

Collybrix

Investor Pitch Deck

FIRST DO IT, THEN DO IT RIGHT, THEN DO IT BETTER

February 2025



Investment Highlights

01

EXECUTION GAP

Startups and venture builders buy senior execution to reduce risk on critical decisions and accelerate time-to-market.

02

WEDGE

We win when leadership is missing, urgency is high, or execution is slow, we restore speed and time-to-market.

03

DIFFERENTIATION

Senior operators + an execution OS + automation: faster delivery, higher quality, lower risk.

04

EXPERIENCED TEAM

Proven experience delivering product, engineering, and execution in demanding environments.

05

TRACTION (2026 YTD)

3 deals closed: 117k (including €97k ARR) + a strategic AI training partner.

06

RAISING TO SCALE

We're raising to accelerate GTM, expand senior delivery capacity, and build the automation layer.

Team



Emmanuel Martínez

Co-Founder & CEO

15+ years building scalable systems. Software Architect and XP methodology expert. Mentored 50+ startup engineering teams.



Marina Martín

Co-Founder & CTO

Software and Telecom Engineer, Backend specialist. Led engineering teams in Startups Ecosystems for over 5 years.



Iñigo Rodríguez

Co-Founder & COO

Software and Telecom Engineer. Specializes in AI/ML and Agentic architectures. Built Data Based systems in high-growth startup environments.

Problem


Startups

They can't validate PMF fast enough

- *Fail due to lack of market need*
- *Iterate too slowly*
- *Lose the market window to faster competitors*

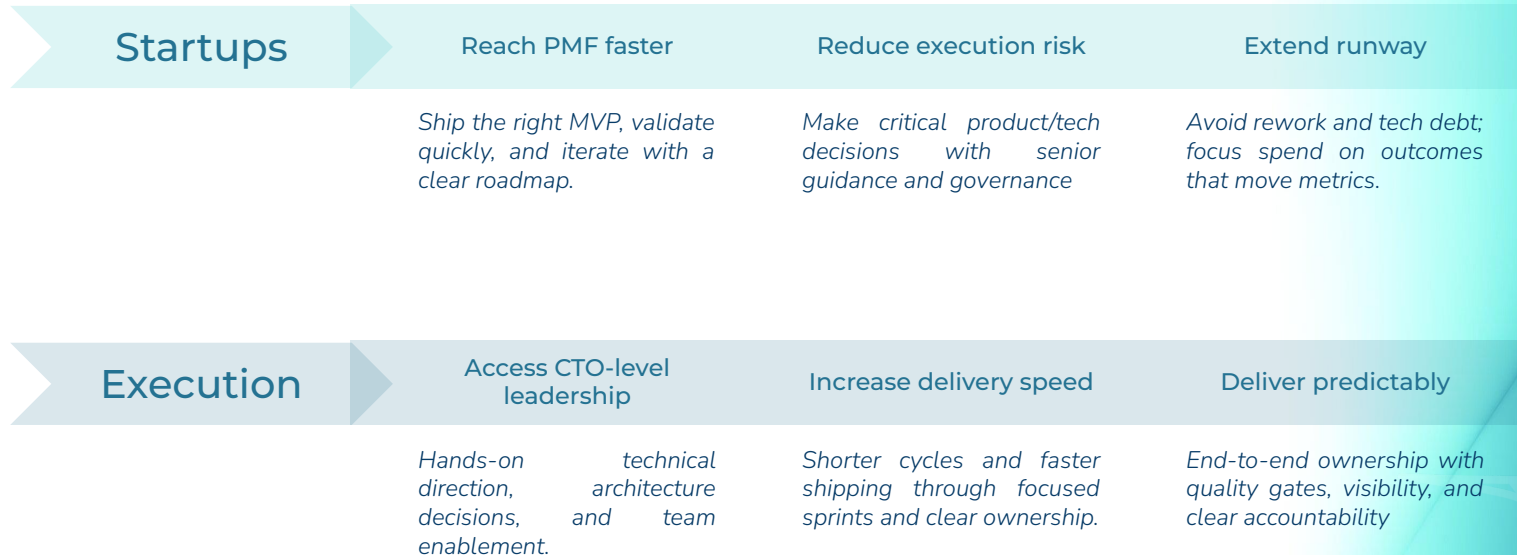
Execution

They can't access senior technical leadership

- *Can't hire or afford the right senior technical talent*
 - *Run out of cash due to rework and slow delivery*
 - *Fragmented delivery lacks predictability*
- 

