

Technical founders build the numbers from the technology forward.

Investors fund from the exit back.

For portfolio founders past PMF, without a CFO, raising within a year.
When the story stops carrying the round, and the numbers have to.

ONE PACKAGE

FIXED SCOPE

The Scale-up Case

4–8 weeks

A commercial path to break-even and exit. [Ready for your IC.](#)

01	Baseline In-person kickoff	What's sold, not just built: pilots, contracts, runway. Model review · Contracted revenue · Burn rate
02	Milestones Build + check-ins	One lever drives the plan, milestone by milestone. Pilot conversion · Sales cycle · Round sizing
03	Scale Final session	From this round to break-even and exit, risks named. Operating leverage · Capital efficiency · Downside scenarios

FOUNDER GETS

- 📊 The KPIs that drive break-even, tested at the edges
 - 🔗 A milestone plan to exit: tech unlocks, sales cycles, rounds
 - 📄 The next-round one-pager: round size, use of funds, runway
- For your portfolio founders, I work to your due diligence format.

INVESTOR GETS

- 🕒 Faster diligence
- 🎯 Board-level milestones
- ⚠️ Risks upfront

ON DEMAND, AFTER
THE SCALE-UP CASE

Milestone steering. Drift caught early, plan against actual, push or hold decided before the board asks. Until the founder steers alone.

WHY BRUNO

5 years financial controlling at **BMW**, US to China.
Decision cases up to **€260M** in annual revenue.
On-site kickoff anywhere in Europe · EN / DE / ES

Book 30 min, free and non-binding.

A portfolio founder in mind? Send them over, or bring me in.

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