



ПРОФИЛ / PROFILE

Силно мотивиран да направя света едно по-добро място

Strongly motivated to make the world a better place.

КОНТАКТ / CONTACT

RESIDENCE:

София, България
Sofia, Bulgaria

LINKEDIN:

<https://www.linkedin.com/in/yavor-djonev-a59893/>

ЯВОР ДЖОНЕВ YAVOR DJONEV

Иноватор / Innovator

РАБОТЕН ОПИТ / WORK EXPERIENCE

Фондация за образователна трансформация, София
Foundation for Educational Transformation, Sofia

Основател / Founder
2017 – present

Сирма Ентерпрайз Системс, София

Sirma Enterprise Systems, Sofia
CEO / 2008 – 2017

БАСКОМ

BASSCOM, Sofia

Зам.председател по образованието
Vice Chairman of Education / 2010 - 2016

Сирма Груп Холдинг АД, София / Съосновател

Sirma Group Holding JSC, Sofia / Cofounder

CEO in USA, Member of the Board, Chairman of Supervisory Board
1992 – 2013

ОБРАЗОВАНИЕ / EDUCATION

The Open University

2018 - 2020

MSc Systems Thinking in Practice

McGill University – Executive Institute

1997 - 2000

Executive Development Course

PERSONAL INFORMATION

1. **Last Name:** Kirov
2. **First Name:** Veselin
3. **Date of Birth:** [REDACTED]
4. **Nationality:** Bulgarian
5. **Marital status:** Married
6. **Education:**

Educational institution [from (date) to (date)]	Degree obtained:
09/86–06/91	Electrical and Automation Engineer, Technical University, Sofia
09/80–6/85	High school with instruction in English

7. **Language skills:** Rate your proficiency on a scale of 1 to 5 (1 - excellent; 5 - basic knowledge)

Language	Reading	Speaking	Writing
English	1	1	1
Russian	1	1	1

8. **Membership in professional organizations:** n/a

9. **Other skills:**

- Master's degree in Electronics and Automation, 22 years of experience in IT;
- Expertise in project management, requirements, and business analysis;
- Design of complex IT solutions, software/hardware, and complex architectures;
- Knowledge of modern technologies, strategies, hardware, and software in the field of ICT;
- Experience in creating complex databases and information monitoring;
- Expertise in the field of IT strategies and global business solutions;
- Practical experience and expertise in the design, evaluation, costing, development, and implementation of comprehensive and complex information systems;.

10. **Current Position:** Head of Development, Project Manager, Sofia, Bulgaria

11. **Years of service with the company:** 21 years

12. **Key Qualifications:**

Requirements	Business analysis, modeling, conversion, object-oriented analysis (UML, RUP), specification development, use cases, requirements management (RequisitePro, DOORS), requirements-based testing.
Project management	8 years of practical experience as a project manager
Software Process	All aspects of the software development process, Software Engineering Body of Knowledge (SWEBOK), Capability Maturity Model (CMM), selection, implementation, and improvement of software processes within the organization, configuration management, release planning, software source control using VSS and CVS, Rational Unified Process (RUP), Extreme Programming (XP).
Platforms	Windows 2003 (.NET), Windows 2000, Windows NT, Linux, Solaris, Unix, DEC VAX, ICL DRX-20
Frameworks	.NET, EJB, COM/COM+, MTS, MFC, OWL
Web Technologies	Microsoft: IIS, ASP, MDAC (OLEDB, ADO), Index Server, .NET. Java: J2EE, Blueprints, servlets, JSP, JDBC, EJB. XML: XML, XSLT, XSL-FO (DocBook to PDF), XML Schema.
Web Services	SOAP, UDDI, WSDL, WSFL, WSCI
Programming programming	Java, Perl, Visual Basic Script, JavaScript, C, C++
Databases	Extensive experience with data analysis, modeling, and database schema development; Oracle RDBMS, PL/SQL, Microsoft SQL Server, T-SQL, Microsoft Access, Computer Associates Erwin, Oracle Designer 2000. Data conversion, migration, and mapping , ETL

13. **Professional experience in the region:**

Country	Date - from - to
Bulgaria	1990 - present

14. Professional experience

From - to	Location	Company	Position	Description
10/93–present	Sofia	Sirma Solutions AD Tsvetan Alexievceco@sir ma.bg d@nenov@panato n.com, CEO	Head of R&D, Project Manager, Systems Architect	Responsible for coordinating Sirma Solutions' research efforts across all diverse ongoing projects, developing project system architecture, architectural design, monitoring project implementation, implementing technological and management standards and norms within the company, and IT infrastructure projects. The scope includes both Sirma Solutions and other units of the Sirma Group.
05/11–present				<p>Inofile - Osmosyz provides web-based components and professional services for the secure, efficient, and affordable preservation, exchange, and storage of structured and unstructured content for partners, thereby reducing the transaction cost by at least 40%. The application specializes in healthcare products and consulting services for the implementation of standards for unstructured content/scanned documents, CDA, XDM, XDS, HL7, CCHIT, and HITSP. The project aims to create an Inofile interface for Fujitsu network scanners, which allows hospitals and clinics to scan batches of documents, perform quality checks on the touchscreen, index the documents with a few simple keystrokes, and upload the documents to a data repository or electronic health record without being tied to a single workstation. This means that critical clinical documents can be added to a patient's record in seconds, rather than being added to a scan queue at the end of a shift, day, or week. It also means secure two-way information exchange across multiple systems, including health information exchange systems, electronic health records, or even personal health databases.</p> <p>Responsibilities: Project Manager</p> <p>Technologies: .Net on XP embedded, Java (on the Ricoh scanner)</p>
12/08–present				<p>Panaton Conferencing</p> <p>Panaton Conferencing is a new voice conferencing solution that allows you to start a web conference with your team with a single call from your phone. Panaton ensures a reliable connection between you and your employees, colleagues, clients, and partners whenever you need it. You can use it in the office, in your hotel room, at a restaurant, in the car, or at the airport—anywhere you need a quick connection with your team. Panaton is accessible whether participants can use their laptops at the moment or just their mobile phone, regardless of whether they are connected to the Internet. Panaton is a solution optimized for travelers who value their time and want to start conference calls with just a few taps on their mobile phone. The solution's key features are:</p> <ul style="list-style-type: none"> • Start a conference call quickly and easily using your mobile phone • Manage conferences in real time via a web or desktop application • Manage conferences via BlackBerry, Android, Windows Mobile, Symbian, Java ME, and iPhone mobile devices • Email and SMS notifications • Integration with CRM systems—Salesforce.com, SugarCRM • Share contacts from Plaxo, Salesforce.com, Google, and Outlook • Synchronization with Outlook and Google calendars • Advanced reporting and analytics capabilities • Ability to record conferences as MP3

