



# **Wentz Consultancy**

## **Transforming Principal-Led Risk Expertise into Scalable Automation Revenue**

An investment proposal for strategic expansion to Dubai, UAE.



Powered by the Synapsis IT Legacy

# The Investment Thesis: From Advisory to Automation IP



## Principal-Led Foundation

Proven risk scrutiny expertise with Tier-1 European institutions, now being systematised into proprietary automation platforms.



## Strategic Revenue Transition

A deliberate shift from selling man-hours (consulting fees) to selling outcomes (recurring SaaS/MDR automation products).



## High-Growth Valuation Multiple

The business is engineered to achieve technology company multiples, not the linear valuation of a traditional consulting firm.

# Market Validation: Battle-Tested Across Critical European Infrastructure

Synapsis IT has delivered high-impact risk automation outcomes for some of Europe's most demanding regulated environments.



Tier-1 banking institution requiring stringent regulatory compliance and threat monitoring.



National telecom operator managing critical infrastructure protection and government dependencies.



High-volume crypto derivatives exchange handling institutional-grade security requirements.



U.S. Government-Linked Financial Institution: Cross-border regulatory environment with federal compliance standards.



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Established Annual Revenue (Synapsis IT):  
**€200,000+ (~AED 850,000+)**

# The Quantified Impact of Our Automation

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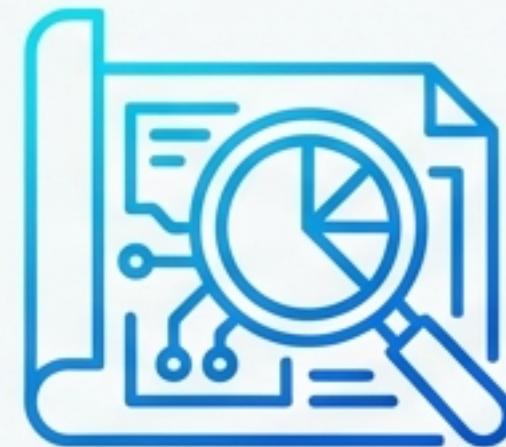
## FTE Equivalent Workload Reduction

Our custom SOAR and detection engineering governance has demonstrably reduced manual Security Operations Centre (SOC) workload equivalent to thirteen full-time security analysts at a national critical infrastructure provider (KPN).

*Implication:* This outcome validates our core thesis: we systematically transform manual processes into high-value, productised automation IP.

# Our Model: The Automation Factory

We move organisations from people-heavy operations to an automation-first posture. We don't just advise; we build the solution.



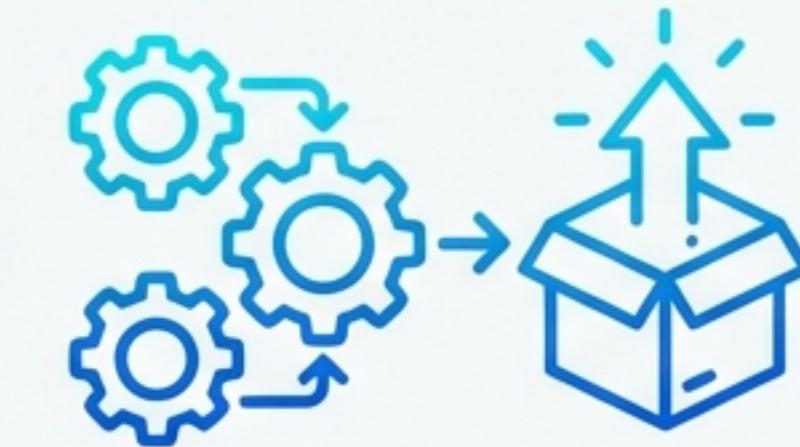
## Phase I: **Principal Scrutiny**

Deep-dive GAP analysis, threat modelling, and security architecture review to identify manual, high-cost workflows.



## Phase II: **Threat-Led Validation**

Real-world penetration testing and purple-teaming to validate weaknesses and test defensive hypotheses.



## Phase III: **Productisation**

Transforming validated manual workflows into automated detection & response pipelines (SOAR/SIEM), creating a recurring value asset.

**Selling Outcomes, Not Hours.**



# Leadership: Vision & Battle- Tested Expertise

## Leadership: Vision & Battle-Tested Expertise

**Fabian Wentz, Founder &  
Principal Cybersecurity  
Consultant**

### Key Credentials

- **Proven Business Acumen:** Founder of Synapsis IT, generating €200k+ annual revenue.
- **Deep Technical Expertise:** 10+ years in SOC leadership, incident command (nation-state intrusions, ransomware), and automation architecture.
- **Qualifications:** B.Sc. Cybersecurity; Certs include CEH, CCNA, Power BI Data Analyst; preparing for CISSP & CISM (Q1 2026).



