

## Motivation letter

By Simeon Stoychev, VP, Global IT Operations and Procurator, Progress

Candidate for AmCham Board

Date: Nov. 3, 2017

Dear AmCham members,

With this letter, I would like to express my interest in joining the AmCham Board of Directors and contributing to the development of the organization and the initiatives it drives to improve the business environment in Bulgaria.

My contribution to AmCham will leverage my unique professional experience. As one of the first employees at Telerik, I've had the opportunity to play an instrumental role in the company's rising from a local startup to a global market leader in its segment in the role of Chief Information Officer. Since joining Telerik in 2005, I've driven and managed a multitude of critical and large-scale projects across the business and the IT divisions. The impact of their results translated into global business and operational excellence. At the end of 2014, Telerik was acquired by the American software corporation, Progress Software (NASDAQ:PRGS), in what became known as one of the biggest M&A deals in Southeastern Europe – a success that I hope other Bulgarian companies will repeat.

As part of one of the biggest and most successful technology companies in Bulgaria, I believe I can contribute to several initiatives that are currently on the AmCham's agenda and also suggest new ones that the other members will benefit from:

- **Business innovation and technology**

In today's highly competitive digital world, technology is what drives business success. With Progress solid expertise in cognitive computing and business application development and customer successes across different industries and markets, we are ready to share best practices and proactively work towards helping Bulgarian businesses take advantage of the latest innovations.

- **Education, HR and CSR**

As one of the biggest IT employers in Bulgaria, we have a deep understanding of the challenges and the opportunities today's businesses are facing to find, keep and develop the best talent. We are committed to developing the educational, HR and CSR landscape and would proactively support AmCham's current efforts.

Progress has always been a significant part of the IT industry in Bulgaria. We believe we have the resources to bring positive change by sharing our knowledge and experience, creating globally recognized products used by some of the most respected organizations and taking the lead in empowering businesses of all industries to innovate.

It would be great if you consider my nomination for a member of the AmCham Board, and we have the opportunity to work together and positively influence the business environment in Bulgaria.

Sincerely Yours,

Simeon Stoychev  
VP, Global IT Operations and Procurator  
Progress