	<p>Technologies: CentOS – The Linux distribution on which Panaton is built, Asterisk – Provides the core PBX functionality, Panaton application server – Java-based application server that implements many call features, Adobe Flex, Adobe Air, Android, iOS client, BlackBerry, Windows Phone 8, Outlook plugin, Java, .NET, C#, Objective-C, ActionScript, SOAP, RESTful</p> <p>Responsibilities: System design, requirements gathering, module design and development, project management</p>
04/08–05/11	<p>Buddifinder – an application offering location-based services (LBS), developed by Sirma. Buddifinder allows users to create communities and groups based on their interests and skills. Users can create and manage profiles, search for and add friends, join existing groups or create new ones, explore and create maps, and search for places or friends based on their location. This information is displayed on a map in a way that is relevant to the user's location. Buddifinder consists of several complementary applications:</p> <ul style="list-style-type: none"> • Buddifinder web – a web application that allows users to manage their profiles. • Buddifinder mobile java – provides the app's most important features, such as: searching for and adding friends and groups, sending messages, using maps, and finding a location via GPS or cell ID. The main functionality of the mobile Java channel is location broadcasting. When this feature is enabled, users can see their location, thereby having more opportunities to communicate and interact with one another. • Buddifinder STK – the goal of the application is to enable every user to find their location, even if their phone does not have GPS. The main purpose of the application is to enable users to experience precise positioning even if their phones are not GPS-enabled. The STK software was developed by Sirma specifically to work with Sagem's new A-GPS SIM card, which combines A-GPS and SIM into a single unit. <p>Responsibilities: Project Manager responsible for defining functionality, business analysis, system architecture and design, hardware platform, development and customization of GPS tracking services, client relations, data exchange via web services, etc.</p> <p>Technologies: Java Card, Flex, Java, J2ME, GPS, Cell ID, Wi-Fi</p>
07/08–01/09	<p>Bipper - Bipper Communications AS has developed a concept for monitoring and ensuring the safety of young children's communication. Bipper is a small device designed to eliminate the need for children to carry cell phones. Bipper aims to completely replace mobile phones for children by providing sufficient mobile phone functionality and adding new features such as: a call log for incoming and outgoing calls, a list of alarms (start of school, dinner, practice, etc.), a panic button in case the child is in danger. The panic button activates a GPS tracking system so that the child wearing the Bipper device can be located. Bipper consists of the following modules:</p> <ul style="list-style-type: none"> • Bipper – a mobile GPS device with a child-friendly design, graphical interface, and build quality. • myBipper – an online administrative portal for parents, where they can program and monitor their children's Bippers. • Zwapper – an app based on Near Field Communication (NFC) technology, allowing children to exchange photos and connect within an online social community. • Zwapbook – a safe online community that allows children to communicate with each other (zwaping). • ParentsLinked – an online community for parents. <p>Sirma is the technology partner for the development of Bipper and is responsible for the following project activities:</p> <ul style="list-style-type: none"> • Defining business processes and workflows • Gathering functional requirements • System design and architecture • Development and pilot implementation of the web interface • Implementation of LBS tracking services for the Bipper SIM card • Development/customization of GPS services

