Roland Wabersich



Interim Managing Director & Fractional COO

for owner-managed software companies, mid-sized software businesses and PE add-ons

Entrepreneur for hire: 20+ years running my own software company with my own capital – not a consultant, not a corporate line manager. I have done myself what I offer.

Recurring Revenue · Operations · Market Disruption & Legacy Business · Cyber Resilience

CONTACT

Location: Munich & Füssen, Germany
Phone: +49 89 14334127
Email: r.wabersich@degree55.com
LinkedIn: linkedin.com/in/roland-wabersich
Languages: German, English

ENGAGEMENT

Models: Fractional COO or fixed-term interim mandate
Fractional: 2–8 days/month, monthly retainer
Interim: fixed-term, up to 3 days/week
Cyber Readiness Check: fixed-price package for management
Region: DACH, on-site & remote, by arrangement

PROFILE

Entrepreneur and operator with more than 30 years of experience in software technology – over 20 of them as founder, managing director and majority shareholder of a self-funded SaaS company with blue-chip customers. I know growth as well as structural market disruption, corporate structures as well as entrepreneurial risk with my own capital. My focus: shifting software companies to recurring revenue, setting up lean and automated operations, managing legacy business for profit and staying calm in a crisis. **I take responsibility and hand over in good order.**

8.5 years	95%	6 days	< 1 day
customer lifetime, 88% retention rate #	recurring revenue, own SaaS platform #	from total ransomware outage to full operation (2026) #	of management time per week, automated operations #

Key figures from the SaaS company I founded and manage (value chain solutions GmbH).

WHEN TO CALL ME

- **Vacancy in management or operations** – take over for a fixed term, stabilise, onboard the successor
- **From project or licence business to recurring revenue** – productisation, pricing, KPIs
- **Declining core business or legacy product** – adjust costs, automate operations, secure profits, build something new
- **Preparing succession or founder exit** – reduce dependency on the founder, make processes transferable
- **Operational realignment** – digitise & automate processes, optimise service levels
- **Cyber resilience** – beforehand readiness check (optional crisis exercise), in an emergency lead the crisis team
- **Sparring partner for shareholders, owners and management** – as Fractional COO

CORE COMPETENCIES

General Management

20+ years as managing director with my own capital: P&L, liquidity, product, technology, marketing, HR and customers. Led units of up to 60 employees.

Market Disruption & Legacy Business

Recognised market disruption early and actively managed it: costs adjusted, operations automated, profits secured, new products built. Assessing legacy business soberly: keep, restructure or wind down in good order.

Operations, Processes, Data & AI

Automation of sales, service and logistics processes. Making retailer data actionable: in-house sales database for brand manufacturers – accountable for the result, built by your IT or partners. AI since 1990, used where it pays off.

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.

Cyber Crisis Management & Preparedness

Led the crisis team during a total ransomware outage (business side, with forensics and IT security). Resulting offer: readiness check for management teams, optionally with crisis exercise – complementing IT security and mandatory NIS2 training.

Independent Assessment & Control

Assessment of IT, processes, products, business case and management for shareholders – with no vested interest. Reporting on liquidity, margins and service levels; own BI platform for 20+ years.

Industries: B2B software · SaaS · Brand manufacturers · Consumer electronics · Distribution / wholesale