

PREMIUM CONSULTANCY FOR LARGE COMPANIES AND SCALEUPS

Transformation, adaptation and *growth*.

We're not consultants. We're founders who have built and sold real tech companies — and now we help others transform for real, using *AI as a lever in every project*.

WHY NALUM

Operator judgment, not consultant talk.

The big consultancies sell strategy, but the one who signs isn't the one who executes. Tech agencies know technology, but don't understand the business. We are the third kind of provider: former entrepreneurs who have built, sold and operated inside large corporations.

WHAT WE DELIVER

The CEO Memo.

At the end of every Immersion we deliver a written document — not slides. Honest diagnosis, ordered priorities, concrete recommendations. What we would do if we were sitting in your chair. Founder to CEO, no consultant language.

HOW WE WORK

Two steps. *The second, optional.*

01 The Immersion

4-6 weeks. We sit down with the leadership, understand the business, review the technical foundation (code, systems, data) and deliver the CEO Memo with a short and mid-term plan.

02 The execution

Optional. If you decide to keep going, we stay until things are working. We don't sell fixed packages — we design the execution based on what each company needs.

GEOGRAPHY

ES · PT · LATAM

PROJECTS PER YEAR

4 to 6 *max*

IMMERSION LENGTH

4 to 6 *weeks*

INDICATIVE RANGE *

€50K-200K

* Indicative figure. The final scope is defined for each project based on the company's needs.

WHERE WE CAN HELP

Twelve areas. *One method.*

— OUR THESIS ON AI *AI is not added to the company. It's the operating system of the company.*

nalumfounders.com/en/ai-strategy →

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|----|---|----|--|
| 01 | Define and implement the AI strategy | 02 | Rethink corporate structure for an AI-first future |
| 03 | Restructure teams and departments with AI | 04 | Build a data-driven culture |
| 05 | Develop and launch new business lines | 06 | Implement product culture and methodology |
| 07 | Customer experience and customer loyalty | 08 | Build and strengthen B2B and B2C sales teams |
| 09 | Marketing and data-driven digital acquisition | 10 | Transformation into a technology-led culture |
| 11 | Due diligence of startups and tech companies | 12 | Open innovation and partnerships with startups |