	<ul style="list-style-type: none"> • Collaboration on defining hardware requirements, selecting the operating system for the mobile device, and drivers • Development, testing, and integration of all applications on the mobile phone • Integration of systems with existing systems (billing, provisioning, location-providing API) <p>Responsibilities: Project Manager responsible for business analysis, system architecture, SIM Application Toolkit (STK), client relations, etc.</p> <p>Technologies: UML, J2EE, JSF, MyFaces, Richfaces, Hibernate, Near Field Communication, object-oriented, multi-tier architecture, etc.</p> <p>The Jouve content management system is a powerful XML-based solution designed to provide tools for easily managing, manipulating, and organizing data. The product's advantages include: full-text search, the ability to automatically convert PDF or Word documents to XML, the ability to create specific catalogs, dynamic content delivery across multiple channels, and reduced costs and time for marketing new products.</p> <p>Role: Project Manager</p> <p>Technologies: J2EE, XML, RUP, UML, Object-Oriented, multi-tier architecture, OOP, MarkLogic, HTML, JavaScript, CSS, Ajax.</p>
01/07 – 10/07	<p>RecoveryPlanner is a platform for planning incident response. It manages complex processes for creating and adhering to plans, operations, and communications within an organization. The product enables companies to create, manage, and distribute business continuity and disaster recovery plans. RecoveryPlanner is a comprehensive solution that offers exceptional scalability, performance, security, and functionality. RecoveryPlanner allows all stakeholders to work in a unified environment, minimizing the need to acquire and maintain multiple products. Some of the product's features include:</p> <p>Impact Analysis</p> <ul style="list-style-type: none"> • Identification of critical functions, dependencies, and objectives • Identification of resources (people, technology, buildings, equipment, etc.) for recovery. • Risk management • Identifying risks that could affect a business and ranking them according to likelihood of occurrence and degree of impact. • Creating user-friendly risk assessment forms to facilitate analysis. <p>Plan Management</p> <ul style="list-style-type: none"> • Organizing Plans • Structuring plans and forms • Managing hardware, software, and vendors • Organizing teams and responsibilities • Generation of over 100 types of reports and statements <p>Alerts for critical situations and incidents</p> <ul style="list-style-type: none"> • Alerts supporting the planning process, including workflows and maintenance schedules • Incident management notifications <p>Incident management</p> <ul style="list-style-type: none"> • Full real-time incident management • Actions and procedures for critical incidents <p>Role: Project Manager, System Architect</p> <p>Technologies: UML, EJB, eXtreme Programming (XP), AJAX, JavaScript, Ajax4jsf, JSF (MyFaces/Tomahawk/Sandbox), MySQL, Hibernate, SVN, JUnit,</p>

12/06–04/07	<p>CruiseControl, ANT, Linux, Tomcat/Apache, object-oriented, multi-tier, web-based architecture, Web Services/XML/SOAP</p> <p>The GE Medical Content Management System is a powerful XML-based solution designed to provide tools for easy management, manipulation, and sharing of data. The product's advantages include: full-text search, the ability to automatically convert PDF or Word documents to XML, the ability to create specific catalogs, dynamic content presentation across multiple channels, and reduced costs and time-to-market for new products</p> <p>Role: Project Manager, Designer</p> <p>Technologies: UML, J2EE, Java, Web Services/XML/SOAP, Tomcat, Apache Lucene, EJB, Yahoo AJAX Kit, DHTML, JavaScript, MySQL, Object-oriented, Web-based, Web Services-oriented architecture</p>
12/5–12/06	<p>X1 Search Engine</p> <p>X1 Enterprise Server is the heart of the X1 platform. It consists of several different components that interact to achieve a highly distributed search environment. The system is responsible for indexing data from various types of sources, including file systems, databases, websites, and others, providing fast search results to the client. The system can be configured to use additional data sources.</p> <p>The main components of the system are:</p> <ul style="list-style-type: none"> • Connector Engine for collecting data from various types of sources • Index Engine for indexing the collected data • Federation Engine for consolidating indexed data from various sources • System Management Engine <p>The X1 Connector Engine performs authentication and establishes a connection to the primary corporate data sources.</p> <p>The X1 Index Engine indexes all documents sent by the X1 Connector Engine while simultaneously responding to requests from the Federation Engine.</p> <p>As the primary hub in the X1 Enterprise Server, the X1 Federation Engine receives queries from X1 clients (or other applications) and aggregates responses from all X1 Index Engines.</p> <p>The X1 System Management Engine manages system administration, remote installation, performance monitoring, logging, and other operations of the other Enterprise Server components.</p> <p>Technologies: RUP, UML, J2EE, Java runtime - J2SE 1.5, JNI, JavaSpaces, Apache Lucene, Apache Derby, Stellent, .NET, ASPX, Apache ANT, Wise Installation, JIRA, Perforce, Web Services/XML/SOAP</p> <p>Role: Team Lead, system architecture development, project management, client relationship management;</p>
6/05–present	<p>ESP opsEnvironmental Suite</p> <p>A web-based solution that enables flexible emissions planning in accordance with corporate and government regulations, as well as risk management and control of harmful gas emissions.</p> <p>The software features automated task management, a flexible reporting system that covers virtually all reporting needs at any level of the company, and a powerful module for calculating emissions levels. The product is also based on an open architecture, which allows for easy integration with other existing systems</p> <p>Role: Designer, system architecture design, project management, client relationship management;</p> <p>Technologies: UML, Microsoft C#, ASP.NET, XML, COM/DCOM, C++, Microsoft IIS 5/6, Microsoft Windows Server 2000/2003, MS SQL Server 2000, Oracle 9i/10g.</p>
06/07–06/08	<p>wsmo4j</p> <p>Description: Wsmo4j is an API and reference implementation for building applications for semantic web services and semantic business processes,</p>

