

American Chamber of Commerce in Bulgaria

U.S. -Bulgaria Joint Training Facilities Database Project

Questionnaire

Company Name: **BSD Bulgaria Ltd**

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CEO Name and Title: Ceng. Tinko Mladenov, CEO

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Brief Company Description:

BSD – Bulgaria Ltd is established in March 1994 with the purpose of developing itself in the field of communication technologies on a constantly growing market.

BSD – Bulgaria Ltd started as system integrator of Cable Systems (LAN и WAN) by introducing products of the leading producers of active network equipment (Enterasys (Cabletron), Digital) and passive network systems (Cima, SMP, Ortronics).

Later on **BSD Bulgaria** extended its product list by adding solutions of Fluke Networks and Exfo for testing the physical and protocol's parameters of communications channels. In the area of fiber optic technologies BSD relies on Pireli Cables' solutions.

Since 2002 **BSD Bulgaria** offer new solution about business developing - AETHRA' video conferencing systems.

In 2004 **BSD Bulgaria** increased products and service area in the field of telecommunication engineering with researching, developing, installing, testing, repairing and delivering services of radiofrequency networks.

Since 2004 a new branch in BSD was established – monitoring systems of seismic activity.

During 2005 **BSD Bulgaria** started offering two new products- bandwidth wireless solutions from Motorola Canopy and network and fiber optic solutions of Nexans.

From the beginning of 2006, BSD Bulgaria started with a new service - Developing Base Station's projects for Mobile operators, including processes of Site Acquisition, Legalization and Project's design.

At the moment **BSD Bulgaria'** product list consist of the following products and services:

Products:

- **ACTIVE NETWORKING EQUIPMENT - *Enterasys;***
 - **PASSIVE NETWORKING EQUIPMENT – *Nexans;***
 - **Fiber optic cables and ACCESSORIES – *Nexans, Prysmian;***
 - **MEASUREMENT DEVICES - *FLUKE Networks and EXFO;***
 - **VIDEO CONFERENCING SYSTEMS – *AETHRA;***
 - **WIRELESS BROADBAND SOLUTIONS – *MOTOROLA;***
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- SYSTEMS OF SEISMIC CONTROL - *KINEMATRICS*.

Services:

- SYSTEM INTEGRATION LAN, WAN, VOIP;
- FIBER OPTIC TRACES' INSTALLATION - *Blown Fibre, Blown Cable*;
- MAINTENANCE AND SERVICE OF FIBER OPTIC AND COPPER TRACES- *Net Tuning*;
- INSTALLATION OF RF (radiofrequency) NETWORKS - *GSM, UMTS*;
- DEVELOPING PROJECTS OF RF (radiofrequency) BASE STATIONS - *Site Acquisition, Site Design, LOS verification*;
- DEVELOPING PROJECTS OF WIRELESS BROADBAND CONNECTIONS - *Site Acquisition, Site Design, LOS verification*;
- INSTALLATION OF VIDEO CONFERENCING SYSTEMS;
- INSTALLATION OF SEISMIC SYSTEMS.

List most important for your company areas of interests connected with the JTF in Bulgaria:

[System integration](#)

List most important types of companies and industries you are seeking for partnership/clients:

[All kinds of companies could be our customers](#)

Specify your experience (if any) in projects connected with the U.S. Army or NATO operations:

[N/A](#)

Do you have follow-up business relationships with U.S. companies after 2006 June Conference and 2006 September Training Seminars on BG-U.S. Joint Training Facilities organized by AmCham and the U.S. Commercial Service in Bulgaria? Please specify:

[No business relations.](#)

[Different registrations were made.](#)

Note: Please return this questionnaire back to AmCham office by e-mail

nadia@amcham.bg or by fax: (02) 9742 741
