



adasoft®  
single click away



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# I. Our Story

## About Us

We at Adasoft strongly believe that better results can only be achieved when those charged with governance have the complete information about their business readily available, easily accessible, and on time. We are a product company, developing and distributing innovative software solutions that help our clients do their daily routines with a smile.

## Our Motto

Our motto is “Single Click Away”, which means that we are developing and distributing intelligent solutions and all the information that our clients are searching for is easily accessible and comes right on time.

## The Foundation

The company was founded in 1993 by Ms. Eleonora Bilbileva, who holds a Master’s degree in Electronics and is a Certified Public Accountant, and Ms. Zorka Panayotova, who holds a Master’s degree in Economics and a diploma in Accounting.

Initially, our company started distributing and implementing a Payroll system; shortly after that it proceeded with another accounting system. Twenty-five years later, the companies behind those products are still our partners and we are their main representative in the country.

## The Name and the Brand

As the company was founded by two ladies, they decided that it would be a token of pride to name it after Augusta Ada Byron, daughter of the famed British poet Lord Byron. Better known as Ada Lovelace, she was a brilliant mathematician, recognized as the first software developer in the world who wrote the first computer program. If interested, you could find more information about Ada [here](#).

The company is registered as Adasoft Limited, VAT:BG822101173.

## Our Mission, Vision and Goals

Our mission is straight-forward: deliver simple yet intelligent software products that are of great value to the people who use them.

Having dedicated ourselves to improving the lives of our clients, we strive to improve with each new day. Our goal is to revolutionize the market and provide our client with total solutions, so that they can become the biggest players in the market.

## What Makes Us Different

We at Adasoft regard our clients as our partners. We are fully aware that no two clients are alike even though they might work in the same economic sector. That is why our company’s policy is to apply individual approach to each client and each project. We assign an employee who is responsible for each client. In this way, whenever you call us, you will not need to explain everything from scratch: we already know your business.

It's common knowledge that optimized business processes inevitably reduce costs and improve efficiency, effectiveness, and quality. Hence, we develop and distribute flexible solutions that can be tailored in accordance with your specific business needs. At Adasoft we are continuously adopting new technologies and

practices to foresee future demands and accelerate your business processes by using the most appropriate software products and techniques.

Adasoft is a reliable partner – we are at your disposal whenever you need us. Your success is our best advertisement. Most of our clients hear about us not through some large-scale advertising campaigns, but from colleagues who work with us and express strong approval and satisfaction of our service.

### Why Choose Us? Adasoft in Numbers.

**26** years of experience – since 1993.

**98.5** % client satisfaction rate.

**0**-day we start working on your issues the very day they are reported. More than 90% of the cases are resolved on the same day.

**24/6** dedicated support. You have a person in our company who knows your business.

**5.5K+** happy clients. Among them are SMEs and big manufacturing enterprises, ministries and other government entities, universities, academic institutions, municipalities and many more.

### We Speak Your Language

We speak English, Spanish, Bulgarian.

### Doors Open Days

You are welcome every day. Come and meet our friendly staff who are always ready to answer your questions.

## Our Products



**AuditDesktop** – Auditing software



**EasyCheck** – Business management system



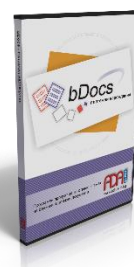
**EasyCheck FMCS** – Financial Management and Control System



**Sipter(i)** – Enterprise Resource Planning System (ERP)



**Teres** – Payroll and HR software



**bDocs** – Software for Payment documents



**Opal X** – Software for Consolidation of Trial balances



**Opal 2005** – Software for Consolidation of Financial Statements



**Equa** – Compares Financial Reports and Trial balances



**Equa Control** – Compares and Consolidates Financial Reports and Trial balances



**Equa .Net** – Report Submission System



**Prime Cost** – Software for calculating the prime cost of the production



**Statistics** – Hospital statistics (developed for one of our clients)



**Cashbook** – Cashbook

## II. The People Behind the Company

### Eleonora Bilbileva – CEO and Senior Partner



After she graduated as an Engineer in Electronics from the Technical University in Sofia, Eleonora started her career as a computer supervisor in the “Calculation Data Centers” in Pazardzhik, a city in South-West Bulgaria. In addition, she gained a lot of experience training people as a teacher in the military school situated in the same city.