	<p>based on the Web Services Modeling Ontology and the Business Process Modeling Ontology. Wsmo4j is partially funded by the EU IST research projects DIP, SemanticGov, and SUPER, as well as by the FIT-IT project RW2.</p> <p>Role: Software Team Lead, Ontology Development, Standards and technologies used: Business modeling with UML, Java, XML, web services, business process modeling, WS-BPEL, BPMN, RUP.</p>
3/04–12/05	<p>DIP (Project funded by the European Commission under Framework Program 5) The objectives of the DIP project are to develop and extend the Semantic Web and Semantic Web technologies to create a new technological infrastructure for Semantic Web Services (SWS)—an environment in which different web services can cooperate automatically. The project's long-term mission is to contribute to the development of e-government, e-business, and e-services. Ontotext (a business unit of Sirma) participates in ontology management, the definition of Semantic Web Services, system architecture, standardization, and the selection of new technologies.</p> <p>Role: Senior Business Analyst, Ontology Developer Technologies: Java, UML, XML, RUP, Web Services/XML/SOAP, business process modeling, WS-BPEL, BPMN</p>
1/06–12/06	<p>SUPER (Semantics Utilized for Process Management within and between Enterprises) SUPER is a project funded under the EU's 6th Framework Programme, aimed at adding semantics to Business Process Management The main goal of SUPER is to facilitate communication and Business Process Management (BPM) between business specialists and IT specialists. The project focuses on simplifying BPM so that it can be carried out by the business and business people, rather than by IT specialists, as is currently the case. To achieve this goal, BPM must be accessible to business experts at the semantic level. The Semantic Web, and in particular Semantic Web Services (SWS) technologies, offer integration of various applications at the semantic level. By combining SWS and BPM and developing a consolidated technology, SUPER creates new horizontal ontologies to support domain-specific annotations. The project aims to provide a semantic, Semantic Web Services-based, context-aware platform that acquires, organizes, shares, and utilizes knowledge embedded in the business processes of existing information systems and software.</p> <p>Role: Project Manager, responsible for design, system, and user requirements Technologies and standards used: Java, UML, XML, Web Services, business process modeling, WS-BPEL, BPMN, RUP, CASE tools</p>
04/05–08/05 05/02–06/03	<p>Chemical Substances Registry, Phases 1 and 2 The Electronic Chemical Substances Registry is designed to search the chemical substances registry database based on specified criteria. Searches can be performed using either a single criterion or a combination of criteria, depending on the type of catalog being searched—EINECS Catalog, ELINCS Catalog, and Annex I. Once search results are found, they can be printed and/or copied into another program (e.g., a text editor). The desktop version of the application allows for updating (synchronizing) the local database with the registry's main database using special update files. The Internet/intranet version of the application also provides for authorized database administration (adding new compounds, deleting and editing existing ones, etc.). The system provides easy navigation and a fast search process within its comprehensive database, which contains over 120,000 chemical substances, preparations, and products. In 2006, the system was updated and a new version was implemented Role: Business Analyst Technologies: JSP, JavaScript, Java Servlets, J2EE/JDK, Jiraffe (Sirma framework), JDBC, Jakarta Tomcat Application Server, Apache IIS, MS SQL Server, Visual Basic, MS Visual Studio 6.0, ODBC, SQLite Database, Microsoft Windows Server 2000/2003, Microsoft Windows 98/NT/2000/XP/2003.</p>

11/04-5/05	<p>VocalTec TMS VocalTec is an Israeli company and a global leader in VOIP telephony equipment. Sirma participated in the development of their core platform through the Traffic Management System project. The system is a Windows NT-based application providing comprehensive statistics and reports regarding traffic management and quality of service. Role: Project Manager, Business Analyst Technologies: Java 1.4, JSP, Tomcat, RMI, Radius, SNMP, MySQL.</p>
03/04-01/05	<p>mPay 1 – Mobile Payment System The project aims to create a working prototype of mPay. Electronic Payments System Bulgaria is a next-generation payment system operator. The operator's main goal is to create a high-tech national infrastructure for making electronic payments anywhere and at any time in Bulgaria. Based on the use of mobile phones as new transaction terminals and bank accounts as sources of funds. The company intends to establish the payment system as a joint venture between banks and mobile operators, which will provide a strong impetus to the development of mobile payments and the knowledge economy in Bulgaria, benefiting businesses, citizens, and the economy as a whole. MPAY's core functionality—payments—is supported through the use of mobile payment modules, financial settlement, and interfaces. These modules enable the system to support a growing range of financial instruments, such as credit and debit cards, prepaid accounts, micropayments, bonuses, and more. MPay supports multiple mobile clients and communication methods—WAP, SMS, USSD, SIM Application Toolkit, and J2ME for Java phones. The MPay server is based on Java and J2EE and runs on a J2EE application server. The application server provides a connection to the MPay database, transaction functionality, clustering, and more. MPay uses Oracle 10g EE for data storage and hot-swappable servers to ensure continuous operation. MPay uses encryption to protect information, which is secured both in the database and during transmission. MPay's architecture is modern J2EE, open, ensuring security and 24/7 operation, supporting hundreds of thousands of users. Role: Project Manager, responsible for the design and development of all systems in the MPay prototype. Technologies: J2EE, XML/XSL, UML, RUP, SIM Toolkit, Java 2 Micro Edition, Java 2 Enterprise Edition, Oracle / DB2 databases, WebLogic / WebSphere application servers, Jakarta Tomcat application/web server.</p>
2000-present	<p>EyeBill Billing System (EyeBill) EyeBill Interactive Solutions, PLC is a joint venture between Sirma Group and Nexcom Telecom, LLC. EyeBill is a modular web-based billing platform that automates billing, payments, and customer support for the full spectrum of services—Voice-over-IP, Voice over Broadband, Internet, triple play, and WiMAX. The platform is designed for providers of VoIP, Internet, cable TV, and other services. Integration with hardware solutions from industry leaders such as Cisco, VocalTec, Quintum, and others ensures a seamless and rapid deployment of the billing platform. EyeBill products are used by telecommunications companies worldwide. Technologies: JSP, Tomcat Application Server, Java, RMI, MS SQL Role: Business Analyst, Team Lead</p>
98-99	<p>PLIS - Data Integration Server Description: Sirma developed the interface for a server-based data integration product called ProcedureLink, designed for operating rooms in U.S. hospitals. The product's purpose is to interface with the various information systems within the hospital, collecting data and linking them together. For example: ProcedureLink can answer queries such as: How much will it cost the hospital to perform procedure X? Is the hospital losing money on this procedure? What health insurance does the patient have? What are Dr. X's preferred tools? and so on. This enables rapid analysis and statistics on surgeries, which significantly improves the management of the hospital's financial resources. PLIS offers the following functionalities:</p>

