

**AmCham Outsourcing & Offshoring Industry  
Working Group**

*Wednesday, July 6, 2011, 4:00 p.m.  
AmCham Office, Business Park Sofia*

**Participants:**

**Atanas Garov**, COLLIERS International Bulgaria  
**Borislav Stefanov**, InvestBulgaria Agency  
**Boriana Georgieva**, Zobebe Bulgaria  
**Joseph Lazarus**, IBM Global Delivery Center Bulgaria  
**Krassimir Merdzhov**, PricewaterhouseCoopers  
**Milen Raikov**, Ernst & Young Bulgaria  
**Norberto Furiani**, Zobebe Bulgaria  
**Peter Bankov**, Microsoft Bulgaria  
**Stefan Bumov**, Sofica Group

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**MEETING MINUTES**

**A.G.**

Welcomes the participants and briefs the newcomers about the goals of the AmCham Outsourcing and Offshoring working group. There is a huge potential for the outsourcing and offshoring industries in Bulgaria. The main goal of the working group is to be proactive and push initiatives to promote Bulgaria as an attractive investment destination for new service and R&D centers.

Currently the government considers a list with possible legislative amendments to stimulate the investments.

The aim of the meeting is to brainstorm significant investment incentives decreasing the cost of the business and later to prepare a proposal to the government.

**The working group members agreed around the following topics:**

- 1. Job creating incentives;**
- 2. Education and training incentives;**
- 3. Research & Development incentives;**
- 4. Equipment incentives.**

The working group members discussed possible improvements of the EU Funding procedures.

The tax incentives could be achievable and they exist in some of the EU countries. The tax incentives are approved by the EU Commission if they are in line with the state aid restrictions. The approval of the tax incentives will be a difficult process and it should be done in September /before the discussions for the new budget in Bulgaria/.

**The Tax Committee members agreed to advise and to give support to draft possible tax incentives.**

**Borislav Dimitrov and Milen Raikov will provide surveys for the existing incentive schemes in other EU countries.**

**The next steps for the working group are:**

To exchange ideas via e-mail and to prepare a final proposal for the 4 topics;  
To organize a meeting with the relevant governmental authorities.