**Defense, Cybersecurity & Sovereign Tech Companies**

**CFO Insights – Strategic CFO-as-a-Service for**

**Secure Your Growth with Financial Leadership Built for Critical Technology**

CFO Insights is the first cloud-based CFO-as-a-Service platform designed to support Europe’s innovation economy. Our tailored services for cybersecurity and sovereign tech companies are engineered to help you scale faster, take data-driven decisions and unlock strategic value through a best-in-class business model, attracting national funding, VC and defense-tech investors.

**Why Cybersecurity & Sovereign Tech Needs a Specialized CFO Partner**

Companies in this sector operate in high-stakes, capital-intensive environments:

- Government-grade compliance requirements

- Long enterprise/government sales cycles

- Cash intensive business models, requiring continuous R&D investment

- Complex pricing models and service-level contracts

- Hybrid funding paths (VC + national innovation funds + defense grants)

**Generic finance support isn’t enough. You need sector-aligned strategy, tools, and insights.**

**Our CFOaaS Offering for Cybersecurity Firms**

| Service Area | Key Focus |
| --- | --- |
| **Strategic Finance Leadership** | Budgeting, forecasting, scenario modeling for growth-stage cyber firms, regular management reporting |
| **Pre/Post Financing Financial Modelling** | Full cost models, margin optimization, pricing strategy, cashflow runway mapping |
| **SaaS/Cyber KPI Tracking** | ARR/MRR, security SLAs, client acquisition cost, gross margin by segment, regular management reporting |
| **Investor Readiness** | Pitch decks, financial models, due diligence, capital efficiency planning |
| **Compliance Reporting** | Financial support for ISO/NIS2 audits and EU regulatory obligations |
| **CAP Table**  | Cap table and convertible instrument modeling (SAFE, convertible notes, equity) |

**Add-on Capabilities**

* **M&A Support**: Financial modelling of mergers and acquisition, estimation of synergies
* **Pricing Strategy**: Modeling per-seat, tiered, usage-based or hybrid pricing
* **Cash Flow Stress Testing**: Prepare for dual-track funding or longer sales cycles

**Who We Work With**

* Endpoint Security & Network Defense Startups
* Sovereign Cloud & Data Platforms
* Encryption, Identity & Zero Trust Firms
* National Cyber Innovation Grantees
* Dual-Use & Defense-Tech Scaleups

**Why CFO Insights?**

* Deep roots in EU finance programs: EIC, EISMEA, national innovation agencies
* Flexible, scalable support (fractional CFO model + tech dashboard)
* Active partnerships with VCs, sovereign innovation funds, and accelerators
* 100% EU-based delivery, fully GDPR-compliant

**Ready to Take Financial Leadership Off Your Critical Path?**

Let’s talk about how we can help your team secure funding, manage complexity, and scale your operations with confidence.

**Contact Form**