

What's this **light ahead** ... of a tunnel?

AI Factory, future talent and regional horizons



Bulgarian Robotics & AI Nexus

Prof. Simeon Stoyanov | Managing Director, BRAIN++ AI Factory | Varna, 7 October 2026



Co-funded by
the European Union



EuroHPC
Joint Undertaking

2023

What can AI do?

2026

Who controls it, and who benefits?

Three things decide the answer: **compute · people · cooperation**

Value moves from the model to its use



From chatbots to

Agents

AI no longer answers. It acts, end to end.



From training to

Inference

Trained once, used millions of times:
~80% of future compute, by our estimate.



From data to

Know-how

Every prompt teaches AI how you work.

The value stays with whoever runs the workflows. Make sure that is you.

BRAIN++: your door to Europe's AI Factories

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AI Factories in Europe

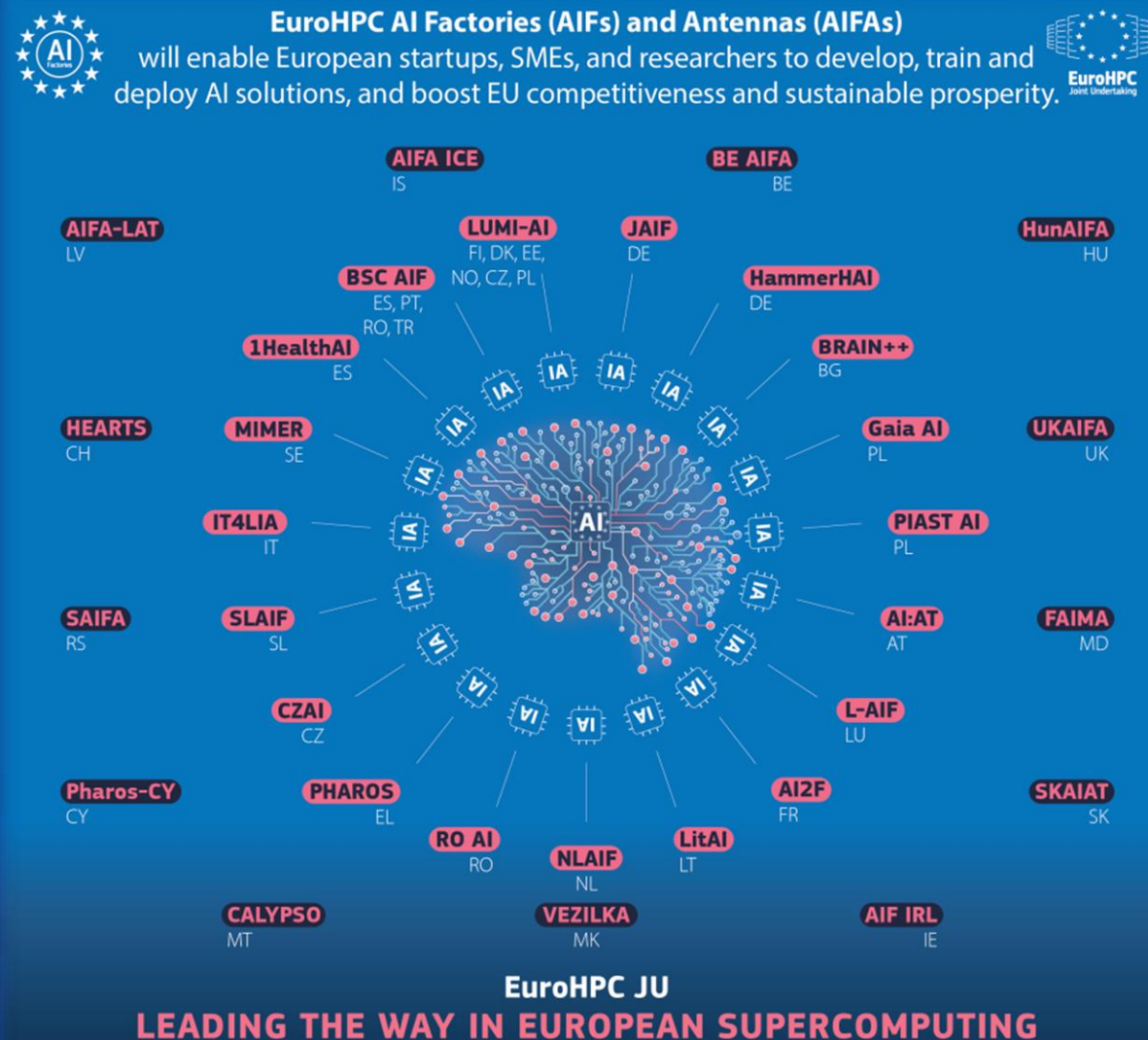
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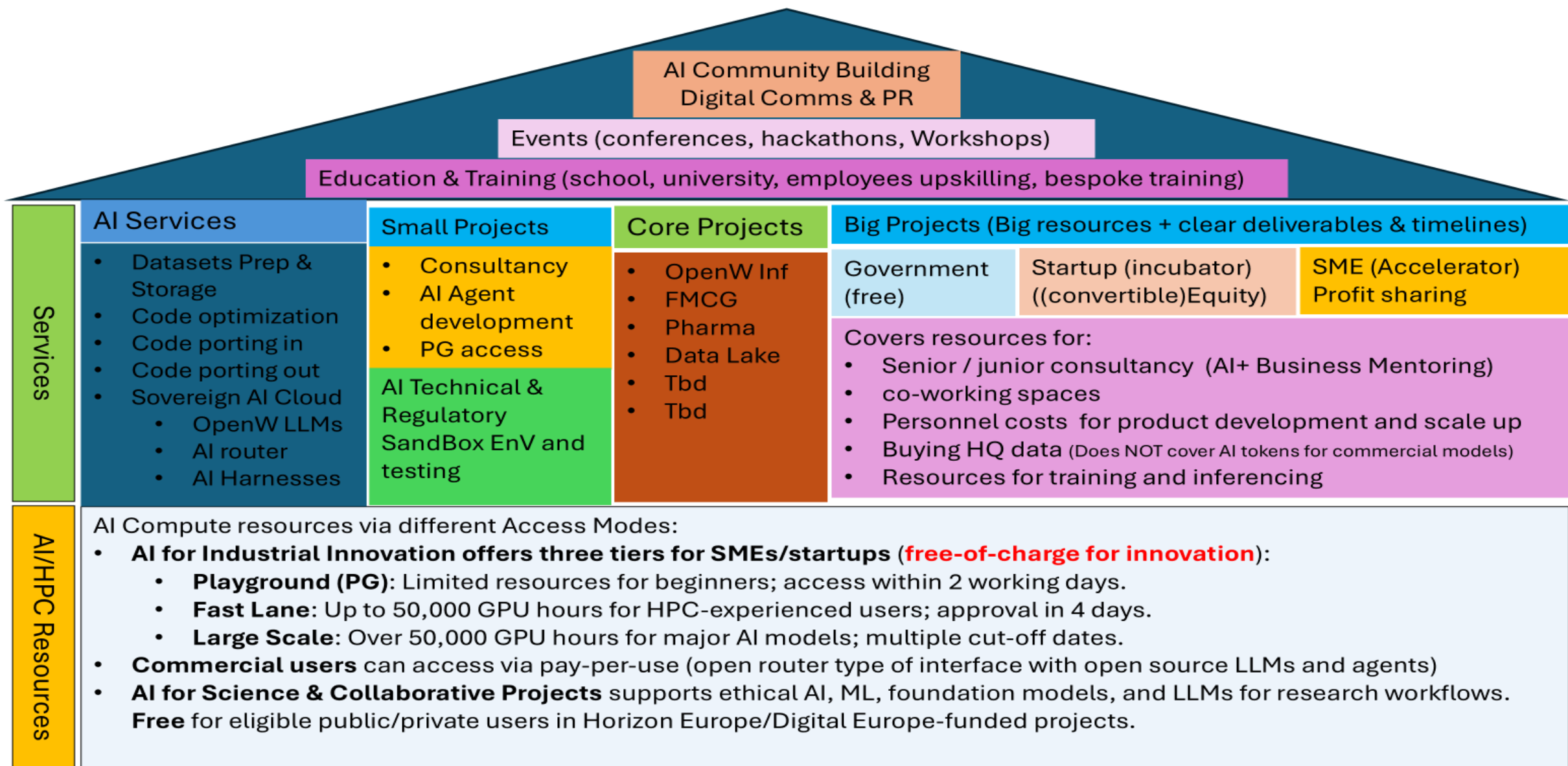
AI Factory Antennas

1

in Bulgaria: **BRAIN++**

Discoverer and Discoverer+ in operation.
Discoverer++ in deployment.





What you can get from us today

01

Small services

Specific tasks, solved quickly.

