most representative and influential branch organization in the sphere of ICT in Bulgaria. Established in 1995, presently 100+ member companies are enlisted in it with 16 600 ICT specialists working for them who generate 4% of the country's GDP. The Association includes companies in the trend of hardware, software, system integration, networks, telecommunications, Internet suppliers, IoT, Cybersecurity, ERP systems, Game developers, etc.
2. **BAIT** has a dialogue with the government on introducing ICT from the first grade in schools, as well as changing university curricula taking into account the needs of ICT businesses and increasing the admission of students to ICT specialties. BAIT, together with Ministry of Education created the National Program "IT Business Teaches", which later grew into "[Business Teaches](#)". A large number of BAIT members have participated in both modules of the program. Also, with its experts, BAIT participates in the [National Program "Training for IT Skills and Career"](#).
3. **BAIT** actively works with the government to facilitate the hiring procedure of highly qualified specialists from non-EU countries with the so-called European Blue Card Work Permit.
4. **BAIT** works for transparent and competitive business environment and its function is to ensure that the Law on Public Procurement is being respected. In case of any proven violations of the Public Procurement Act BAIT is alerting the Commission for Protection of Competition, the Public Procurement Agency and the respective contracting authority. In this way BAIT protects the interests of its members in front of the various institutions.
5. **BAIT** actively works for the e-government systems' implementation by providing expertise to the public administration and protecting the members' interests in this area. BAIT participates in the Business Council at the e-Government Council of the Council of Ministers of Republic Bulgaria.
Other important topics for the ICT industry on which BAIT works: digital transformation, Industry 4.0, e-Privacy & Security, defense industry and NATO, regulation N-18, copyright and related rights, e-voting, education and trainings, etc.
6. **BAIT** is a [partner and organizer of lots of events](#) which promote the ICT sector. Thus BAIT members could benefit from different discounts from the registration fees or free presence, promotion prices for sponsorship packages or company presentations on the events. For 2022 alone BAIT is a co-organizer/partner and has disseminated information for 278 events.
7. **BAIT** sends regular information to the members for :

ICT events in the country and abroad (very often BAIT is a partner of these events and our members could get a discount of 10 to 30% from the registration fee with the price of the passes between 50 and 1000 euros or free attendance as BAIT members);

- Funds and funding programs in the ICT sector, info days;
- Delegations, trade missions and incentive programs in Bulgaria and abroad with the participation of ICT companies;

Foreign companies looking to cooperate with Bulgarian ICT companies.

BAIT is actively working with the Bulgarian Small and Medium Enterprises Promotion Agency /BSMEPA/ or the identification of foreign markets interesting to BAIT members and a list of useful ICT events/ exhibitions to be submitted to BSMEPA for financing in support of SMEs.

BAIT is among the founders of the new employers' association of the ICT sector created in 2020 – BRAIT.

BAIT is a member of 3 employers' organizations – The Bulgarian Industrial Capital Association (BICA), The Bulgarian Industrial Association (BIA) and The Bulgarian Chamber of Commerce and Industry (BCCI).

BAIT works in a close cooperation with the Heads of Economic and Commercial Offices in the Embassies of Bulgaria around the world.

8. **BAIT** organizes regular [internal b2b meetings of the members](#). They are for the presentation of the new members of BAIT, but are also open for long-term members of the association. They are a good possibility for partnerships and networking. The purpose of the events is our new companies to briefly present their products and services in front of others and to establish partnerships.
9. **BAIT** organizes regular business meetings for the members. At the meetings the special guest speakers are invited to speak on important topics for the ICT industry and ICT politics. The members meetings are a very good platform for networking, contacts and establishment of partnerships between members or with third parties. Guest- speakers till now:

2019 – [Mariya Gabriel](#) – European commissioner of Innovation, Research, Culture, Education and Youth

2018 – [Krum Garkov](#), eu-LISA

2017 – [Mariya Gabriel](#), European Commissioner for Digital Economy and Society.

2016 – [Ivan Totev](#), Mayor of Plovdiv Municipality and [Rosen Jelyazkov](#), Chairman of the State eGovernment Agency.

[2015 BAIT marked 20 years from the founding](#). Deputy Prime Minister Rumiana Bachvarova was the special guest of the members' meeting.

[2015 Eva Paunova, MEP and Nilkolay Angov](#), advisor in the Cabinet of the Deputy Prime Minister in coalition politics and public administration.

[2014 - Sasho Donchev](#), Executive Director and Deputy Chairman of the Board of Directors of "Overgas Inc." AD and [Levon Hampartzumyan](#), CEO and Chairman of the Managing Board of UniCredit Bulbank.

[2013 - Toshko Tomov](#) - Head of the Commercial department in the Embassy of Bulgaria in Turkey and [Ivaylo Kalfin](#) – Former Deputy Prime Minister for Demographic and Social Policies and Minister of Labor and Social Policy.