She set up her own company called Bilnorday in 1990 and started distributing and implementing Teres, a great Payroll and HR software product. During that time, she earned her second Master’s degree in Accounting and Controlling.

She met Zorka Panayotova and together they founded Adasoft. During the 25 years that followed, Eleonora managed many teams and projects, implementing Accounting, Auditing, ERP, and Payroll software.

She was certified as a Public Accountant in 2004 and ever since has been participating in great many audits as an Auditor and a Partner.

## Zorka Panayotova – CFO and Senior Partner



Zorka holds a Master's degree in Economics from the University of National and World Economy in Sofia. She has gained a lot of experience as a Chief Accountant and HR director in one of the biggest clothing manufacturers in the region (2500 employees). Founding the company in 1993, she combined her substantial expertise in Economics, Accounting, and Management with the IT knowledge of Eleonora to deliver high-quality services to their clients. Soon after founding they transform the company from startup to the most recognizable market leader in the region. As a Team leader and Chair of the company's office in Pazardzhik, Zorka is responsible for the marketing and implementation of company's products and services for the whole region. She has a lot of experience implementing our solutions for a high scale project both in private and public sector. Currently, Zorka is our CFO and HR Director.

## Marin Bilbilev – CMO and Senior Partner



Marin started working in the company while still studying at the New Bulgarian University in Sofia. His first position was advertising and implementing the Accounting system. By that time, he was responsible for the software implementation in the entire region. Five years later he joined the development team and developed some of the company's most recognizable software products: Opal 2005, The Equa Series products, Statistics as well as a few other smaller projects. These products are innovative and have no competitors in the region, hence they are used by thousands of happy clients. Having worked 11 years for the company during which he finished several successful projects, Marin became a Managing Partner. Today his core responsibilities include Adasoft's the business development, partner network, and software implementation.

## George Panayotov – CTO and Senior Partner



George is our Chief Technology Officer and the Head of our Research and Development Department. He holds a Master's degree in Maths and IT from Sofia University "St. Kliment Ohridski". After joining Adasoft he developed highly-valued products such as Primecost, Pharmacy, bDocs, Cashbook, and Opal X.

As Head of our R&D Department, George is the main person behind Adasoft's flagship product – the worldwide recognized audit software AuditDesktop.

Today his core responsibilities include the continuous development of the company's products, the company's security policy as well as discovering and testing new technologies, so that we can offer our clients the best possible solutions.

## Suly Martinez – CMO Americas Region and Partner



Starting her career as CPA, Suly has led the practice of Financial Audits for many projects in Central America and Mexico for more than 10 years. After achieving the CIA designation, she was invited to conform the Internal audit department in Walmart stores Inc. where worked as manager in charge of Real State, Payables, and financial audits/SOX controls. Besides she has acted as Corporate Internal Auditor for some other companies in the region.

During the recent years with an enthusiastic delight for IT, innovation and IS Audit she has becoming a specialist in data analytics and software Implementation for finance, data analysis and audit process improvement solutions.

Suly has joined Adasoft as business development partner for the American continent and currently oversees the development and service of our clients in Latino America. She enjoys helping our clients to achieve their goals in automation and agilization of their

processes in Audit, Risk and Controls. Besides, she also holds MBA, CISA, CRMA, and Internal Audit Quality Validator.

## III. Our Services

Adasoft is a product company, hence our services are related to the implementation and the support of our products. In addition, we offer trainings, consultations, information system auditing, business process analysis and optimization.

We strive to understand the business needs of our clients so that we can provide them with the right solutions to address their goals.



