

Intelen

ENGAGING PEOPLE TO RETH!NK

Growth and Scale tactics...

Vassilis Nikolopoulos, PhD

CEO & co-founder

Intelen, Inc

4,45 millions

end users

-  Utilities
-  C & I companies
-  Universities

Profile:

- 3 years in operation (B2B)
- Business in 5 countries
 - Intelen, Inc HQs NY, USA
 - Athens, GR
 - Nicosia, CY
 - Spain, ES
 - Romania, RO
- Employees: 40++
- 3 cloud SaaS products
- \$1m revenues in 2014
- >\$11m in 2017

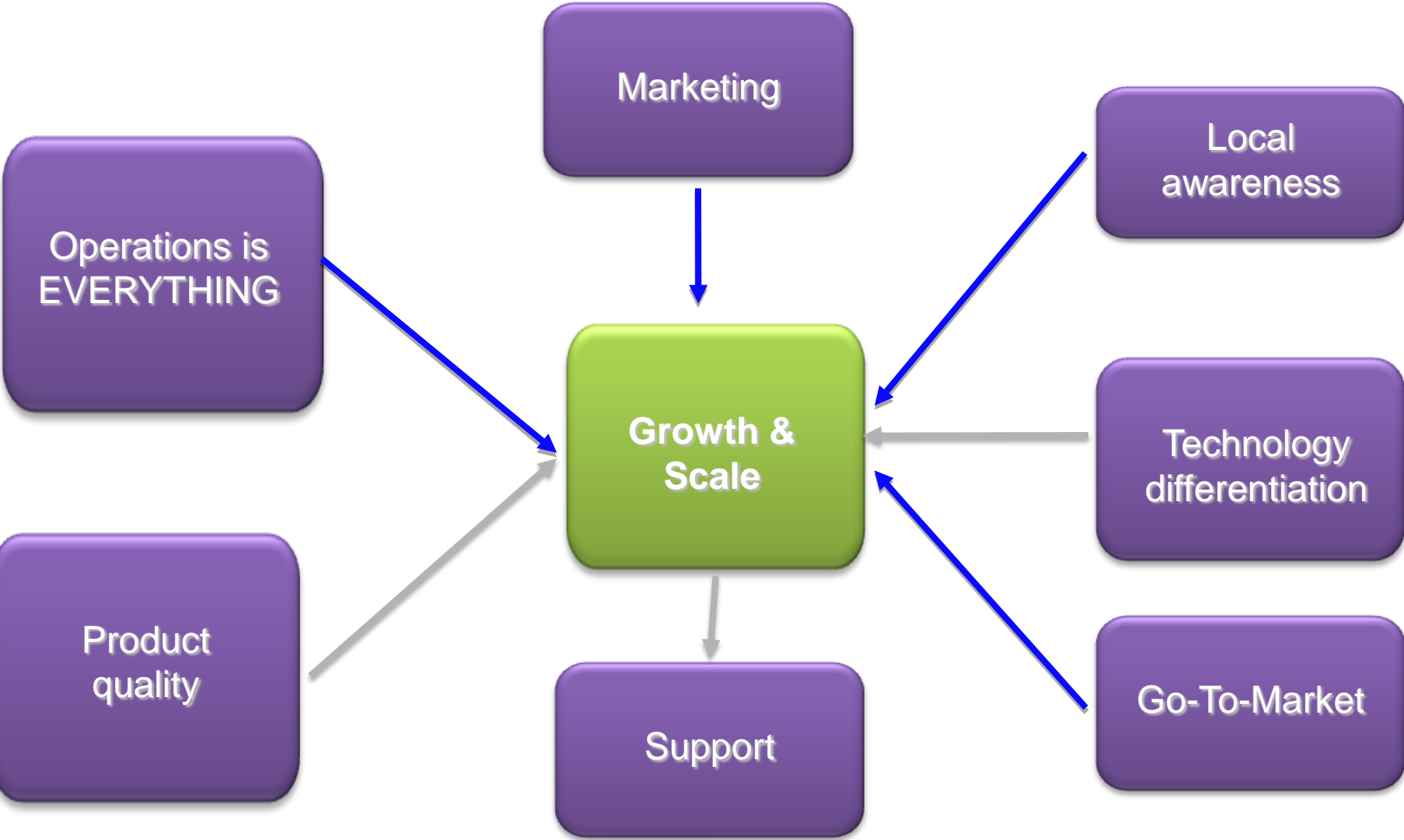


**Secure a LEAN /
SCRUM DevOps**

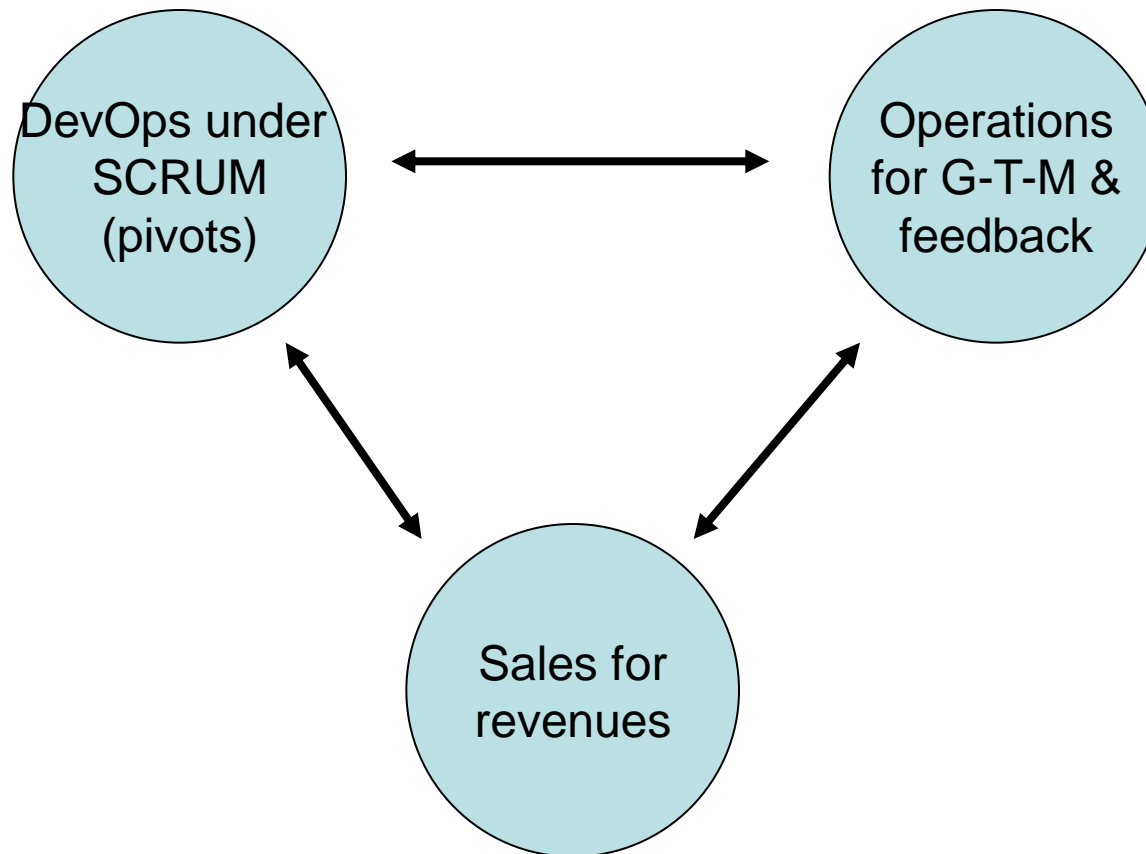
**Hire a good COO &
BizzDev**

**Hire Sales AFTER the
Ops**

**Balance
Dev - Ops - Sales**



Intelen's golden Growth Triangle





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