



BENEFITS FROM MEMBERSHIP

in the Bulgarian Association of Information Technologies /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.

BAIT unites the efforts and capacity of ICT companies to achieve audibility, respect and synergy in their struggle to solve common challenges.

BAIT assists its members by pursuing a consistent policy of creating a normal market environment in Bulgaria in the field of information technologies, transparency and equality between the companies on the market.

BAIT is actively working to expand the business opportunities for its members by providing various services and establishing partnerships through the association's network.

REASONS TO JOIN US

If it's important to you:

- to become a part of professional community including corporate socially responsible companies from all segments of the ICT industry in Bulgaria;
- to increase your business opportunities both within and outside the country;
- to participate in making policies that directly affect the development of the ICT industry and each company in particular.

Then you are welcome to join the BAIT family.

SPECIFIC BENEFITS FOR MEMBERS

- Participation in [working groups](#) on topics that are important to members. The groups discuss and solve problems, identify and develop good practices. Among the topics in the groups are: education and trainings, attracting high-skilled specialists - non-EU citizens who need Blue Cards, the work- and residence permit for non-EU/EEA nationals, e-government, public procurement, tax and regulatory issues, copyright, e-voting, digital transformation, Industry 4.0, e-Privacy and Security, defense industry and NATO, regulation N18, etc;

- Connections and partnership with international and Bulgarian organizations which provide possibilities to access partners with similar activities. We partner with the Norwegian [IKT Telemark](#), KOTRA Sofia (Bulgarian office of the Korean Government Agency for Business and Investment Promotion), [Sofia Investment Agency](#), the Taiwanese Trade Center - Sofia, Enterprise [Europe Network Bulgaria](#), [JETRO /Japan/](#), etc. BAIT has also signed memorandums of understanding and cooperation with related ICT organizations from the Western Balkans - Macedonia, Albania, Kosovo, Bosnia and Herzegovina and Montenegro.

- Relationship with employers' organizations to which BAIT is a collective member or partner. BAIT is a member of [BIA](#), [BCCI](#), [BICA](#) ; BAIT is among the founders of the new employers' association of the ICT industry - BRAIT, established in 2020

- Regular monthly newsletter with information of upcoming and past events and activities, working groups' activities, activities of the Managing board, etc. The new members have the opportunity to introduce themselves with a short text in the newsletter. The newsletter is distributed via email exclusively to BAIT members only;

- Discounts from registration fees for participation in regional and international conferences and events. For BAIT members the discounts could vary from 10 to 30% or even free of charge. For example, only for the 2022 the companies took advantage of this opportunity from a total of 278 events, 21 of which were paid and the companies saved BGN 3209.68;

- Obtaining regular information on different programs and funds for financing the ICT sector, info days, delegations, trade missions, incentive programs in the country and abroad with the participation of Bulgarian ICT companies; information for foreign companies seeking partnership and cooperation with Bulgarian ICT companies;

- Establishing direct contacts with key figures from the Government, State and European administrations at the [traditional meetings](#) of BAIT members, where these figures are guest speakers. Opportunity for networking and future partnerships;

- Opportunity to increase the popularity of your company through participation with a presentation in front of other BAIT member companies, during regular internal [b2b meetings](#) specially organized for newly accepted companies. The format is also open for long-standing members of BAIT. b2b meetings are also a good opportunity for establishing new partnerships;

- Establishing direct contacts with potential customers by organizing b2b meetings and seminars with companies from other sectors of the economy. Registration in the online platform of the [BAIT National Technology Transfer Office](#);

- Presenting topics relevant to the ICT industry for company employees by organizing workshops, seminars, discussions and presentations with experts on the topics;

- Opportunity to initiate new projects and activities, find associates and use the authority of a recognized organization for their realization;

- Issuing references for innovation for participation in European programs on preferential terms;

- Opportunity your voice to be heard and supported in discussing and defending positions on planned new measures and regulations affecting the ICT industry or a specific area of interest to you;
- Positioning of members through participation in the Association's projects – [BAIT Awards](#) and [eSkills For Future, Competition "Digital Innovators in Education"](#).