## IV. Offices

### Sofia, Bulgaria (Headquarters)



Poligona, Bl. 43, Ent. 1-offices, Office 5

Sofia 1750, Bulgaria

+359 2 974 4350

office@adasoft.bg

### London, UK



Kemp House

152 - 160 City Road

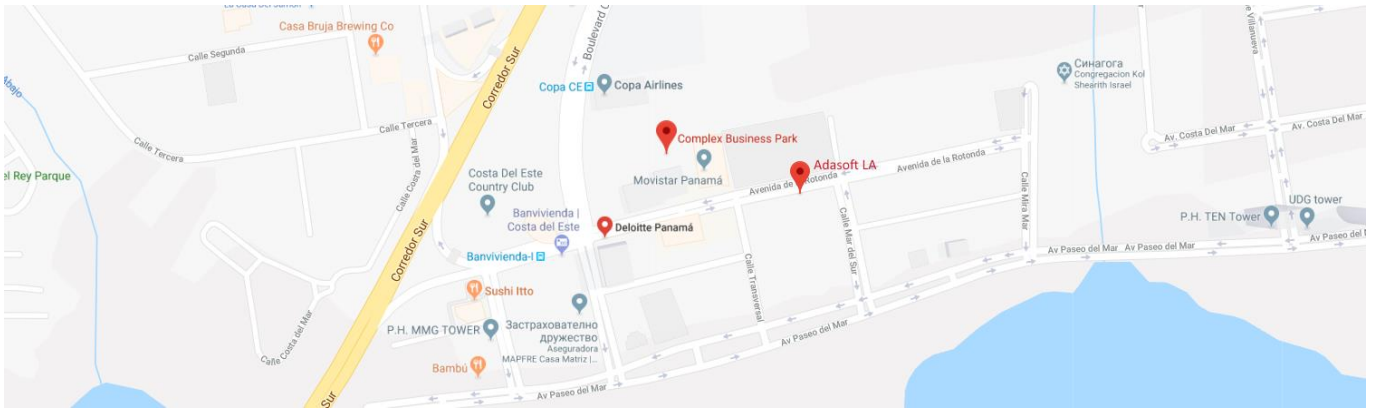
London EC1V 2NX, UK

+44 20 7193 4347

+44 207 175 2200

office.uk@adasoft.bg

## Panama City, Panama



Vía Brasil y Calle Acuaducto,  
Edificio Brazil 405,  
Piso 11, Oficinas B y C, Ciudad de Panamá  
+502 5708 1825  
+507 398 4071  
[office.es@adasoft.bg](mailto:office.es@adasoft.bg)

## V. Partners

### Africa

CPA Partners  
19, Talabi Street  
Off Adeniyi Jones  
Ikeja, Lagos  
Nigeria



**Clement Adefulire**

M: +234 (0) 80 5230 0393

E: [clementa@cpapartners.com.ng](mailto:clementa@cpapartners.com.ng)

**Oloyede Adebayo**

M:+234(0)80 8226 6751

+234(0)80 3448 6138

+234(0)80 9581 8377

E: [adebayoo@cpapartners.com.ng](mailto:adebayoo@cpapartners.com.ng)

### South Asia

Office # 1314,  
13th Floor, Al-Hafeez Heights, Gulberg III,  
Lahore, Pakistan

**SYED OMAIR ALI**

phone: +92 345 469 5989

email: [omair.ali@xs4.co](mailto:omair.ali@xs4.co)



# VI. Certificates

## ISO 9001 Quality management



CISQ is a member of



THE INTERNATIONAL CERTIFICATION NETWORK  
www.iqnet-certification.com

IQNet, the association of the world's first class certification bodies, is the largest provider of management System Certification in the world.  
IQNet is composed of more than 30 bodies and counts over 150 subsidiaries all over the globe.

**СЕРТИФИКАТ № 35442/17/S**  
**CERTIFICATE No. 35442/17/S**

УДОСТОВЕРЯВА, ЧЕ СИСТЕМАТА ЗА УПРАВЛЕНИЕ НА КАЧЕСТВОТО НА  
*IT IS HEREBY CERTIFIED THAT THE QUALITY MANAGEMENT SYSTEM OF*

**АДА-СОФТ ООД**  
**ADA-SOFT LTD**

УЛ. ГАВРИЛ КРЪСТЕВИЧ 6, ПАЗАРДЖИК 4400, БЪЛГАРИЯ  
6, GAVRIL KRASTEVICH STR., 4400 PAZARDZHIK, BULGARIA

ЗА СЛЕДНИТЕ ОПЕРАТИВНИ СТРУКТУРИ / *IN THE FOLLOWING OPERATIONAL UNITS*

Ж. К. ПОЛИГОНА, БЛ. 43, ВХ. 1, ОФИС 5, СОФИЯ 1784, БЪЛГАРИЯ  
RES. C-X POLIGONA, BL. 43, ENTR. 1, OFFICE 5, 1784 SOFIA, BULGARIA