	<ul style="list-style-type: none"> • Catalogs the data obtained from each system in the operating room and describes their structural details, including type, location, period, etc.; • Creates a new type of information, allowing users to combine existing information in new ways; • Converts unstructured data into a standard format (XML) that can be used directly by people or other systems, and stores the latest version(s) if necessary • Monitors the available data and notifies the relevant users (or systems) when something is missing or has been entered incorrectly • Allows relevant authorized users (or systems) to query the available information. <p>Role: Project Manager Technologies: Java, XML, open-source products (JetSpeed, etc.), PostgreSQL, JUnit, etc.</p>
99	<p>RDOCS – Market Research Online Publication System The system was developed for William Blair LLC, a client of Nextera Enterprises. The system enables the investment bank to quickly publish its market research simultaneously to in-house analysts via the intranet and to the firm’s clients via the internet. The system has been in operation since 1998. It was a web application developed using a Cold Fusion application server and Microsoft SQL Server ver. 7. A second, improved version of the product was implemented in 1999.</p> <p>Role: Project Manager Technologies: IIS, ColdFusion for UI development, C++ for the business logic layer, Microsoft SQL Server 7.0</p>
99	<p>Product: EV Diemaker Recipient of the prestigious European Information Society Technology Prize. The award is presented annually for “innovative products in the field of IT with significant market potential.” EV Diemaker is a system for the design and production of metal-bladed dies and related accessories.</p> <p>98-99 NextNet (Nextera corporate intranet), A typical corporate intranet application consisting of a document management subsystem, a human resources module, project management modules, etc. It has been in use at Nextera since 1999.</p> <p>Technologies: IIS, ColdFusion for UI development, C++ for the business logic layer, Microsoft SQL Server 6.5, Oracle, Sybase Role: Business Analyst, Senior Programmer</p>
1997	<p>Global View, a CAD system for the packaging industry. Role: Business Analyst, Senior Programmer</p>
1996	<p>Vulcan – Automated fire control system for an artillery division A comprehensive fire control system for an artillery division (battery) was developed. The system can control the fire of an artillery division consisting of up to four batteries. Each battery can have up to eight multiple launch rocket systems (MLRS), self-propelled guns (howitzers), or self-propelled (towed) mortars. The system is based on a geographic information system and displays a geographic map on the screens of the control computers. All other necessary information is displayed on this geographic map: battle order, target locations, combat plans, etc.</p> <p>Technologies: Borland C++, ESRI GIS Role: Team Leader, Senior Programmer</p>
95	<p>RTF to First Call Format Converter A component that converts market research documents from RTF format (Microsoft Word document) to First Call format, used by First Call Corp. in the company’s market research publishing systems. The First Call format is essentially a text format (80-column-wide text terminals). The component was written in C++ and implemented at a number of investment banks by Nextera. Among these banks are BankBoston</p>

	<p>Robertson Stephens, Thomas Weisel Partners, and others. The first version was released in 1995 and has since undergone three major enhancements. Role: Business Analyst, Senior Programmer</p>			
94-95	<p>EcoRisk was developed to address the growing need for computer modeling and the application of accumulated environmental knowledge. EcoRisk serves as a foundation for developing software applications for decision-making under emergency conditions, predicting random events, and studying long-term environmental impacts. The goal is to create an intelligent environment for modeling and decision-making under unforeseen circumstances. Role: Team Leader, Senior Programmer Technologies: Visual C++, MS Access 2000, SQL 2000, JSP, Tomcat server, web interface</p>			
94-96	<p>Forex Assistant An information system designed to support the daily work of currency dealers at banks and financial institutions. The program is designed to perform a variety of specialized functions. All data is processed automatically; the system calculates and provides accurate information on currency positions, current balance, and the status of the currency portfolio. The system supports three types of transactions: account-to-account, gross delivery, and netting. Depending on the transaction type, there are specific rules and conditions for processing transactions, positions, and reports. Forex Assistant supports all types of spot foreign exchange transactions, forward, and swap transactions. Role: Business Analyst, Team Leader, Senior Programmer Technologies: Borland C++, Code Base, Formula One</p>			
93-94	<p>Extrusion Tools Expert Selector (ETES) The ETES application was developed for the needs of the aluminum industry. Image processing, pattern matching, and nonlinear optimization are among the technologies used. Technologies: Borland C++</p>			
1992	<p>IWA - Intelligent Workstation Architecture IWA is an architecture for developing applications for performance support. It integrates databases and hypertext documents into a highly interactive environment. IWA applications are well-suited for service providers dealing with complex information flows and making complex decisions. IWA allows the user to consult on a given problem by changing predefined information and playing out different scenarios. A prototype was initially developed for the needs of Revenue Canada Taxation. Role: Business Analyst, Team Lead, Senior Programmer</p>			
From - to	Location	Company	Position	Description
02/92-11/92	Sofia	UniTech Ltd.	Programmer	Software project development, testing
04/90-06/91	Sofia	Telematics	Programmer	Software development, testing

Veselin Kirov:

Yordan Stoyanov Nedev – Member of the Board of Directors, business address: Sofia, 135 Tsarigradsko Shose Blvd.

Information on all companies and partnerships in which Mr. Nedev has been a partner over the past five years:

- a. Does not participate in companies as a general partner;
- b. He is a partner in the following companies:
 - “Suzana and Vesko – SV” Ltd. – Kovachevitsa village.