→ Available now

02

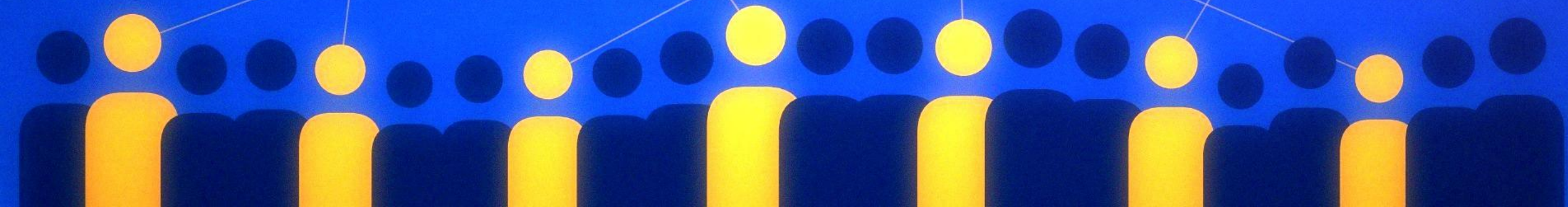
Big Projects

Experts, co-working, development and compute for one strategic challenge.

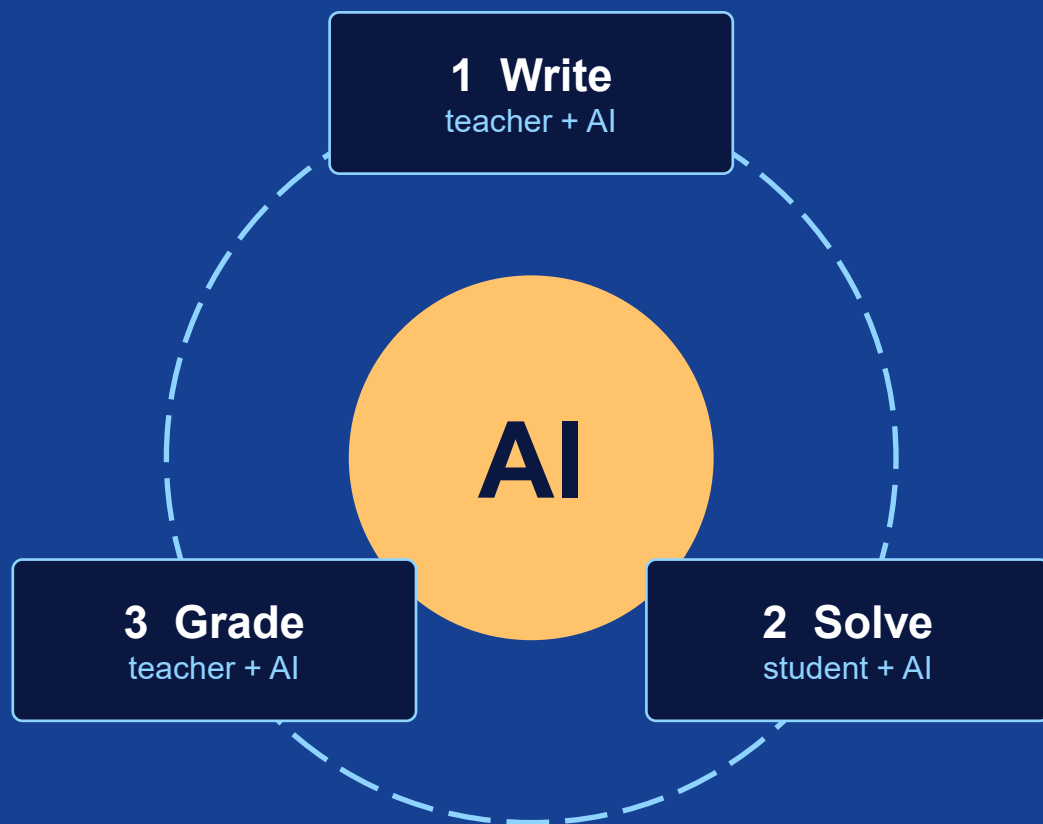
→ Call opens in about a month. Talk to us today.

Bring us a problem,
not a GPU request.

GPUs arrive in months.
Specialists take years.



The closed loop: AI writes, solves and grades



01 The teacher writes the test with AI.

02 The student prepares and solves it with AI.

03 The teacher checks and grades with AI.

We are testing the AI, not the person.