### The Differentiator: Forged in High-Stakes Competition

**Top-10 globally ranked e-sports team captain** (from a player base of 12M+).

- Real-time risk trade-offs and rapid prioritisation under adversarial pressure.
- Applying advanced log-driven performance analysis and scenario simulation.

*This experience directly underpins his 'battle-tested' approach to executive crisis coordination and incident command.*



# Leadership: Operational Excellence & Global Execution

## Key Credentials:

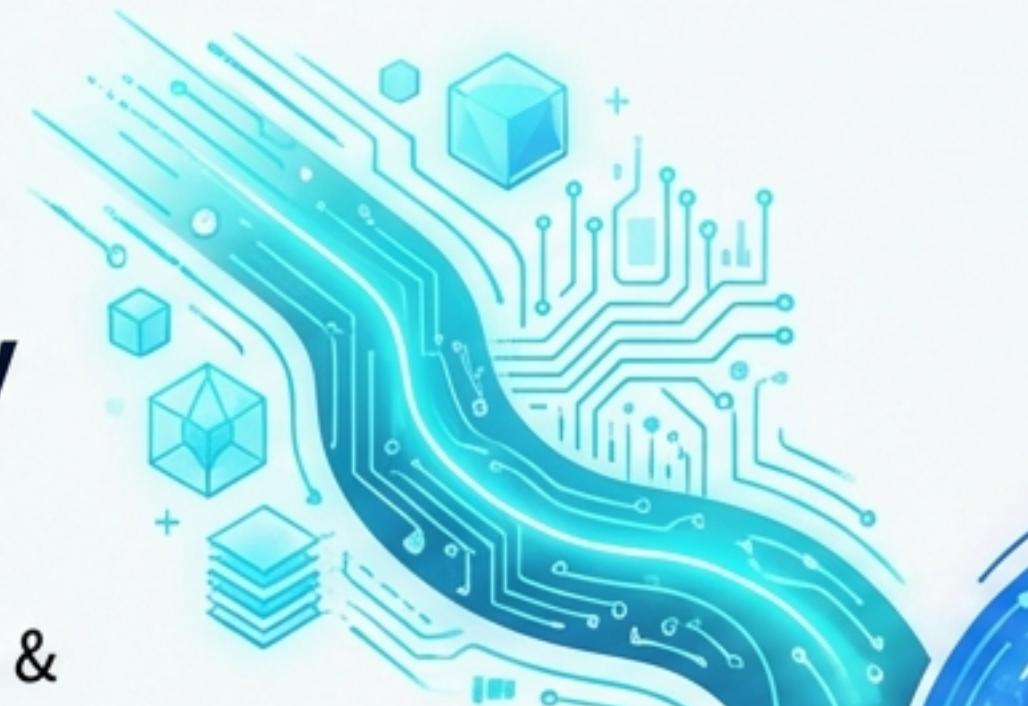
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- **Extensive Corporate Experience:** 20+ years in supply chain, logistics, and financial management.
  - **Proven Leadership at Major Multinationals:** Senior roles at **Accenture (Asia HQ)**, **Yamato Global Logistics**, and **Yazaki Group**, managing teams of up to 21 employees.
  - **Operational & Financial Expertise:** Deep knowledge of ERP systems (SAP, Oracle), process optimisation, debt recovery, and end-to-end export/import operations.
  - **Qualifications:** Bachelor of Financial Management. Pursuing cybersecurity qualification (Q2 2026) to integrate expertise.

**Ely Ratnawati-Wentz,  
Managing Director**

# A Synergistic Team Creating a Defensible Niche

## Principal-Led Cybersecurity (Fabian)

- SOC Transformation & Automation
- Threat-Led Risk Scrutiny
- Incident Command



## Financial & Operational Rigour (Ely)

- Supply Chain & Logistics Expertise
- Financial Management & Process Optimisation
- Cross-Border Execution

## Combined Offering: Integrated Risk Advisory

A unique ability to assess and automate risk across technology, finance, and physical supply chains. We offer a seamless client journey from baseline financial/logistics consulting to deep-dive cybersecurity audits, providing holistic risk reduction.



