Roland Wabersich



Interim Managing Director & Fractional COO

for mid-sized software companies and PE-backed software businesses

From project and licence business to recurring revenue – with an owner's view on cash flow, processes and resilience in a crisis.

Interim management · Operations · SaaS transformation · Cyber crisis management

CONTACT

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Languages: German, English

ENGAGEMENT

Available: from now on, on request
Scope: up to 4 days/week, full-time in particular phases
Models: Interim assignment or Fractional (part-time)
Work location: DACH region, on site & remote; full-time on site outside Munich & Füssen by arrangement

PROFILE

Entrepreneur and operator with more than 30 years of experience in software technology – more than 20 of them as founder, managing director and majority shareholder of a self-financed software company with blue-chip and consumer electronics customers worldwide. I know the structures of corporations and fast-moving tech companies as well as the entrepreneurial risk of investing my own capital. My focus: aligning software companies to recurring revenue, making processes lean and automated, and leading calmly in a crisis. **I take responsibility and hand over in an orderly way.**

8.5 years	95%	6 days	> 200%
customer lifetime, 88% retention rate #	recurring revenue, up to EUR 3.3m per year #	from total ransomware outage to full operations (2026) #	Increase in e-commerce share of orders (global IT distributor)

Historical figures from a SaaS software company I led.

WHEN TO CALL ME

- **A vacancy in the management or operations –** take over immediately, stabilise, brief the successor
- **From project or licence business to recurring revenue –** productisation, pricing, KPIs
- **Operational realignment –** digitalise & automate processes, improve service levels, adjust costs
- **Cyber attack or total IT outage –** lead the crisis team, keep customers, restore operations
- **Sparring for shareholders, owners, management and executives –** as Fractional COO

CORE EXPERTISE

Corporate leadership

Over 20 years as managing director investing my own capital: results, liquidity, product, technology, marketing, people, customers. Led units of up to 60 employees.

Recurring revenue & SaaS models

Service and subscription revenue models since the 1990s, own platform with 95% recurring revenue. Productisation, pricing, ARR/MRR, NRR, churn, LTV/CAC.

Operations, processes & AI

Digitalisation and automation of sales, service and logistics processes. Working with AI since my diploma thesis in 1990 – used where it pays off.

Crisis & restructuring

Led the crisis team during a total ransomware outage (business side, with security specialists). Restructuring of units, realignment after market disruptions.

Independent assessment for shareholders

Evaluation of IT, processes, products, business case and management: fact-based and without self-interest. Clear, prioritised recommendations as a basis for decisions.

KPIs, steering & reporting

Transparency for shareholders and investors: e.g. liquidity, margins and service levels as ongoing reporting. Own BI platform in use for more than 20 years.

Industries: B2B software · distribution / wholesale · branded manufacturers · consumer electronics