



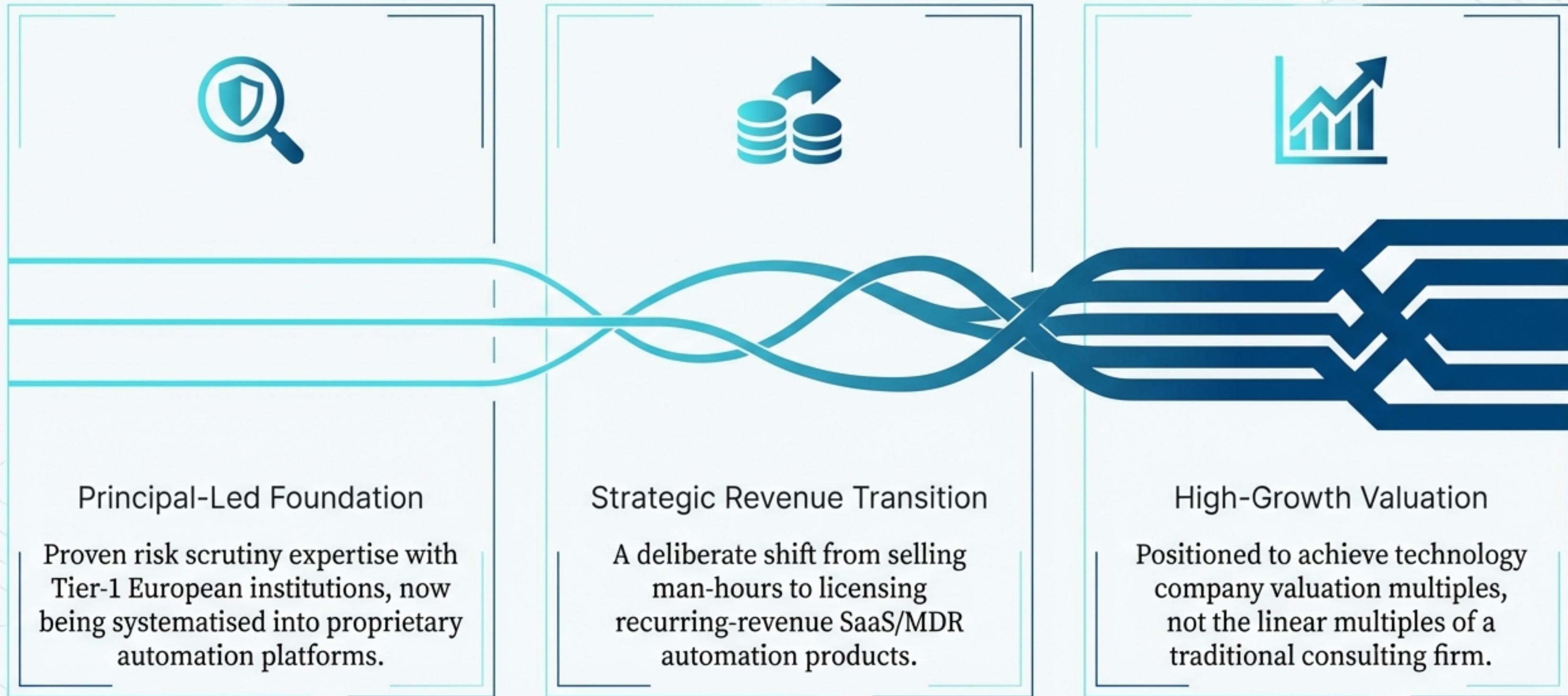
# Wentz Consultancy

Transforming Principal-Led Risk Expertise into Scalable Automation Revenue



Powered by the Synapsis IT Legacy

# The Investment Thesis: From Advisory Services to Automation IP



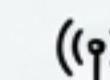
# Market Validation: Battle-Tested Across Critical Infrastructure

Our expertise has delivered quantifiable risk reduction and automation outcomes for some of Europe's most demanding regulated environments.



