



KONNECTTEAM

INDUSTRY • CAPITAL • INNOVATION

**Accelerating the partnerships that
shape tomorrow's energy**

BUSINESS DEVELOPMENT | FUNDRAISING
AI-SUPPORTED PROJECT AND CONTRACT MANAGEMENT



WHY

The transition needs projects that can be financed and delivered

Energy, nuclear and fusion technologies are moving from research towards industrial deployment. Promising ventures must still find their markets, validate an industrial path, secure funding, structure partnerships and manage complex project and contractual interfaces. Konnecteam connects the organisations that hold complementary capabilities and structures the work required to move from strategic intent to execution.



42°C in France. Behind me, La Meije and Le Râteau, in the French Alps, were still snow-capped. What will they look like in 2050 if we do not accelerate?

HOW

Senior judgement supported by focused execution

Konnecteam combines more than 30 years in international industry with seven years on ITER and direct experience in business development, funding support, project delivery and complex contracts.

- 01 Focus** Define the opportunity, the value proposition and the decisions that matter.
- 02 Connect** Identify and engage qualified industrial, financial and institutional counterparts.
- 03 Structure** Clarify partner roles, milestones, commercial logic, funding needs and contractual interfaces.
- 04 Deliver** Maintain momentum through governance, negotiation, risk management and disciplined follow-up.

Human judgement first

AI improves speed and clarity in market and stakeholder mapping, document analysis, bid preparation, reporting and contract risk review.

However, decisions remain grounded in human experience, critical thinking and direct engagement with stakeholders.

Three services for complex industrial ventures

Each mandate is shaped around the maturity of the venture and can cover one workstream or combine all three.

Business development

Turn a technical capability into a credible route to market.

- Market, account and value-chain mapping
- Positioning and value proposition for priority clients
- Go-to-market strategy and priority account selection
- Qualified introductions and industrial partnerships
- Commercial proposals, negotiations and opportunity follow-up

Fundraising support

Prepare the company for its next funding stage, with direct experience centred on Seed and Series A.

- Round strategy from pre-seed preparation to later growth funding
- Investment case, industrial roadmap, milestones, funding needs and use of funds
- IP strategy, ownership, freedom to operate and patent portfolio positioning for investors
- Investor and strategic-partner mapping
- Pitch materials, introductions, investor discussions and follow-up

AI-supported project and contract management

Make complex information usable for decisions and delivery.

- Project structuring, governance, planning and stakeholder alignment
- Project management across schedule, cost, risk and reporting
- Contract review, variations, claims, schedule and cost exposure
- Tender analysis, bid coordination, and technical and commercial documentation
- Design and deployment of human-supervised, task-specific AI agents for research, document analysis, tender preparation, reporting and knowledge management.

Typical clients include industrial companies, start-ups, investors, institutions and consortia active in energy, nuclear, fusion and adjacent deep-tech markets.



Selected evidence of delivery

30+ years in international industry | **7 years** on ITER | **€25m+** programmes | **€120m+** strategic bid

Open markets and build commercial traction

Opened and led the French office of a Houston-based deep-tech company, built its client base from scratch, sold six innovative systems and increased repeat business. Earlier sales leadership included managing a regional team that generated \$130m in annual revenue, achieved 18% growth and secured long-term contracts worth up to €50m.

Support venture growth and funding

Supported deep-tech companies, primarily at Seed and Series A, in strengthening their investment case, industrial roadmap, milestones, funding needs and investor readiness. This work connects the financial narrative to a credible route towards industrial deployment.

Manage complex projects and contracts

Managed project and contract activities on ITER programmes worth more than €25m and contributed to a strategic Hot Cell Complex bid worth more than €120m.

Experience includes FIDIC Engineer responsibilities and the negotiation of variations, claims, schedule impacts and cost positions in a first-of-a-kind nuclear environment.

Apply AI to real work

Completed training in artificial intelligence at ESCP Business School and co-developed QUOTEpilot, a no-code generative AI solution that automates tender costing and helps an SME respond to more opportunities. The same practical approach supports stakeholder mapping, project structuring and contract documentation.

The figures above relate to previous executive and project roles that underpin **KONNECTTEAM**'s current offer.



**Have a technology to industrialise,
a funding round to prepare or a complex project to secure?**

Let's discuss the next practical step.

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