СЪОТВЕТСТВА НА СТАНДАРТ  
*IS IN COMPLIANCE WITH THE STANDARD*

**ISO 9001:2015**

С ОБЛАСТ НА ПРИЛОЖЕНИЕ / *FOR THE FOLLOWING FIELD(S) OF ACTIVITIES*

СЪЗДАВАНЕ, ПРОДАЖБА, ВНЕДРЯВАНЕ И ПОДДРЪЖКАНА ПРОГРАМНИ ПРОДУКТИ.  
*DEVELOPMENT, SALES, IMPLEMENTATION AND SERVICING OF SOFTWARE PRODUCTS.*

За информация относно валидността на сертификата може да посетите [www.rina.org](http://www.rina.org)

For information concerning validity of the certificate, you can visit the site [www.rina.org](http://www.rina.org)

Неприложимите изисвания на стандарта могат да бъдат намерени в документираната информация на организацията.

Reference is to be made to the relevant documented information for the requirements of the standard that cannot be applied to the Organization's management system scope

IAF:33

Валидността на този сертификат зависи от годишните / шестмесечните одити и от цялостния преглед на системата за управление на всеки три години.  
*The validity of this certificate is dependent on an annual / six monthly audit and on a complete review, every three years, of the management system.*

Исполването и валидността на сертификата зависят от спазването на правилата на RINA за сертифициране на системи за управление на качеството.  
*The use and validity of this certificate are subject to compliance with the RINA document : Rules for the certification of Quality Management Systems*

Първо издание <i>First Issue</i>	27.07.2017	Организацията е сертифицирана по гореуказания стандарт от: <i>Organization with Management System certified since:</i>	18/07/2011
Валидност до <i>Expiry Date</i>	27.11.2020	Kalin Panev Balkan Area Manager	
Последна промяна <i>Revision date</i>	27.11.2017		
Подновен на <i>Renewal decision date</i>	27.11.2017	<b>RINA Services S.p.A.</b> Via Corsica 12 - 16128 Genova Italy	



SGQ № 002 A SSI № 001 G  
SGQ № 002 D CAS № 001 H  
PSQ № 012 B PCS № 006 C  
SCL № 033 F LAB № 0832  
SQR № 016 M SIF № 0096  
ITK № 002 L CHG № 002 D  
ENAS № 014 P

Signatory of EA, IAF and ILAC Mutual Recognition Agreements



MEMBER OF MULTILATERAL RECOGNITION ARRANGEMENT



www.cisq.com

CISQ е Италианската Федерация на Органите по Сертифициране на Системи за управление  
CISQ is the Italian Federation of management system Certification Bodies

Form: IBS15SGE-46/2016

ISO 9001:2015, ISO 27001:2013 by RINA

www.adasoft.bg

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# ISO/IEC 27001 Information security management



IONet, the association of the world's first class certification bodies, is the largest provider of management System Certification in the world. IONet is composed of more than 30 bodies and counts over 150 subsidiaries all over the globe.

## СЕРТИФИКАТ № 427/17 CERTIFICATE No.

УДОСТОВЕРЯВА, ЧЕ СИСТЕМАТА ЗА УПРАВЛЕНИЕ НА СИГУРНОСТТА НА ИНФОРМАЦИЯТА НА  
IT IS HEREBY CERTIFIED THAT THE INFORMATION SECURITY MANAGEMENT SYSTEM OPERATED BY

### АДА-СОФТ ООД ADA-SOFT LTD

УЛ. ГАВРИЛ КРЪСТЕВИЧ 6, ПАЗАРДЖИК 4400, БЪЛГАРИЯ  
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СЪОТВЕТСТВА НА СТАНДАРТ  
IS IN COMPLIANCE WITH THE STANDARD

### ISO/IEC 27001:2013

С ОБЛАСТ НА ПРИЛОЖЕНИЕ / FOR THE FOLLOWING FIELD(S) OF ACTIVITIES

СЪЗДАВАНЕ, ПРОДАЖБА, ВНЕДРЯВАНЕ И ПОДДРЪЖКА НА ПРОГРАМНИ ПРОДУКТИ.

DEVELOPMENT, SALES, IMPLEMENTATION AND SUPPORT OF SOFTWARE PRODUCTS.