## **ABN AMRO:**

Tier-1 banking institution with stringent regulatory compliance needs.



## **KPN:**

National telecom operator managing critical infrastructure protection.



## **Deribit by Coinbase:**

High-volume crypto exchange with institutional-grade security demands.



## **Dutch Ministry of Justice & Security:**

Government-level security posture for the Central Agency for Reception of Asylum Seekers (COA).



## **US Government-Linked Financial Institution:**

Cross-border regulatory environment with federal compliance standards.



## A Quantifiable Impact on Operational Efficiency

### 13 FTE-Equivalent Workload Reduction

At KPN, a national critical infrastructure provider, our custom SOAR orchestration and detection engineering pipelines demonstrably eliminated the manual workload equivalent of thirteen (13) full-time security analysts.

This outcome validates our core thesis: the ability to productise expertise and deliver scalable, non-linear value.

# The Automation Factory: Our Framework for Creating IP

We guide clients from people-heavy processes to automation-first operations, turning bespoke solutions into licensable products.



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Selling Outcomes, Not Hours.

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# Leadership: The Founding Team



## Fabian Wentz

Founder & Principal  
Cybersecurity Consultant

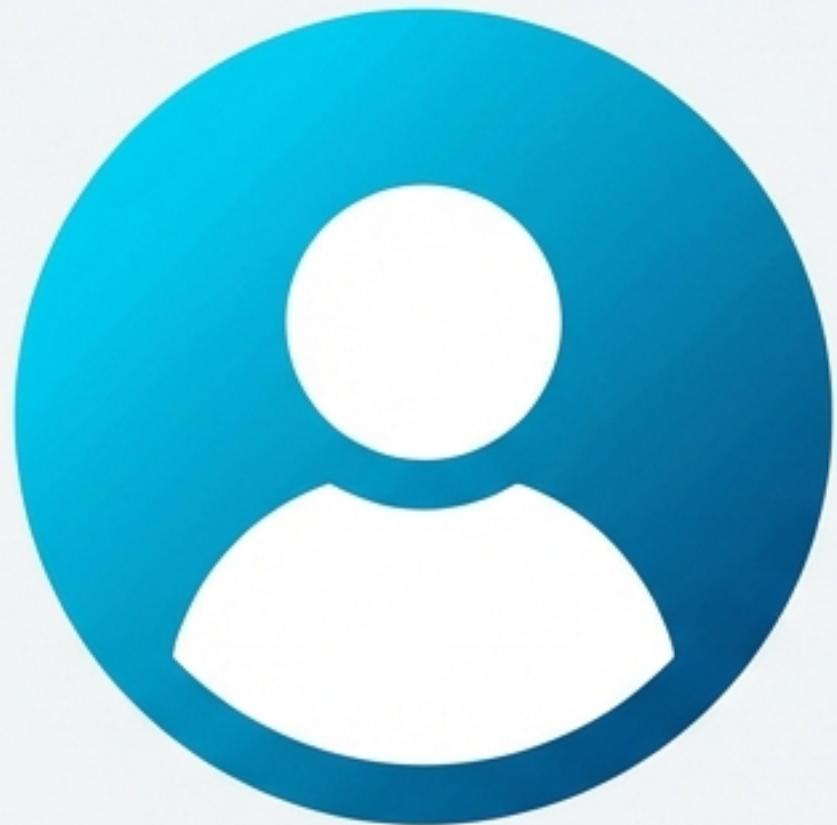
### Key Credentials

- **Proven Commercial Record:** Built Synapsis IT to €200,000+ annual revenue as a solo principal consultant.
- **Deep Technical Expertise:** 10+ years in SOC leadership, incident response, and penetration testing for Tier-1 clients.
- **Academic & Professional Certifications:** B.Sc. Cybersecurity; CEH, CCNA, Power BI Data Analyst. (CISSP & CISM in preparation, Q1 2026).