Information on all companies and partnerships in which Mr. Nedev has been a member of an administrative, management, or supervisory body and/or a senior executive over the past five years:

- “Bianor Services” Ltd. – Manager – 2013–2014
- “Holding BDZ” EAD – Executive Director – 2011–2012
- “MMD Scale” Ltd. – Manager – 2007–2011

Authorized representative/manager/member of a management/supervisory body in 2020:

- Member of the Board of Directors of KIBI “Bushido”;
- Trustee of the “Alexander” Foundation.

Information regarding any insolvency, receivership, or liquidation with which Mr. Nedev has been associated in the past five years while acting in his capacity as a member of an administrative, management, or supervisory body or as a senior executive:

- “MMD Scale” Ltd., UIC 175399653, with address: Sofia, Beli Brezi Residential Complex, Block 2 – in liquidation, for removal from the Commercial Register without insolvency or unsatisfied creditors. Mr. Nedev served as manager and liquidator.

He has not been:

- convicted of fraud;
- associated with insolvency or receivership, in his capacity as a member of an administrative, management, or supervisory body or as a senior executive;
- officially publicly indicted and/or sanctioned by legal or regulatory authorities (including certain professional bodies);
- deprived by a court of the right to serve as a member of the administrative, management, or supervisory bodies of an issuer, or to hold executive positions or perform duties for an issuer.

Yordan Nedev is a financier and expert with extensive management and consulting experience.

Yordan Nedev began his career at the Bulgarian office of the German consulting firm Roland Berger, where he worked on the privatization of Bulgarian enterprises. After returning to Bulgaria, Mr. Nedev worked as a financial consultant on the initial public offering of Investor.bg on the Bulgarian Stock Exchange, after which he served as its CEO. He served as manager of the licensed investment intermediary CEE Securities before joining the team at MMD Partners in 2005, where he led the financial advisory practice. In 2011, following two successful consulting projects in the sector, he took over the management of Holding BDZ EAD, implementing a comprehensive restructuring of operations, strengthening financial and operational controls, and improving commercial practices. From April 2013 to September 2014, he served as manager of Bianor Services EOOD, a software development company.

Yordan Nedev holds a bachelor’s degree in economics from the Faculty of Economics at Sofia University “St. Kliment Ohridski,” and in 2002, he earned a master’s degree in finance from the London Business School in the United Kingdom.

Martin Paev Bio

Date: 18 May 2022

Martin Paev, CFA
Chairman
SORTIS GROUP



Martin Paev, CFA is the founder and Chairman of SORTIS GROUP with 25+ years of investment banking, M&A, private equity and asset management experience. He started his financial career at ING Barings (Frankfurt-am-Main, Germany) and then worked for ETEBA (investment bank of National Bank of Greece) and Balkan Advisory Company (investment banking boutique).

Mr. Paev was among the first equity analysts in the Bulgarian stock market and a proponent of the development of the capital markets in Bulgaria. He structured and managed the first Real Estate Investment Trust in Bulgaria (TBI-BAC REIT) and then was Executive Director of Address Invest, the investment arm of AG Capital, the largest Bulgarian real estate advisory firm.

In 2006 Mr. Paev established his own investment banking and asset management business, comprising of:

- 🌐 SORTIS INVEST - investment banking, mergers & acquisitions, private equity, debt advisory
- 🌐 SORTIS REAL ESTATE - real estate investment management
- 🌐 SORTIS VENTURES - private equity and venture capital investment management
- 🌐 SORTIS HOSPITALITY - hotel and hospitality asset management

Mr. Paev is member of the Board of Directors of Cremio, a leading European manufacturer of vegetable cream and milk. He used to be an independent member of the Board of Directors of City Properties ADSIC, a REIT listed on the Bulgarian Stock Exchange.

Mr. Paev has advised numerous technology companies in his career, including Vodafone, Telenor, Pantel, ProSoft, FinAnalytica, SpeedyNet, Atlantis.bg, TechnoLogica, DataStork, Viridi Data Centers and many other.

Educated in Bulgaria, the Netherlands and Germany, Mr. Paev holds a Master's degree in Banking and Finance and a Bachelor's degree in Business Administration. He is a CFA® Charterholder, a member of CFA Institute (USA) and former board member of the Bulgarian CFA Society.

Mr. Paev is a regular speaker at private equity and investment conferences for Central and Eastern Europe.



ПРОФИЛ / PROFILE

В пресечената точка между право, технологии и бизнес

At the intersection of law, technology, and business.

КОНТАКТ / CONTACT

RESIDENCE:

София, България
Sofia, Bulgaria

LINKEDIN:

<https://www.linkedin.com/in/peio-popov/>

ПЕЙО ПОПОВ PEIO POPOV

РАБОТЕН ОПИТ / WORK EXPERIENCE

Ontotext USA

Онтотекст САЩ, New York
VP Business Operations
2015 – Present

Sirma AI / Ontotext

Сирма Ей Ай / Онтотекст, Sofia
Legal Advisor – Commercial
FSI and Media Verticals Lead
2012 – Present

СЕР България

SEP Bulgaria, София
Legal Advisor – Commercial and Compliance
Product manager – PKI Services
2008-2011

IBM България

IBM Bulgaria, София / Contracts and Negotiations
2005-2007

ОБРАЗОВАНИЕ / EDUCATION

Harvard Business School Online

2018
Leadership with Finance
Negotiation

Sofia University – Law

1999 - 2004
LLM

Chavdar Velizarov Dimitrov, business address: Sofia, 135 Tsarigradsko Shose Blvd.

