

	Billing Customer	Country	End Customer	Market Vertical	Opportunity	Opportunity type	Status	Dus Date (Quarter)	Pipeline (K€)	%	Success %	Weighted Pipeline (K€)	Sales	Last update	Project link
	Attiva	IT	Attiva	SME	Distributor activities	Renewal	Negotiation	09/2025	15		80%	12	Giada Francavilla	7/3/2025	
	BridgeTech	IT	Pulsee	Energy	Gateways in Pulsee shops	New	Negotiation	12/2025	5		80%	4	Giada Francavilla	7/3/2025	
	Caterpillar Energy Solutions	DE	Caterpillar Energy Solutions	Energy	Forecast shared in Mannheim	Renewal	Forecast	12/2025	296		80%	236.8	Axel Noack	7/3/2025	
	Caterpillar Energy Solutions	DE	Caterpillar Energy Solutions	Energy	Endian collector with Botcraft - Starting fee	Prototype	Contact	12/2025	20		60%	12	Axel Noack	7/3/2025	
	Conactive	DE	Conactive	SME	Distributor activities	Renewal	Negotiation	12/2025	50		90%	45	Giada Francavilla	7/3/2025	
	Conactive	DE	Conactive	SME	Distributor activities	Fidelity upgrade	Negotiation	12/2025	40		70%	28	Giada Francavilla	7/3/2025	
	CS&M	CH	CS&M	SME	Reseller activities	Renewal	Negotiation	12/2025	30		80%	24	Giada Francavilla	7/3/2025	
	CS&M	CH	Keller Treppenbau AG	Industry	Projekt Keller Treppenbau AG Preise	Upselling	Proposal	12/2025	13		60%	7.8	Giada Francavilla	7/3/2025	
	Data Ally	CY	Data Ally	SME	Distributor activities	Renewal	Negotiation	12/2025	20		90%	18	Giada Francavilla	7/3/2025	
	Datef	IT	Rubner	Industry	Secure Digital Platform upselling	Upselling	Negotiation	12/2025	30		80%	24	Giada Francavilla	7/3/2025	
	Datef	IT	Intercable	Industry	Prototype Secure Digital Platform	Prototype	Lead	12/2025	10		10%	1	Filippo Collini		
	Datef	IT	STA	Transportation	Remote access for Val Venosta railways	Prototype	Proposal	09/2025	11		60%	6.6	Filippo Collini		
	Direct customers	Worldwide	Direct customers	SME	Renewals	Renewal	Negotiation	12/2025	90		90%	81	Giada Francavilla	7/3/2025	
	DTS	DE	DTS	Industry	DTS Cockpit	New	Contact	12/2025	50		0%	0	Axel Noack		
	STEAG	DE	Iqony	Critical infrastructures	Renewal of Security Gateways	Fidelity upgrade	Negotiation	9/2025	13		90%	11.7	Axel Noack	7/2/2025	
	Jensen	DK	Jensen	Industry	OEM upselling - Remote access and security	Upselling	Proposal	12/2025	60	80%		48	Axel Noack		
	Juwi	US	Juwi	Renewable Energy	Endian gateways fidelity upgrade	Fidelity upgrade	Negotiation	09/2025	25		90%	22.5	Giada Francavilla	7/2/2025	
	Microtec	IT	Microtec	Industry	Secure Digital Platform upselling	Upselling	Negotiation	09/2025	3.2		90%	2.88	Giada Francavilla		
	Microtec	IT	Microtec	Industry	Secure Digital Platform upselling	Upselling	Proposal	09/2025	10		40%	4	Giada Francavilla		
	Minitel	PT	Minitel	SME	Reseller activities - renewal	Renewal	Negotiation	12/2025	10		90%	9	Giada Francavilla		
	Minitel	PT	Minitel	SME	Reseller activities - fidelity upgrade	Fidelity upgrade	Negotiation	12/2025	10		90%	9	Giada Francavilla		
	Minsait Cyber ES	ES	Minsait Cyber	Industry	Prototype Secure Digital Platform	Prototype	Contact	09/2025	30		20%	6	Enrico Ascani		