### A Unique Foundation in High-Stakes Decision Making

A decade as team captain and performance analyst for a Top-10 globally ranked e-sports team (12M+ player base). This experience in applying log-driven analysis, scenario simulation, and rapid prioritisation under live adversarial conditions directly informs our 'battle-tested' approach to incident command and crisis coordination.

# Leadership: The Founding Team



**Ely Ratnawati-Wentz**  
Managing Director, Finance  
& Operations  
Inter Medium (#495057)

## Key Credentials

- **Extensive Corporate Experience:** 20+ years in supply chain, logistics, and financial management.
- **Tier-1 Corporate Background:** Senior roles at Accenture (Chengdu), Yamato Global Logistics, and Yazaki Group, managing large-scale ERP, SAP, and Oracle systems.
- **Operational Leadership:** Proven track record leading teams of up to 21 staff, optimising processes, and managing cross-border export/import operations.
- **Academic Foundation:** Bachelor of Financial Management (rated HBO equivalent by Nuffic). (Pursuing cybersecurity qualifications, Q2 2026).

# The Market Opportunity: Why Dubai is the Strategic Nexus

Dubai's explosive growth as a global hub for finance, logistics, and technology creates a surge in demand for integrated risk advisory.



## Key Market Drivers

- **Logistics & Trade Superhub:** The \$35 billion expansion of Al Maktoum International Airport will attract a new wave of global trade and logistics firms.
- **High-Value Capital Influx:** Developments like the Wynn Al Marjan Island resort are boosting demand for sophisticated high-net-worth financial and security services.
- **Secure Business Gateway:** Broader UAE initiatives are positioning the region as a secure, regulated gateway for Asia-Europe business, attracting fintechs and enterprises.

Our unique blend of cybersecurity, finance, and logistics expertise is perfectly aligned with the needs of this ecosystem.

# A Lean and Agile Operational Footprint

Our Dubai HQ is designed for high-impact delivery, not excessive overhead, with a focus on talent and technology over physical infrastructure.



## Global HQ (EMaar Square)

A boutique ~900 sq. ft. office hub.

Annual Cost: ~AED 400,000  
(€91,000).



## Technology Core

Two dedicated servers with scalable storage for our automation IP flywheel and client product hosting.

Cost: ~AED 150,000 (€34,000).



## Executive Mobility

One premium mid-range EV to support client engagement across the UAE.

Cost: ~AED 200,000 (€45,000).

## The Agile Advantage

Capital is prioritised for high-leverage talent that builds IP, not expensive fixed assets.

# Strategic Team Expansion: Acquiring Core Talent

A targeted hiring plan to onboard 11 key personnel who will build our automation products and drive market penetration.

## Hiring Plan (Year 1)

Role	Count	Focus	Est. Annual Salary (AED)
AI/Automation Expert	2	LLM Workflows, SOC Automation, IP Development	350,000 – 450,000
Cyber/Finance Analyst	5	Integrated Audits (e.g., DORA), Logistics Security	240,000 – 350,000
Marketing & Sales	4	GCC Market Penetration, Enterprise Branding	200,000 – 300,000