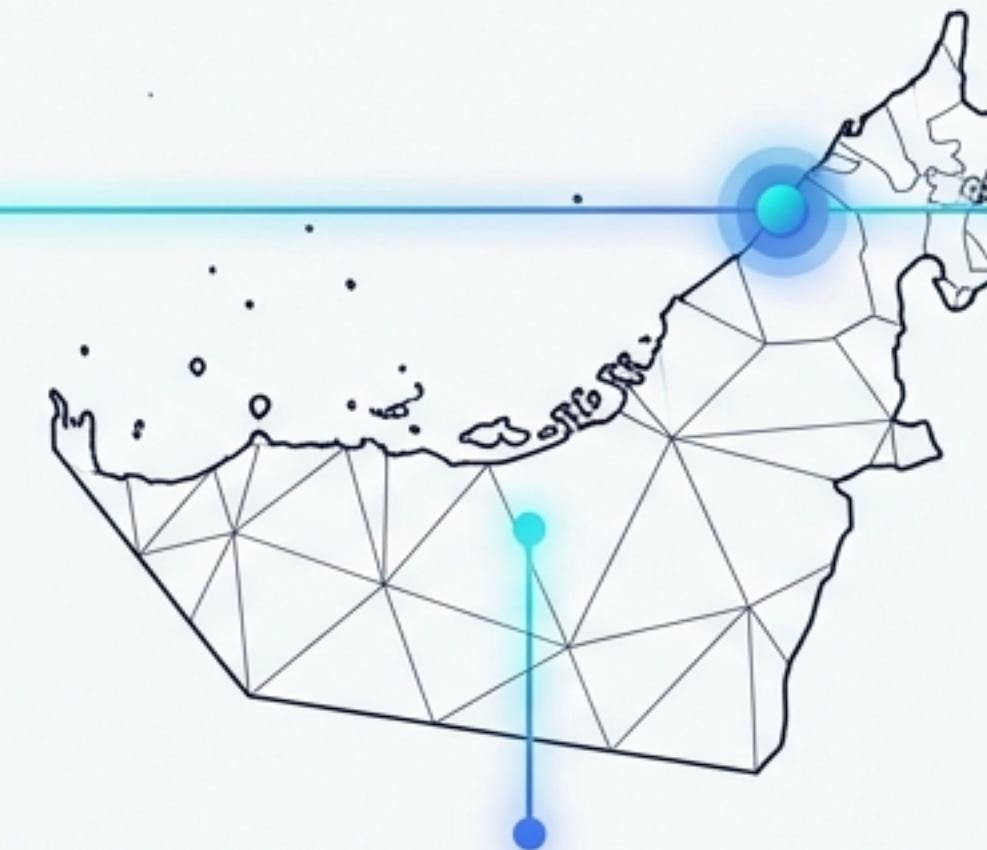
# The Market Opportunity: Why Dubai is the Epicentre of Growth

Dubai's explosive growth in logistics, finance, and high-value services creates a surging demand for our integrated risk advisory.



## Logistics & Trade Hub

The \$35 Billion expansion of Al Maktoum International Airport, cementing its role as a primary EU-Asia logistics corridor.



## Financial Services & Tourism

The development of Wynn Al Marjan Island and other resorts, boosting demand from high-net-worth tourism and ancillary financial services.



## Regional Business Gateway

Growth initiatives like Sharjah Media City are positioning the UAE as a secure, regulated hub for international business.

These trends create an immediate and growing need for integrated cybersecurity and financial risk management in the fintech, logistics, and regulated sectors we target.

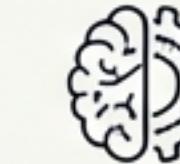
# A Disciplined Go-To-Market & Operations Plan



## Lean Infrastructure (EMAAAR Square, Downtown Dubai)

- Office:** Boutique ~900 sq. ft. hub (~**AED 400,000** annual).
- Technology:** 2 dedicated servers for client products & flywheel data (~**AED 150,000**).
- Mobility:** One premium mid-range EV (~**AED 200,000**).

## Strategic Year 1 Hiring (11 New Hires)



### AI/Automation Experts (2)

Focus on LLM workflows and core SOC automation IP.  
(Est. Salary: **AED 350k - 450k**)



### Cyber/Finance Analysts (5)

Execute on cyber audits (DORA), financial analysis, and logistics risk.  
(Est. Salary: **AED 240k - 350k**)



### Marketing & Sales (4)

Drive GCC market penetration and build the Wentz brand.  
(Est. Salary: **AED 200k - 300k**)

# Year 1 Funding Requirement: AED 4.9 Million

Approximately €1.225M / \$1.33M. Capital to provide a full 12-month operational runway for disciplined market entry.

## Use of Funds

Category	AED	EUR (Approx.)	Key Notes
Initial Hiring	2,364,000	591,000	Core team of 11 + equipment
Residence & Family Living	503,000	125,750	Relocation, housing & schooling
Office Acquisition	400,000	100,000	Annual lease for EMAAR Sq. hub
Company Vehicle	200,000	50,000	One mid-range EV
Marketing & Networking	188,000	47,000	Campaigns, events, market entry
Tech Infrastructure	150,000	37,500	Servers & scalable storage
Business Setup	22,000	5,500	Initial licensing & fees
<b>Working Capital &amp; Reserves</b>	<b>1,073,000</b>	<b>268,250</b>	<b>12-Month Operational Buffer</b>
<b>TOTAL</b>	<b>4,900,000</b>	<b>1,225,000</b>	

# Why a 12-Month Runway is Critical for Success

Regulated and Enterprise Sales Cycles Demand Strategic Patience.