BAIT organizes seminars and trainings for its members. Here are some of them:

- Intellectual Property in Software Development;
- The Corporate Income Tax Act and the "Weekend Tax";

- Active Use of Social Networks for Business Purposes;
- Are you ready for the digital transformation? Technologies in use of the Wood and Furniture Industry - organized by BAIT and the Branch Chamber of Woodworking and Furniture Industry / BCWFI / ;
- Challenges and Opportunities for Autonomous and Associated Vehicles;
- Seminar: Objects of intellectual property - patent, utility model, copyright.

10. **BAIT Awards** - 12 years in a row BAIT grants the most prestigious industry awards for the contribution to the development of the information and communication technologies known as ICT Oscars. Every edition of the awards distinguishes the achievements in the ICT sector, during the current year in 7 categories. With this initiative BAIT wants to promote the best practice, projects and excellences in the ICT sector, to show that Bulgarian ICT companies could develop and offer world – class level products and services

11. **BAIT** organizes the **Competition "Digital innovators in education"** aims to recognize and promote the good practices in the use of digital content and the wider penetration of information technologies in education, supporting the learning process in all academic discipline.

12. **eSkills for Future** initiative of BAIT. The aim of the project is to inspire young people to take career into ICT industry by informing them about all existing opportunities for courses and re-trainings. On the eSkills For Future platform could be found information about ICT trainings, courses and events in Bulgaria. Currently 40 ICT training courses are enlisted in it. The platform also contains information in a very accessible language for the different ICT professions.

13. **BAIT** established a **National Office for Technology Transfer in the ICT sector**, which aims to provide transfer of knowledge, innovations and technologies between the knowledge providers / ICT companies and the business. As a part of the project the **virtual office** was developed as a web based portal with integrated database, to help the innovators, startups, SMEs and big companies to exchange information, services, tools, know-how and more in the ICT. The registration is free.

14. In 2015, BAIT celebrated its 20th anniversary with a gala dinner with a special guest at the event - Deputy Prime Minister Rumiana Bachvarova. BAIT also celebrated its anniversary with a special anniversary edition - "20 years of BAIT". It is an exciting story about the development of the Bulgarian ICT industry through the eyes of the previous nine chairmen of the Management Board. It includes information in chronological order on the main topics on which BAIT has worked over the years and protected the interests of its members and the ICT industry as a whole. You can view the publication "[20 years of BAIT](#)" [here](#). [Photos from the event](#).

15. In 2020, BAIT celebrated 25 years with the presentation of short films:

[„Happy 25 years BAIT!“](#)

[„25 years BAIT: achievements and initiatives“](#)

On the occasion of the anniversary and with the support of the member companies DAXY and TechnoLogica, BAIT published a new edition of the book "The Golden Decades of BULGARIAN ELECTRONICS". The edition was donated to the libraries of educational institutions which prepare and train staff in the field of information and communication technologies

More info at:



[BAIT website](#) and social profiles

[BAIT Awards](#)

[National Office for Technology Transfer in the ICT sector](#)

[eSkills for Future](#)

Photos and additional information about the meetings of the BAIT member companies can be found at:

2013

[Spring meeting of BAIT member companies with Toshko Tomov - Head, STIV Istanbul.](#)

[Autumn meeting of BAIT member companies - with Ivaylo Kalfin, MEP](#)

2014

[Spring meeting of BAIT member companies with Sasho Donchev](#)

[Autumn meeting of BAIT member companies with Levon Hampartsumyan](#)

2015

[BAIT celebrated its 20th anniversary - a special guest was Deputy Prime Minister Rumiana Bachvarova](#)

[Autumn meeting of BAIT member companies - Eva Paunova, MEP and Nikolay Angov, advisor to R. Bachvarova's political cabinet](#)

2016

[Spring meeting of BAIT member companies - with Ivan Totev, mayor of Plovdiv](#)

[Autumn meeting of BAIT member companies - Rosen Zhelyazkov and Alexander Yolovski, DAEU](#)

2017

[Autumn meeting of BAIT member companies - with Maria Gabriel](#)

2018

["BAIT Awards 2017" ceremony.](#)

[Annual meeting of BAIT members - in Krum Gharkov, eu-LISA](#)

[1st b2b event to introduce new BAIT members](#)

[2nd b2b event to introduce BAIT members](#)

[3rd b2b event to introduce BAIT members](#)

2019

[BAIT Awards 2018 Ceremony.](#)

[4th b2b event for the presentation of BAIT members](#)

[5th b2b event to introduce BAIT members](#)

[Annual meeting of BAIT members - Maria Gabriel, European Commissioner for Innovation, Research, Culture, Education and Youth.](#)

2020

[BAIT Awards 2019 Ceremony](#)

[The awarding ceremony of the winners of the BAIT competition "Digital innovators in education"](#)

2021

[BAIT Awards 2020 Ceremony](#)

[The awarding ceremony of the winners of the BAIT competition "Digital Innovators in Education" 2021](#)

2022

[BAIT Awards 2021 Ceremony](#)

[The awarding ceremony of the winners of the BAIT competition "Digital Innovators in Education" 2022
6th b2b event for the presentation of BAIT members](#)

2023

[BAIT Awards 2022 Ceremony](#)

[The awarding ceremony of the winners of the BAIT competition "Digital Innovators in Education" 2023](#)