	Minsait Cyber IT/NetStudio	IT	Hera	Critical infrastructures	Project upselling	Upselling	Contact	12/2025	50		20%	10	Enrico Ascani		
	Minsait Cyber IT/NetStudio	IT	Enel	Energy	Prototype Opening Electric Cabins	Prototype	Contact	12/2025	20		20%	4	Enrico Ascani		
	Minsait Cyber IT/NetStudio	IT	Zucchetti Centro Sistemi	Industry	Prototype Cyber Resilience Act - Phase 2	Prototype	Contact	09/2025	20		30%	6	Enrico Ascani		
	Minsait Cyber IT/NetStudio	IT	Fincantieri	Industry	Prototype Secure Digital Platform	Prototype	Contact	12/2025	20		20%	4	Enrico Ascani		
	Minsait Cyber IT/NetStudio	IT	Telsy	Defence	Prototype Secure Digital Platform	Prototype	Lead	12/2025	20		10%	2	Enrico Ascani		
	Nextmedia	IT	Nextmedia	SME	Distributor activities - upselling	Upselling	Negotiation	09/2025	22.6		99%	22.374	Giada Francavilla	7/3/2025	
	Nextmedia	IT	Nextmedia	SME	Distributor activities - renewal	Renewal	Negotiation	09/2025	80		90%	72	Giada Francavilla	7/3/2025	
	NTT Data	DE	Tesvolt	Renewable Energy	Upselling batteries	Upselling	Contact	03/2026	25		20%	5	Axel Noack		
	NTT Data	DE	Wacker Neuson	Industry	Prototype Secure Digital Platform	Prototype	Negotiation	12/2025	21.6		90%	19.44	Axel Noack		
	NTT Data	DE	Wacker Neuson	Industry	Prototype Secure Digital Platform	Upselling	Proposal	03/2026	20		40%	8	Axel Noack		
	NTT Data	DE	NGEN	Renewable Energy	Control and protect electric components	New	Contact	12/2025	10		20%	2	Axel Noack		
	NTT Data	DE	Vattenfall	Renewable Energy	HA infrastructure for battery packs	Prototype	Contact	12/2025	8.3		20%	1.66	Axel Noack	7/4/2025	
	PMG	DE	PMG	Industry	PMG Sinter	Renewal	Negotiation	09/2025	25		80%	20	Axel Noack		
	PMG	DE	PMG	Industry	PMG Sinter	Upselling	Contact	03/2026	50		20%	10	Axel Noack		
	PwC	IT	Raiffeisen Information Service	Financial Services	Cyber-Physical convergence (DORA)	Prototype	Lead	12/2025	20		10%	2	Enrico Ascani		
	PwC	IT	Alperia	Energy	Prototype Secure Digital Platform	Prototype	Contact	12/2025	20		20%	4	Enrico Ascani		
	Roechling	IT	Roechling	Industry	Secure Digital Platform renewal	Renewal	Negotiation	12/2025	35		90%	31.5	Giada Francavilla		
	SFS	CH	SFS	Industry	Renewal of Security Gateways	Fidelity upgrade	Proposal	12/2025	20		60%	12	Giada Francavilla		
	Telmekom	IT	Telmekom	Carrier	Endian inside Telmekom portfolio	Prototype	Contact	12/2025	265		20%	53	Raphael Vallazza		
	Tetra Pak	DE	Tetra Pak	Industry	Switchboard upgrade to v6 on Virtual	Upselling	Proposal	09/2025	7		70%	4.9	Giada Francavilla	7/3/2025	
	TTT Sistemi Srl	IT	Fratelli Ronc	Renewable Energy	Secure Windmills and photovoltaic systems	Prototype	Proposal	12/2025	10		40%	4	Giada Francavilla		
	Werfen	ES	Werfen	Health	ProDx	Renewal	Negotiation	12/2025	150		90%	135	Giada Francavilla		
	Werfen	IT	Werfen	Health	ProDx	Upselling	WON	6/2025	50		100%	50	Giada Francavilla	6/30/2025	
	Werfen	WW	Werfen	Health	Switchboard MSP							0			
	Werfen	UK	Werfen	Health	ProDx	Upselling	Negotiation	12/2025	5		80%	4	Giada Francavilla		
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