Information on all companies and partnerships in which Mr. Dimitrov has been a partner over the past five years:

- a. He does not participate in companies as a general partner;
- b. He is a shareholder in the following companies:
 - "Sirma Group Holding" AD, UIC 200101236, address: Sofia, 135 Tsarigradsko Shose Blvd.

Information on all companies and partnerships in which Mr. Dimitrov has been a member of an administrative, management, or supervisory body and/or a senior executive over the past five years:

- "Sirma Solutions" AD, UIC 040529004, address: Sofia, 135 Tsarigradsko Shose Blvd.
- "Datikum" AD, UIC 200558943, address: Sofia, 135 Tsarigradsko Shose Blvd.
- "Sirma Medical Systems," UIC 2 0 4 0 5 4 8 5 5, address: Sofia, 135 Tsarigradsko Shose Blvd.
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Information regarding any insolvency, receivership, or liquidation with which Mr. Dimitrov has been associated in the past five years, acting in his capacity as a member of an administrative, management, or supervisory body or as a senior executive:

- In his capacity as a member of an administrative, management, or supervisory body or as a senior executive, Mr. Dimitrov has not been involved in any insolvency, receivership, or liquidation proceedings in the past five years.

has not been:

- convicted of fraud;
- involved in any insolvency or receivership proceedings in his capacity as a member of an administrative, management, or supervisory body or as a senior executive;
- officially publicly indicted and/or sanctioned by legal or regulatory authorities (including certain professional bodies);
- deprived by a court of the right to be a member of the administrative, management, or supervisory bodies of an issuer or to hold executive positions or conduct the business of any issuer.

Chavdar Dimitrov is a member of the Board of Directors of Sirma Group Holding AD and Datikum AD.

While still a student, he participated in the company's founding in 1992 and has worked at Sirma ever since. Over the years, he has held various positions related to programming—programmer, team leader, and project manager.

In 2005, he became Administrative Director and later Human Resources Director at Sirma Group Holding AD. He held this position until August 2009. From February 2009 to 2016, he served as Executive Director of Sirma Solutions AD.

Mr. Dimitrov holds a Master's degree in Computer Science from the Faculty of Mathematics and Informatics at Sofia University.

Tsvetan Borisov Alexiev – Member of the Board of Directors and Executive Director, business address: Sofia, 135 Tsarigradsko Shose Blvd.

Information on all companies and partnerships in which Mr. Alexiev has been a partner over the past five years:

- c. Does not participate in companies as a general partner;
- d. He participates as a partner in the following companies:
 - "Sirma Group Holding" AD, UIC 200101236, address: Sofia, 135 Tsarigradsko Shose Blvd.;

- “Sirma Solutions” AD, UIC 040529004, address: Sofia, 135 Tsarigradsko Shose Blvd. – until 2014

Information on all companies and partnerships in which Mr. Alexiev has been a member of an administrative, management, or supervisory body and/or a senior executive over the past five years:

- “Sirma Business Consulting” AD, UIC 175445129, address: Sofia, 135 Tsarigradsko Shose Blvd.
- “Sirma Group Holding” AD, UIC 200101236, address: Sofia, 135 Tsarigradsko Shose Blvd.
- “Sirma Solutions” AD, UIC 040529004, address: Sofia, 135 Tsarigradsko Shose Blvd.
- “Sirma AI” EAD, UIC 200421236, address: Sofia, 135 Tsarigradsko Shose Blvd.
- “Datikum” AD, UIC 200558943, address: Sofia, 135 Tsarigradsko Shose Blvd.;
- “Ontotext” AD, UIC 200356710, address: Sofia, 135 Tsarigradsko Shose Blvd.;
- Engview Systems Sofia AD, UIC 201277917, address: Sofia, 135 Tsarigradsko Shose Blvd.
- Member of the Board of Directors of “Sirma” SA, Albania

Information regarding any insolvency, receivership, or liquidation with which Mr. Alexiev has been associated in the past five years in his capacity as a member of an administrative, management, or supervisory body or as a senior executive:

- In his capacity as a member of an administrative, management, or supervisory body or as a senior executive, Mr. Alexiev has not been involved in any insolvency, receivership, or liquidation proceedings in the past five years.

He has not been:

- convicted of fraud;
- involved in any insolvency or receivership proceedings in his capacity as a member of an administrative, management, or supervisory body or as a senior executive;
- officially and publicly charged and/or sanctioned by legal or regulatory authorities (including certain professional bodies);
- deprived by a court of the right to be a member of the administrative, management, or supervisory bodies of an issuer or to hold executive positions or conduct the business of any issuer.

Tsvetan Alexiev is the Chief Executive Officer of Sirma Group Holding AD, Chief Executive Officer and Chairman of the Board of Directors of Sirma Solutions AD, and Chairman of the Board of Directors of “Sirma Business Consulting” AD and a member of the Boards of Directors of “Ontotext” AD and “Datikum” AD. Mr. Alexiev joined Sirma as a software engineer in 1993. He held various positions within the company—team leader, project manager, and department head. Since 2002, he has served as CEO of Sirma Group Holding AD. Mr. Alexiev initiated the restructuring of Sirma into a holding company and the refocusing of its operations from a purely service-oriented company to a holding structure that manages investments in the group’s various businesses, incubates and creates new businesses, attracts investments, and acquires new companies.

Mr. Alexiev is responsible for the overall management of the holding structure and the business development of the group’s largest company—Sirma Solutions AD.

Mr. Alexiev holds a master’s degree in “Computer Systems” from the Technical University of Sofia.

Atanas Kostadinov Kiryakov – Member of the Board of Directors, business address: Sofia, 135 Tsarigradsko Shose Blvd.

