



## Our Journey

In 2024, technology is seamlessly integrated into every aspect of our lives. Digital solutions are all over, and being digital is simply a way of living. But back in 2014, the world didn't seem that way. The widespread adoption and reliance on technology that we see today were still on the horizon. It was a time when the first smartwatches were hitting the market, and selfies, along with selfie sticks, were becoming a global phenomenon.

When we started Mobile Wave Solutions in 2014, the IT landscape of the future was just beginning to emerge. At that time, the UK software industry contributed £50.9 billion to the economy, accounting for 2.9% of its GDP, while Bulgaria had only 40,000 professionals in IT, including 15,000 software engineers. Our mission was to harness the power of technology to create innovative solutions and drive progress in these rapidly evolving markets while contributing to the small at the time IT ecosystems of both the United Kingdom and Bulgaria. Building bridges between people, cultures, and technology has been somehow always a huge part of our DNA.

In 2014, people didn't fully understand the technology sector and were often filled with doubt. It was difficult to be a founder during these times. The challenges were immense, and the path to success was anything but clear. But through sheer determination, unwavering belief, and relentless hard work, we did not only persevered.

Even throughout the unprecedented times of the COVID-19 lockdown and the recent years of market distress in the global economy and the technology sector, Mobile Wave Solutions held firm to our values and commitments. While many companies struggled with layoffs due to economic instability, we ensured that everyone stayed on board, not letting a single person go. This steadfast dedication to our team and our core principles enabled us to weather the storm together, coming out of it stronger and more united.

Fast forward to 2024, and the transformation is nothing, but remarkable. The UK technology sector is now valued at an astounding US\$1 trillion, growing more than 20 times in less than a decade, ranking third globally behind the United States and China. In Bulgaria, the IT industry has expanded to 120,000 professionals, including 80,000 software engineers, doubling their income and standard of living.

As the founder of MWS, witnessing this evolution has been incredibly fulfilling. Our journey began with a small team of five passionate individuals, driven by a vision to make a difference. Today, we have grown into a thriving enterprise with a diverse team in both the United Kingdom and Bulgaria. Our growth is a testament to the hard work, dedication, and innovative spirit of our employees.

Reflecting on our achievements, I am immensely proud of the 200 projects we have successfully delivered across various industries. These projects have not only met but often exceeded our client's expectations, demonstrating our unwavering commitment to quality and innovation. Our solutions have reached 50 million users worldwide, making a significant impact on their lives and businesses.

One of the most rewarding aspects of this journey has been the positive change MWS has brought to the lives of our employees. We've created hundreds of jobs and created opportunities for people dedicated to making a difference. Through their work, their life, and their causes. We've cultivated a supportive and inclusive environment, where technological leaders and changemakers feel at home.

In Bulgaria, our contributions have helped raise the local standard of living and fostered a vibrant tech community. The rapid growth of the IT industry has been a catalyst for economic development, and I am proud that MWS has played a role in this transformation. Today the IT industry in Bulgaria is accounting for 4,5% of the country's GDP and Mobile Wave Solution is one of the columns of this incredible growth and decade of achievements.

In the UK, our presence has bolstered the digital economy. The projects we've undertaken have not only driven business success but also contributed to the overall growth of the tech sector. The trust and collaboration of our clients have been pivotal in our journey, and maintaining a 92% client retention rate is a testament to our strong partnerships and consistent delivery of exceptional results.

As we celebrate our 10th anniversary, I am filled with gratitude and optimism. The journey from 2014 to 2024 has been one of transformation, resilience, and relentless pursuit of excellence. Mobile Wave Solution has grown from a startup into a global leader in software solutions, changing lives and industries along the way.

Our story is not just about numbers but about the people who have been part of this incredible journey—our employees, clients, and partners. From just an idea, we became a community driven by innovation and the pursuit of excellence.

Looking ahead, I am excited about the future. We are looking forward to embracing new challenges and opportunities, continuing to innovate, and drive progress. Together, we will build on this solid foundation and achieve even greater heights in the next decade and beyond.

Thank you for being part of our journey.

**Omid Rezvani**  
CEO

