

TEKFINITY

**BUSINESS PLAN FOR
INVESTMENT IN TEKFINITY
TEMPEST SECURITY
SOLUTIONS**



EXECUTIVE SUMMARY

Company Overview

Tekfinity is a leading provider of advanced TEMPEST grade A security solutions designed to safeguard sensitive data. Our mission is to deliver state-of-the-art, NATO-grade security products to government, military, and high-security corporate sectors.

Market Opportunity

With increasing cybersecurity threats and regulatory demands, the market for high-security computing solutions is growing. Our TEMPEST-compliant products cater to a niche yet critical segment, ensuring unprecedented data protection in highly sensitive environments.

Investment Proposition

We seek **25.000.000,00 EUR** in funding to expand our product line and scale our operations to meet the growing demand.

MARKET ANALYSIS

Industry Overview

The global market for secure computing solutions is expanding due to escalating cyber threats and stringent data protection regulations. TEMPEST technology is essential for sectors requiring the highest security levels, including government, military, and financial institutions of all kinds.

The financial impact of cyber crime reached new heights.

With global losses estimated:



From \$ 3 trillion in 2015



To over \$ 10.3 trillion

Making it one of the fastest-growing types of crime.



TARGET MARKET



Government and Military

Compliance with NATO and national security standards.



Financial Institutions

Protection against sophisticated cyber attacks.



Corporate Sector

Ensuring confidentiality of proprietary information.

MARKET SIZE AND GROWTH

Industry Overview

The global cybersecurity market is projected to reach \$345.4 billion by 2026, with a CAGR of 9.7% from 2021 to 2026. The TEMPEST market, as part of this, is niche but critical, with significant investments from defense and high-security sectors.

COMPANY DESCRIPTION

Mission Statement

To provide unparalleled TEMPEST security solutions that ensure the highest levels of protection and compliance with international security standards.

Company History

Founded in 2017, Tekfinity has rapidly become a trusted name in TEMPEST solutions, with contracts from several internal government agencies.

Product Offerings

TEMPEST grade A all-in-one systems.

Secure Monitors Keyboards & Mice.

Access Control Solutions with 3 access levels.

(Java card, PIN & Fingerprint).

Post-quantum hardware encryption solution.

Underdevelopment Custom-built

TEMPEST grade A Laptop.

TEMPEST grade A Desktop PC.

TEMPEST grade A Diode.

TEMPEST grade A Secure router & switch.

Tempest All-in-One

High Performance Tempest Grade A
Desktop PC



STRATEGIC PLAN

Goals

Short-term: Increase production capacity and enhance product features.

Long-term: Expand market presence globally and develop new product lines.

SWOT Analysis

Strengths: High security, compliance with stringent standards, robust R&D.

Weaknesses: High production costs.

Opportunities: Growing cybersecurity threats, increasing regulatory requirements.

Threats: Potential regulatory changes, global context volatility

Competitive Advantage

A unique product featuring advanced technologies.

Strong relationships with government and military clients.

Continuous innovation and product development.

MARKETING STRATEGY

Positioning

Position Tekfinity as the leading provider of TEMPEST security solutions for the most demanding security environments.

Sales Strategy

- Direct sales teams for government and corporate sectors.
- Strategic partnerships with defense contractors and IT security firms.

Marketing Mix



Product

Top-quality, certified TEMPEST products.



Price

Premium pricing reflecting the advanced technology and security benefits.



Place

Direct sales to government and corporate clients.
Partnerships with security integrators.



Promotion

Relationship exclusive promotional activities.

OPERATIONAL PLAN

Production

- Expand manufacturing facilities.
- Implement lean manufacturing techniques to reduce costs and increase efficiency and profitability.

R&D

- Invest in advanced research to stay ahead of emerging threats.
- Collaborate with leading universities and research institutions.

Customer Service:

- 24/7 support for all clients.
- Comprehensive training programs for client IT teams.



FINANCIAL PLAN

Revenue Model

- Direct sales of TEMPEST products.
- Service contracts for maintenance and upgrades.
- Consulting fees for custom solutions and compliance assessments.

MODULES	DESCRIPTION	PRICE	QUANTITY	VALUE
Oled 27" display module	27" panel + emi foil + glass	1.152,00 €	5000	5.760.000,00 €
Mainboard	ARM 8CX Gen3 mainboard	848,10 €	5000	4.240.500,00 €
Emi gasket kit	Custom cut	123,20 €	5000	616.000,00 €
Metalic parts kit	Aluminium and stell parts	823,00 €	5000	4.115.000,00 €
Electronic pcb's kit+ fibre optic conector	CLSFP85GESXDI	744,90 €	5000	3.724.500,00 €
Cables kit	Custom made	131,10 €	5000	655.500,00 €
Screws kit	Standard	17,12 €	5000	85.600,00 €
Power supply	Custom made	283,68 €	5000	1.418.400,00 €
Keyboard and mouse kit	EMI protected custom made	260,60 €	5000	1.303.000,00 €
EMI filters	Custom made	80,74 €	5000	403.700,00 €
SSD 256 GB	OM8SEP4256 GB	36,70 €	5000	183.500,00 €
Web camera	Lihappe8-FULL HD	27,95 €	5000	139.750,00 €
Cardboard	Package	15,20 €	5000	76.000,00 €

COSTS FOR MATERIALS 22.721.450,00 €

OTHERS	DESCRIPTION	PRICE/UNIT	QUANTITY	VALUE
Estimated shipping value	AIR/Maritime depends on delivery term	70,00 €	5000	350.000,00 €
Labor costs	Factory assembled parts and the final product	155,00 €	5000	775.000,00 €
Estimated import taxes	Import taxes in Europe between ~ 5%	230,71 €	5000	1.153.550,00 €