Information on all companies and partnerships in which Mr. Kiryakov has been a partner over the past five years:

- e. Does not participate in companies as a general partner;
- f. He participates as a partner in the following companies:
 - “Sirma Group Holding” AD, UIC 200101236, address: Sofia, 135 Tsarigradsko Shose Blvd.

Information on all companies and partnerships in which Mr. Kiryakov has been a member of an administrative, management, or supervisory body and/or a senior executive over the past five years:

- “Sirma Solutions” AD, UIC 040529004, address: Sofia, 135 Tsarigradsko Shose Blvd.
- Engview Systems Sofia AD, UIC 201277917, address: Sofia, 135 Tsarigradsko Shose Blvd.
- “Ontotext” AD, UIC 200356710, address: Sofia, 135 Tsarigradsko Shose Blvd.
- “Sirma AI EAD,” UIC 200421236, address: Sofia, 135 Tsarigradsko Shose Blvd.;

Information regarding any insolvency, receivership, or liquidation with which Mr. Kiryakov has been associated in the past five years in his capacity as a member of an administrative, management, or supervisory body or as a senior executive:

- In his capacity as a member of an administrative, management, or supervisory body or as a senior executive, Mr. Kiryakov has not been involved in any insolvency, receivership, or liquidation proceedings in the past five years.

He has not been:

- convicted of fraud;
- involved in any insolvency or receivership proceedings in his capacity as a member of an administrative, management, or supervisory body or as a senior executive;
- officially and publicly charged and/or sanctioned by legal or regulatory authorities (including certain professional bodies);
- deprived by a court of the right to be a member of the administrative, management, or supervisory bodies of an issuer or to hold executive positions or conduct the business of any issuer.

Atanas Kiryakov is the founder and CEO of Ontotext AG, a market leader in the field of semantic databases and text analysis technologies. Ontotext’s clients include the BBC, the Financial Times, EuroMoney, Oxford University Press, AstraZeneca, the British Museum, the UK Parliament, the National Gallery of the United States, the Getty Trust, and Korea Telecom.

From 2001 to 2004, Mr. Kiryakov served on the Executive Board of BASCOM. He is a member of the Board of Directors of Sirma Group Holding AD and three of the group’s companies, as well as of the Linked Data Benchmarking Council—an international organization for testing NoSQL databases.

Mr. Kiryakov began his career at Sirma as a software engineer in 1993 and, a few years later, became a partner and a member of the Board of Directors. In 2000, he founded Ontotext, which in 2008 attracted a €2.5 million investment from the venture capital fund NEVEQ. Ontotext has invested over 400 person-years in research and product development and has won a number of innovation awards: the Pythagoras Award from the Ministry of Education and Science in 2010, the BAIT Award in 2013, the Washington Post Award in 2014 (for the OpenPolicy product), and the Innovative Enterprise of the Year Award in 2014.

Mr. Kiryakov earned his master’s degree in Computer Science from Sofia University “St. Kliment Ohridski.” Today, he is a leading expert in the field of semantic databases and the author of more than 20 scientific publications with over 3,000 citations.

Georgi Parvanov Marinov— Member of the Board of Directors, business address: Sofia, 135 Tsarigradsko Shose Blvd.

Information on all companies and partnerships in which Mr. Marinov has been a partner over the past five years:

- g. Does not participate in companies as a general partner;
- h. He participates as a partner in the following companies:
 - “Sirma Group Holding” AD, UIC 200101236, address: Sofia, 135 Tsarigradsko Shose Blvd.

Information on all companies and partnerships in which Mr. Marinov has been a member of an administrative, management, or supervisory body and/or a senior executive over the past five years:

- "Sirma Business Consulting" AD, UIC 175445129, address: Sofia, 135 Tsarigradsko Shose Blvd.
- "Sirma Group Holding" AD, UIC 200101236, address: Sofia, 135 Tsarigradsko Shose Blvd.
- Engview Systems Sofia AD, UIC 201277917, address: Sofia, 135 Tsarigradsko Shose Blvd.
- "Engview Systems Corp.", a corporation under the laws of Canada, with its registered office in Canada, Quebec, Montreal, 438 Isabelle Street, Office 103;
- "Pirina Technologies" AD, UIC 175149906, address: Sofia, 135 Tsarigradsko Shose Blvd.

Information regarding any insolvency, receivership, or liquidation with which Mr. Marinov has been associated in the past five years in his capacity as a member of an administrative, management, or supervisory body or as a senior executive:

- In his capacity as a member of an administrative, management, or supervisory body or as a senior executive, Mr. Marinov has not been involved in any insolvency, receivership, or liquidation proceedings in the past five years.

He has not been:

- convicted of fraud;
- involved in any insolvency or receivership proceedings in his capacity as a member of an administrative, management, or supervisory body or as a senior executive;
- officially publicly indicted and/or sanctioned by legal or regulatory authorities (including certain professional bodies);
- deprived by a court of the right to be a member of the administrative, management, or supervisory bodies of an issuer or to hold executive positions or conduct the business of any issuer.

Georgi Marinov is Chairman of the Board of Directors of Sirma Group Holding AD, Executive Director and Chairman of the Management Board of EngView Systems AD, as well as a member of the Management Board of Sirma Business Consulting AD and Pirina Technologies AD.

Mr. Marinov has been with Sirma since its founding in 1992. Over the years, he has held various positions within the company, including software engineer, quality control specialist, team manager, project manager, marketing and sales manager, and business development manager. Since 2003, Mr. Marinov has served as CEO of EngView Systems AD.

Mr. Marinov graduated from the Technical University of Sofia with a master's degree in "Computer Science" and "International Business."