Solution

Senior leadership on-demand, plus a repeatable delivery system and an automation layer



Agentic Collybrix is our automation layer, boosting delivery throughput and margins

Competition

	Senior leadership & accountability	Speed to ship (time-to-market)	Predictability & governance	Cost efficiency vs building in-house
Collybrix	✓	✓	✓	✓
Freelancers	✗	⚠	✗	✓
In-house hiring (CTO + team)	✓	⚠	✓	✗
Venture studio / builder	⚠	✓	⚠	⚠
Agency / dev shop	⚠	✓	✗	⚠
Traditional consulting	✓	✗	✓	✗



Business Model

Sold direct to startups and through partners (B2B + B2B2B).

CTO-as-a-Service

~€100k/year

- Long-term retainer (typ. 12 months)
- Quarterly checkpoints (adjust scope / exit option)
- Includes: leadership, architecture, prioritization, DevOps, scalability metrics

Software Factory

~€10k-20k
per project

- Fixed-scope delivery (typ. 1-2 months)
- Deliverables-based milestones + monthly billing
- Custom builds, integrations, internal tools, continuous evolution

Consulting & Implementation

~€5k-10k
per job

- Implementation projects (typ. 1-2 months)
- ROI lens: cost/benefit + roadmap + integration/automation
- Clear success criteria + handover

Contract mechanics: paid start month, monthly billing, quarterly review.

Market

Opportunity



*CTO-as-a-Service +
On-demand product engineering*

Why



*Senior talent is scarce
Efficiency pressure is rising
Speed to market wins*

How



Land → Expand → Automate
*Entry moments: leadership gap, urgent
milestone, delivery slowdown*



Traction

3

Deals closed (YTD)

117k

Booked revenue (YTD)

€97k

ARR secured

1

Partners
(Strategic AI training partner)



Roadmap

Q1

Foundation

5 clients

€5K MRR

Team: 6

Q2

Repeatable sales motion

10 clients

€15K MRR

Team: 9

Q3

Scale delivery capacity

30 clients

€30K MRR

Team: 10

Q4

International expansion

40+ clients

€50K MRR

Team: 13

Financials

ARR secured (contracted)

€97k

Paid monthly: quarterly checkpoints

MRR contribution (from ARR)

€-8k

€97k / 12 months

Projects booked (2026 YTD)

€20k

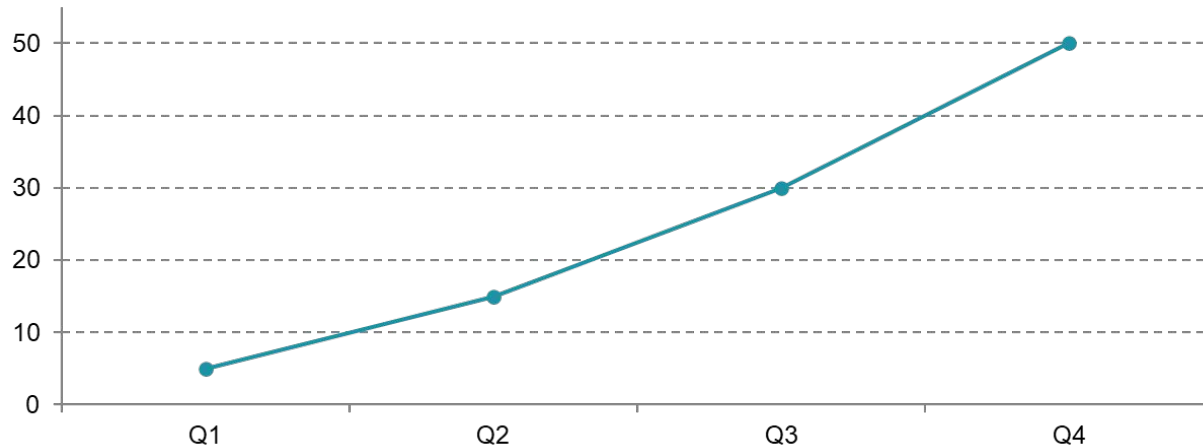
€15k + €5k

Total contracted value (YTD)

€117k

ARR + Projects

MRR targets (2026)



Note: ARR is contracted annual value, payments are monthly with quarterly contract review checkpoints.

Funding

We're raising a 500k pre-seed on a SAFE



12-18 month milestones

- Launch Agentic Collybrix V1
- Reach €50k MRR
- Expand Spain → Europe (after repeatability)





Collybrix

Let's talk