COSTS FOR OTHERS 2.278.550,00 €

TOTAL COSTS 25.000.000,00 €

5.000 PCS	50% ADVANCE PAYMENT										STARTING ASSEMBLY		BATCH DELIVERY		
	T0	T1	T2	T3	T4	T5	T6	T7	T8	T9	T10	T11	T12	T13	T14
OLED 27" DISPLAY MODULE	11.375.000,00 €						2.882.500,00 €					1.000 PCS	1.500 PCS	1.500 PCS	1.000 PCS
Mainboard							2.120.000,00 €								
EMI GASKET KIT						312.500,00 €									
Metalic parts kit									2.350.000,00 €						
Electronic pcb's kit+ fibre optic conector									1.460.000,00 €						
Cables kit							455.000,00 €								
Screws kit						42.800,00 €									
Power supply							716.700,00 €								
Keyboard and mouse kit								651.500,00 €							
EMI filters							183.750,00 €								
SSD 256 GB					91.750,00 €										
Web camera					69.875,00 €										
CARDBOARD									38.625,00 €						
Factory assembled parts and the final product									385.000,00 €		385.000,00 €				
ESTIMATED SHIPPMENT COSTS						75.000,00 €	100.000,00 €	150.000,00 €		75.000,00 €					
IMPORT TAXES ~ 5%	568.750,00 €					6.465,00 €	17.077,58 €	284.149,80 €	198.294,50 €	1.738,13 €	3.525,00 €				
VALUE	11.943.750,00 €				161.625,00 €	436.765,00 €	6.475.027,58 €	4.895.649,80 €	621.919,50 €	76.738,13 €	388.525,00 €				
TOTAL											25.000.000,00 €				

Total Loan Amount:

25.000.000 €

Contract Duration: 14 months
Total Quantity: 5,000 units

Production Costper Unit:

5.000 €

Selling Price per Unit:

8.500 €

Total Revenue:

42.500.000 €

(5,000 units x 8,500 €)

Total Profit:

17,500,000 €

(42.500.000 € - 25.000.000 €)

CONCLUSION

Investment Opportunity

Tekfinity offers investors a chance to be part of a high-growth, high-impact sector.

With our proven track record, innovative products, and strategic growth plan, we are well-positioned to capitalize on the increasing demand for top-tier security solutions.

Next Steps

We invite potential investors to contact us for detailed discussions and to arrange a visit to our facilities.





OFICIUL REGISTRULUI NAȚIONAL
AL INFORMAȚIILOR SECRETE DE STAT
(O.R.N.I.S.S.)



CERTIFICAT DE ACREDITARE A

S.C. TEKFINITY S.R.L.

Seria CPT nr. 007

Oficiul Registrului Național al Informațiilor Secrete de Stat acreditează

S.C. TEKFINITY S.R.L.

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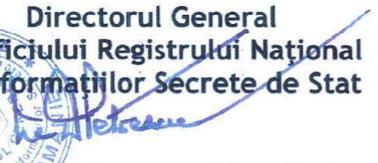
producător TEMPEST fără capacități de evaluare TEMPEST

în conformitate cu

Metodologia privind acreditarea entităților care desfășoară activități de
producție în domeniul TEMPEST - INFOSEC 15

Certificatul își păstrează valabilitatea în condițiile în care sunt respectate
criteriile stabilite prin reglementările naționale în domeniu.

Accreditarea este valabilă în perioada 28.03.2023 - 27.03.2026.

Directorul General
al Oficiului Registrului Național
al Informațiilor Secrete de Stat

Prof. univ. dr. MARIUS PETRESCU
SECRETAR DE STAT



9001

ISO 9001 ISO 9001 ISO 9001



ORGANISM DE CERTIFICARE



CERTIFICAT

MANAGEMENT CERTIFICATION

Confirmă prin prezentul că organizația:

TEKFINITY S.R.L.

Cu sediul în: **Str. Orhideelor, Nr. 6B, Ap. 1, Râșnov, Jud. Brașov**

Are documentat un

SISTEM DE MANAGEMENT AL CALITĂȚII

Conform cerințelor standardului **SR EN ISO 9001:2015 (ISO 9001:2015)**

Pentru următoarele domenii:

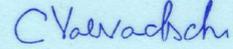
**Fabricarea calculatoarelor și a echipamentelor periferice;
Fabricarea echipamentelor de comunicații; Activități de realizare a soft-ului
la comandă (software orientat client); Cercetare-dezvoltare în alte științe
naturale și inginerie; Alte activități de servicii privind tehnologia informației**

Certificat seria: C-MCS Nr: 4052

Data emiterii: 19.04.2024



DIRECTOR GENERAL
VOEVODSCHI COSMIN



Valabil până la următoarea viză anuală din data de: 18.04.2025

EFQM Member

ROMÂNIA
MINISTERUL APĂRĂRII NAȚIONALE
Biroul Național de Codificare



CERTIFICAT

Nr. 2963

În baza Hotărârii de Guvern nr. 445/2003

pentru aprobarea

*“Normelor privind organizarea și desfășurarea activității de
codificare a articolelor de înzestrare din domeniul apărării”, se certifică
alocarea “Codului NATO de agent economic”*

NCAGE: **1J5FL**

S.C. TEKFINITY S.R.L.

pentru a fi utilizat în cadrul Sistemului de Codificare NATO.



DIRECTORUL BIROULUI NAȚIONAL DE CODIFICARE

L.S.

Responsabil cod NCAGE

Data emiterii certificatului: 08.06.2023



THANK YOU