Използването и валидността на сертификатта зависят от спазването на правилата за сертификация на RINA  
The use and validity of this certificate are subject to compliance with the relevant RINA rules

Първо издание First Issue	27.11.2017
Валидност до Expiry Date	26.11.2020
Последна промяна Revision date	27.11.2017

Kalin Panev  
Balkan Area Manager

RINA Services S.p.A.  
Via Corsica 12 - 16126 Genova Italy



SGQ № 002 A SSI № 001 G  
SGA № 002 D DAP № 001 H  
PRD № 003 B PSE № 004 C  
SCR № 003 F LAB № 0812  
SSE № 008 M ISR № 009E  
ITL № 002 L QH0 № 001 O  
ENAS № 014 F  
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Recognitor Agreements



www.cisq.com  
CISQ е Италианската Федерация на Органите по  
Сертификация на Системи за управление  
CISQ is the Italian Federation of  
management system Certification Bodies

form: CISQ/SGE-06/2015

## BULGARIAN SOFTWARE ASSOCIATION – BASSCOM

Adasoft is a proud member of the Bulgarian Association of Software Companies ([www.basscom.org](http://www.basscom.org)).



# Certificate of Membership 2018

This is to certify the full right membership of

**Adasoft**

in the Bulgarian Association of Software Companies  
(BASSCOM)

Chairman of the Management Board:  
Stamen Kotchkov



## Utility Model

Adasoft holds a Utility model (patent) for "Hybrid multilingual system for financial audit".



The whole documentation translated in English is available here:

<https://cloud.ada-soft.net/index.php/s/nEcJw9NfjejFAR6>

Note: "Audit Services Library" is a subsidiary company of Adasoft.

## VII. Our Clients

We serve companies which vary from “One-man show” type of businesses to employers of over 2500 people. Here are some of our happy clients, grouped according to their economic sector:

### Audit

Company	Short Description	Country	Website
PHINMA CORPORATION	Holding – Energy, Real estate, Education, Health, Hotels	Philippines	<a href="http://www.phinma.com.ph">www.phinma.com.ph</a>
KRESTEN	International chain, the biggest accounting company in the country	Bulgaria	<a href="http://www.bulmar.com/en">www.bulmar.com/en</a>
BULGARIAN NATIONAL AUDIT OFFICE	Audit General	Bulgaria	<a href="http://www.bulnao.government.bg">www.bulnao.government.bg</a>
GLOBAL AUDIT SERVICES	Financial audit, accounting	Bulgaria	<a href="http://www.globalauditservices.com/en">www.globalauditservices.com/en</a>
BREINSTORM	Financial audit, software developing, accounting	Bulgaria	<a href="http://www.brainstorm.bg/eng">www.brainstorm.bg/eng</a>
ANTERA	Financial audit, accounting	Bulgaria	<a href="http://www.atera-bg.com">www.atera-bg.com</a>
BFAK	Financial audit, accounting	Bulgaria	<a href="http://www.bfok.eu">www.bfok.eu</a>
EXISTRA	Financial audit, accounting	Bulgaria	<a href="http://www.existra.com/en">www.existra.com/en</a>
CORRECT	Financial audit, accounting	Bulgaria	<a href="http://www.audit-bg.com">www.audit-bg.com</a>
SILVIX	Financial audit, accounting	Bulgaria	<a href="http://www.silvix.bg/en/home">www.silvix.bg/en/home</a>
MM CONSULT	Financial audit, accounting	Bulgaria	<a href="http://www.mm-consult.eu">www.mm-consult.eu</a>
BALKAN AUDIT	Financial audit, accounting	Bulgaria	<a href="http://www.balkanaudit.com/en">www.balkanaudit.com/en</a>
LITUANIAN AIRPORTS	Airports	Lithuania	<a href="http://www.ltou.lt">www.ltou.lt</a>
FUNDACIÓN GÉNESIS EMPRESARIAL	Fund	Guatemala	<a href="http://www.genesisempresarial.org">www.genesisempresarial.org</a>
CPA PARTNERS	Financial audit, accounting	Nigeria	<a href="http://www.cpapartners.com.ng">www.cpapartners.com.ng</a>
DFK GUATEMALA	International chain	Guatemala	<a href="http://www.amorycpa.com">www.amorycpa.com</a>
BULGARCONTROLA JSC	Compliance and quality control auditor	Bulgaria	<a href="http://www.bulgarkontrola.bg">www.bulgarkontrola.bg</a>
Murillo & Asociados	CPA Firm	Costa Rica	<a href="http://www.murillocr.com">www.murillocr.com</a>
Micelle & Garcia (DFK Intl)	CPA Firm	Equador	<a href="http://www.micelle-inc.com">www.micelle-inc.com</a>

... and 250+ small audit practices in Europe, USA, the Middle East, Africa, and Asia.