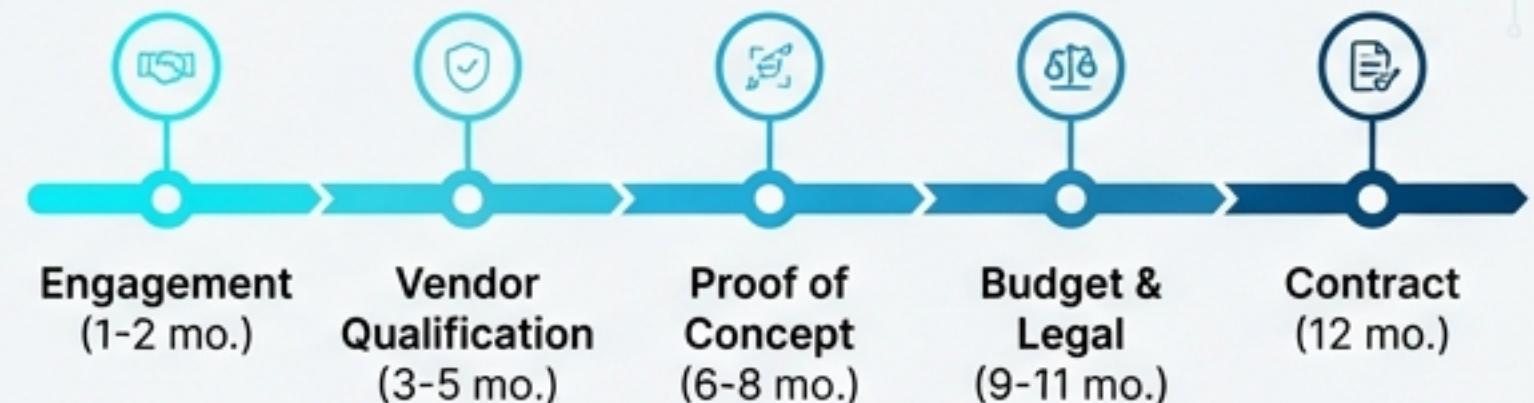
Ask

# Funding Requirement: AED 4.9 Million

To fuel our UAE market entry, accelerate IP development, and provide a 12-month operational runway. (Approx. €1M).

Rationale

## The Strategic Rationale for a 12-Month Runway



**Navigating Enterprise Sales Cycles:** Cybersecurity procurement in government and regulated sectors typically requires 6-12 months from engagement to contract.

**Protecting the Roadmap:** A full runway eliminates short-term cash pressure, safeguarding our automation IP from being compromised for quick consulting wins.

**De-risking Execution:** Provides sufficient capital to navigate vendor qualifications, budget cycles, and proof-of-concept periods without financial strain.

# Use of Funds & Financial Projections

## Detailed Capital Allocation

Category	Amount (AED)	Amount (€)	Key Notes
Business Setup & Office	422,000	96,000	IFZA Setup, EMAAR Square Hub
Residence & Family Living	503,000	114,000	Key personnel relocation
Vehicle & Tech Infra	350,000	79,000	EV & Server infrastructure
Initial Hiring (11 Roles)	2,364,000	537,000	Core talent acquisition
Marketing & Networking	188,000	43,000	Campaigns & launch events
<b>Working Capital &amp; Reserves</b>	<b>1,073,000</b>	<b>246,000</b>	12-month operational buffer
<b>Total</b>	<b>4,900,000</b>	<b>1,015,000</b>	

\*Note: Numbers adjusted to sum to the final AED 4.9M ask, with the increase allocated to Working Capital as strategically justified.

## Path to Profitability

12 Months: Break-Even Target.  
Transition from advisory-led to  
initial recurring automation  
contracts.

Year 2: \$2.5M+ (AED 9.2M+)  
Revenue Target. Scaled  
automation platform adoption.

Year 3+: Positioned for  
SaaS/MDR Valuation  
Multiples.

# The Investment Opportunity



Wentz Consultancy offers a rare combination: validated automation outcomes with Tier-1 institutions, experienced leadership with complementary skill sets, and a disciplined capital deployment strategy designed for regulated sector success.

## **Proposed Financing Structure**

**Amount:** AED 4.9 Million (approx. €1M)

**Instrument:** Secured Loan / Investment

**Proposed Terms:** 20+ year term at ~6% APR

**Security:** Backed by Dutch property equity (€553k-€613k) and future Dubai-based company assets.

## **To schedule a due diligence review, please contact:**

Fabian Wentz

Founder & Principal Consultant

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