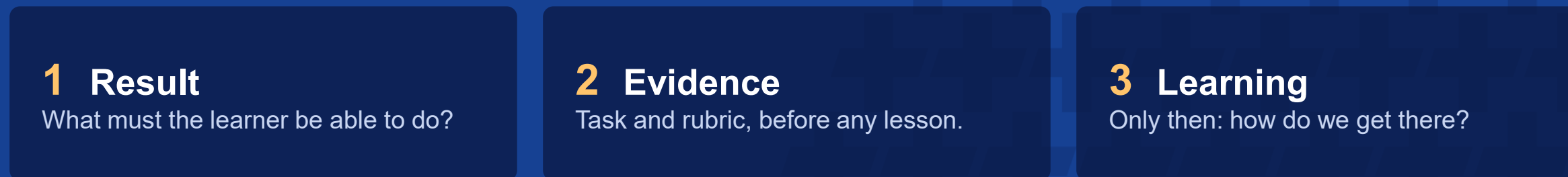
The same goes for every certificate and CV you read.

The answer: Competency Based Education (CBE)

Progress when you prove a skill, not when the hours run out.



BACKWARD DESIGN: START FROM THE RESULT



From “How many hours?” to “**What can you do?**”

Sources: Council Recommendation on key competences (EU, 2018); Wiggins and McTighe, Understanding by Design

Prove skills where people add value

AI is strong at

- Facts and definitions
- Standard tasks, one right answer
- Fast text, code and summaries

People add value in

- Judgement in a real context
- Asking the right question, checking the AI
- Working with people, owning the decision



Living labs

Learners prove skills on real problems with companies, municipalities and users, where the solution is used.

If AI can pass the test, the test measures the AI, not the person.

Global technology. Local value.



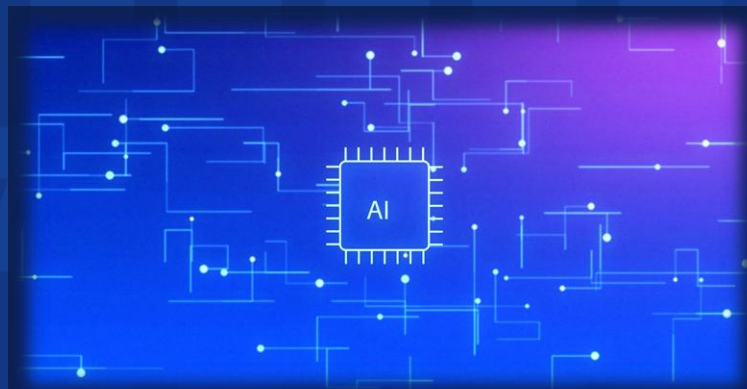
Logistics & ports

- Forecast cargo flows
- Optimise routes and warehouses



Tourism

- Demand forecasting, dynamic pricing
- Multilingual guest assistants
- Seasonal staff planning



ICT

- Build AI services, not only use them
- Sell them across the region

The models are global. The data, the processes and the customers are here.

04 · GLOBAL

One Black Sea region. Shared opportunities.

AI Factories in the region
Bulgaria, Romania, Greece

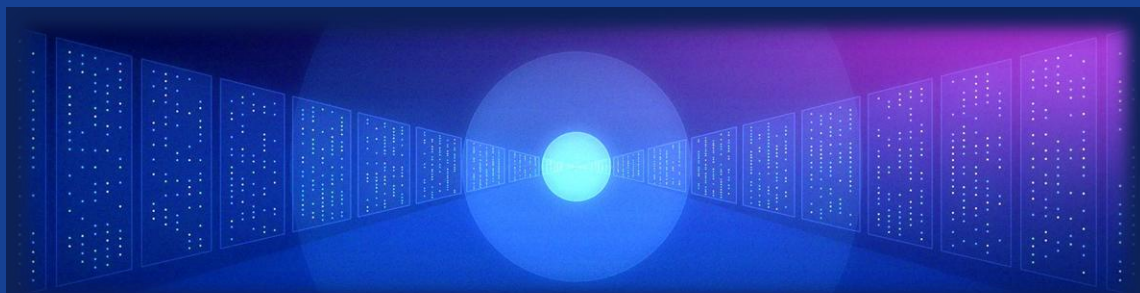
Shared themes
Ports, tourism, energy, sea and climate

European network
Expertise no country has alone

Cooperation, not competition.

Two things Bulgaria must build next

Proposals for discussion



01

National inference data centre

- Top open-weight models need dozens of GPUs to serve many users.
- Too big for one company. The right size for a country.
- Data and know-how stay at home.



02

Institute for applied training

- Universities, business and the AI Factory in one place.
- Reskilling on real tasks, in living labs.
- Certified, proven skills, not seat time.

The technology is global. What we build with it is our choice.

Small services available now

Big Projects talk to us today

Thank you! s.stoyanov@sofiatech.bg | brainplusplus.bg