### Industrial and Other Producers

Company	Short Description	Country	Website
ELHIM – ISKRA JSC	Manufacturer of lead acid starter and traction batteries	Bulgaria	<a href="http://www.elhim-iskra.com">www.elhim-iskra.com</a>
OGNYANOVO K JSC part of PLENA	The largest existing plant for producing lime products in the country	Bulgaria	<a href="http://www.ognyanovo-k.com">www.ognyanovo-k.com</a>



GRADUS JSC	The biggest chicken producer	Bulgaria	www.gradus.bg
KRISS JSC	Clothing manufacturer	Bulgaria	www.kriss-ad.com
DIMANA JSC	Clothing manufacturer	Bulgaria	www.dimana-batak.weebly.com
BALDARAN SPRING JSC	Mineral and spring water	Bulgaria	www.baldaran.bg
MIHALKOVO LPC	Spring and mineral water	Bulgaria	www.mihalkovo.com
INTERMED ONE	Rose flower products, Hotels	Bulgaria	www.intermed-one.com
WINE UNION JSC	Wine	Bulgaria	www.wineunion.eu
IMPREGNACIA-2000 - JSC	Railway Sleepers producer	Bulgaria	www.impregnacia2000.com

## Public Sector

### Ministries

Ministry	Country	Website
Ministry of Health and all its 106 divisions	Bulgaria	www.mh.government.bg/en
Ministry of Agriculture, Food and Forestry	Bulgaria	www.mzh.government.bg/en
Ministry of Environment and Water	Bulgaria	www.moew.government.bg/en
Ministry of Education and Science	Bulgaria	www.mon.bg/en
Ministry of Energy	Bulgaria	www.me.government.bg/en
Ministry of Culture	Bulgaria	mc.government.bg
Ministry of Labor and Social Policy	Bulgaria	www.mlsp.government.bg
Ministry of Economy	Bulgaria	www.mi.government.bg/en
Ministry of Finance	Bulgaria	www.mi.government.bg/en
Ministry of Justice	Bulgaria	newweb.mjs.bg/en
Council of Ministers	Bulgaria	www.gov.bg

### Municipalities

Municipality	Country	Website
Municipality of Pazardzhik	Bulgaria	www.pazardzhik.bg/en
Municipality of Blagoevgrad	Bulgaria	www.blgmun.com
Municipality of Stara Zagora	Bulgaria	www.starazagora.bg
Municipality of Devin	Bulgaria	www.devin.bg
Municipality of Burgas	Bulgaria	www.burgas.bg
Municipality of Peshtera	Bulgaria	www.peshtera.bg
Municipality of Ihtiman	Bulgaria	www.ihtiman-obshtina.com
Municipality of Velingrad	Bulgaria	www.velingrad.bg
Municipality of Rakovski	Bulgaria	www.rakovski.bg
Municipality of Dobrich	Bulgaria	www.dobrich.bg
... and 40+ more	Bulgaria	

### Health

Health Unit	Country	Website
28 Emergency Units	Bulgaria	www.csmp-sofia.bg

12 Government Hospitals of Psychiatry	Bulgaria	www.dpbkarlukovo.bg
31 Homes for Medical and Social Care for Children	Bulgaria	
29 Regional health centers	Bulgaria	
13 National health centers	Bulgaria	

## Education and Science

Education and Science Unit	Country	Website
Bulgarian Academy of Sciences (BAS)	Bulgaria	www.bas.bg
University of National and World Economy	Bulgaria	www.unwe.bg
Technical University	Bulgaria	www.tu-sofia.bg
Medical University	Bulgaria	www.mu-sofia.bg
Agricultural University	Bulgaria	www.au-plovdiv.bg
University of Ruse	Bulgaria	www.uni-ruse.bg
University of Shumen	Bulgaria	www.shu.bg
University of Plovdiv	Bulgaria	www.uni-plovdiv.bg
University of Forestry	Bulgaria	www.ltu.bg
... and 64 Institutes of Science, Divisions of BAS	Bulgaria	

## VIII. References

The following link provides some of our references: <https://auditdesktop.com/references>