

# Bulgarian Technology Outsourcing Resource CheatSheet



## Quick Facts About Bulgaria

- TIMEZONE: 7 Hours ahead of New York City
- EU MEMBERSHIP: Since 2007 NATO Member
- MAJOR CITY: Sofia
- TRANSPORTATION: All Major Airlines
- CURRENCY: Lev – Pegged to Euro at 2:1
- LANGUAGE: Large % of English Speakers.
- POPULATION: 7,101,510 (July 2017 est.)
- UNIVERSITIES: 44 + The American University
- INTERNET SPEED: One of the fastest in the world.
- LEARN MORE: [Click Here](#)



## Technology Outsourcing Companies

- **Point Of Contact:** [Petar Svarc](#)
- **Title:** Partner/Head of Sales & Marketing
- **Email:** [peter@melontech.com](mailto:peter@melontech.com)
- **Phone:** +359 882 550 460
- **Personal Quote:** “Our open, people-first attitude and a long-term approach are at the root of Melon’s growth and positive reputation.”
- **Short BIO:** Petar graduated from the American University in 2002 and started at MelonTech when there were only five enthusiastic people.



- **Company Name:** Melon
- **Company Web Page:** [www.melontech.com](http://www.melontech.com)
- **Year Established:** 2001
- **Company Size:** 150+
- **Areas of Expertise:** [Click Here](#)
- **Marketing/Information Materials:**
  - [Click Here](#) For About PDF
  - [Click Here](#) For Process PDF
  - [Click Here](#) For Portfolio Part 1
  - [Click Here](#) For Portfolio Part 2
- **Billing Rate Range:** 30 to 50 Euros/Hour
- **Sample Of Past/Current Clients:** Coca-Cola, Philips, Bugaboo, Accenture, Novo Nordisk, Telenor, Nokia, Skrill.
- **ERA Accelerator Discount:** 10% First 90 days



- **Point Of Contact:** [Todor Gigilev](#)
- **Title:** CEO
- **Email:** [todor.gigilev@dreamix.eu](mailto:todor.gigilev@dreamix.eu)
- **Phone:** +359 889 958 562
- **Personal Quote:** “Software is defining the future by improving people lives, optimizing businesses and creating new opportunities.”
- **Short BIO:** Todor has a Bachelors and Masters Degree from Sofia University and was in the USA for [ABF's](#) Summer Entrepreneur Program.



- **Company Name:** Dreamix
- **Company Web Page:** [www.dreamix.eu](http://www.dreamix.eu)
- **Year Established:** 2008
- **Company Size:** 50+
- **Areas of Expertise:** [Click Here](#)
- **Marketing/Information Materials:**
  - [Click Here](#) For Dreamix Overview Part 1
  - [Click Here](#) For Dreamix Overview Part 2
  - [Click Here](#) For How We Work
  - [Click Here](#) For Dreamix Team
- **Billing Rate Range:** 30 to 50 Euros/Hour
- **Sample Of Past/Current Clients:** RBS WorldPlay, BNP Paribas, Daimler, CloudCar, United Nations, VistaJet, Ericsson, Twibble, TechTour, Xentio.
- **ERA Accelerator Discount:** 10% First 90 days



- **Point Of Contact:** [Mark Rogers](#)
- **Title:** CEO
- **Email:** [m.rogers@futurist-labs.com](mailto:m.rogers@futurist-labs.com)
- **Phone:** 408 337 2458 (USA)
- **Personal Quote:** “Successful entrepreneurs are disciplined, learn how to get the best talent on their team and are deeply curious about all things.”
- **Short BIO:** Mark is a US Citizen from Silicon Valley living in Bulgaria and has an MBA in international business from Saint John’s University in Rome.



- **Company Name:** Futurist Labs
- **Company Web Page:** [www.futurist-labs.com](http://www.futurist-labs.com)
- **Year Established:** 2015
- **Company Size:** 15+
- **Areas of Expertise:** [Click Here](#)
- **Marketing/Information Materials:**
  - [Click Here](#) For Company Presentation
  - [Click Here](#) For Start-up Services
  - [Click Here](#) For Project Portfolio
  - [Click Here](#) For Future Tech Overview
- **Billing Rate Range:** 30 to 50 Euros/Hour
- **Sample Of Past/Current Clients:** L’Oreal, Ridar Systems, Inko, Earnster, HireSkout, getti, ScoutingZone, ChainDisk.
- **ERA Accelerator Discount:** 10% First 90 days