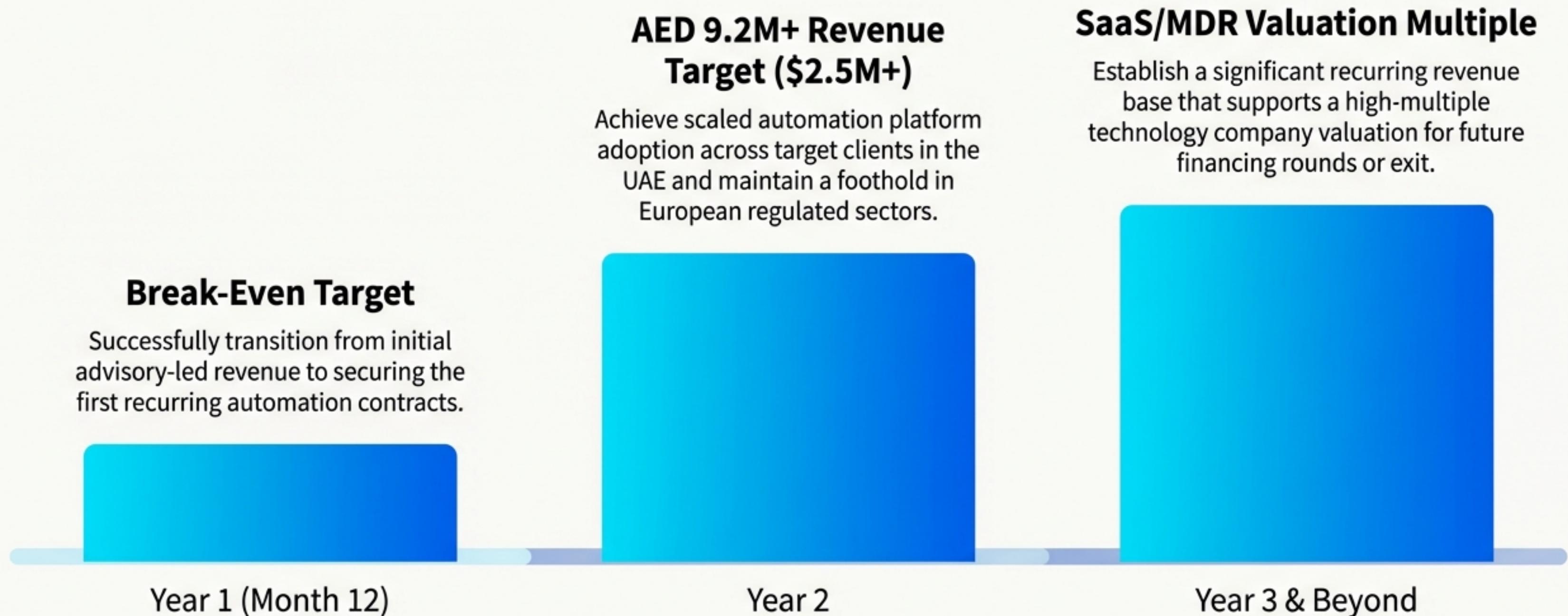
Enterprise and government procurement for critical cybersecurity services in the UAE typically requires **6–12 months** from initial engagement to contract execution. Our funding structure is designed to de-risk this period by eliminating forced revenue dependency.



- Extensive security audits and vendor qualification processes.
- Budget approval cycles that often span fiscal years.
- Technical evaluation and proof-of-concept (POC) periods.
- Legal and compliance review timelines.

**Strategic Advantage:** This buffer protects our automation IP roadmap from short-term cash pressure and ensures we maintain our high standard of principal-led delivery during the crucial market entry phase.

# Our Projected Path to Profitability



**Guiding Principle:** Our financial model prioritises sustainable, disciplined growth to ensure product-market fit before aggressive scaling.

# A De-Risked Opportunity in a High-Growth Market

Wentz Consultancy offers a rare combination: validated automation outcomes with Tier-1 institutions, experienced leadership with perfectly complementary skill sets, and a disciplined capital deployment strategy. We are not starting from scratch; we are scaling a proven model.

**The Ask: A secured loan or investment of AED 4.9 Million (~€1.225M).**

## **Proposed Terms:**

**Structure:** Long-term loan (20+ years) at ~6% APR.

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



## **Schedule a Due Diligence Session**

### **Contact:**

Fabian Wentz, Founder

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