

Seed deck · Data as of 31 August 2026

Maintenance work management for industrial SMEs.

Sillage brings work orders, procedures, spare parts and field feedback into one place.

Raising

€2.5M to industrialize distribution and strengthen the product.

Work is still fragmented

Maintenance managers juggle shared files, emails, the ERP and paper instructions.

A breakdown means finding a procedure, a part and a history before an intervention can be scheduled.

Scattered sources

Shared files

Emails

ERP

Paper instructions



A breakdown



To track down

1 A procedure

2 A part

3 A history



Schedule the intervention

Our stated target

50 to 500

employees per site

5 to 30

people in the maintenance team



The fictional interviews are detailed in the commercial file; they are not a representative study.

From incident report to field feedback

- 1 Operator**
Reports an incident.
- 2 Manager**
Qualifies, assigns and schedules.
- 3 Technician**
Finds the procedure and parts, documents the work and closes the order.
- 4 Manager**
Compares interventions and organizes preventive maintenance.

The screenshot displays the 'Sillage · Work orders' interface. On the left is a dark sidebar with a 'sillage' logo and a list of menu items: 'Work orders' (selected), 'Assets', 'Procedures', 'Parts', and 'Preventive'. The main content area shows a work order for 'WO-2481' titled 'Hydraulic leak on press P4'. It includes status tags 'In progress' and 'High priority'. Metadata fields show 'Site: Stamping shop', 'Asset: Press P4', 'Assigned to: Team B', and 'Reported by: Line 2 operator'. A timeline lists four events: 'Incident reported' (Operator, 08:12), 'Qualified and assigned' (Manager, 08:30), 'Procedure opened' (Technician, 09:05), and 'Close-out and field report' (Technician). To the right, the 'Procedure PR-112' section lists tasks: 'Lock out the press' (checked), 'Bleed the circuit' (checked), 'Replace the cylinder seal' (checked), and 'Test and restart' (unchecked). The 'Parts' section shows 'Cylinder seal' as 'In stock' and 'Bleed kit' as 'To order'.

Illustrative screen, fictional data

Scope

The product is operational software, not an industrial control system. No PLC commands, no safety decisions, no autonomous predictive maintenance.

Measurable adoption

24

paying customers at 31 August 2026

€120k

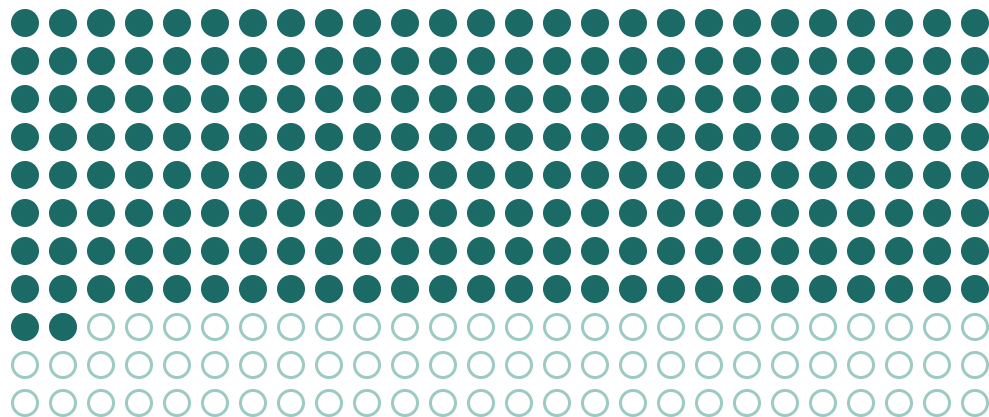
contracted MRR

×12

€1.44M

annualized (ARR)

Users, over four weeks



● 210
active every week

○ 286
provisioned

210 weekly active users out of 286 provisioned users.

MRR excludes

- Services
- Pipeline

Attached to the file

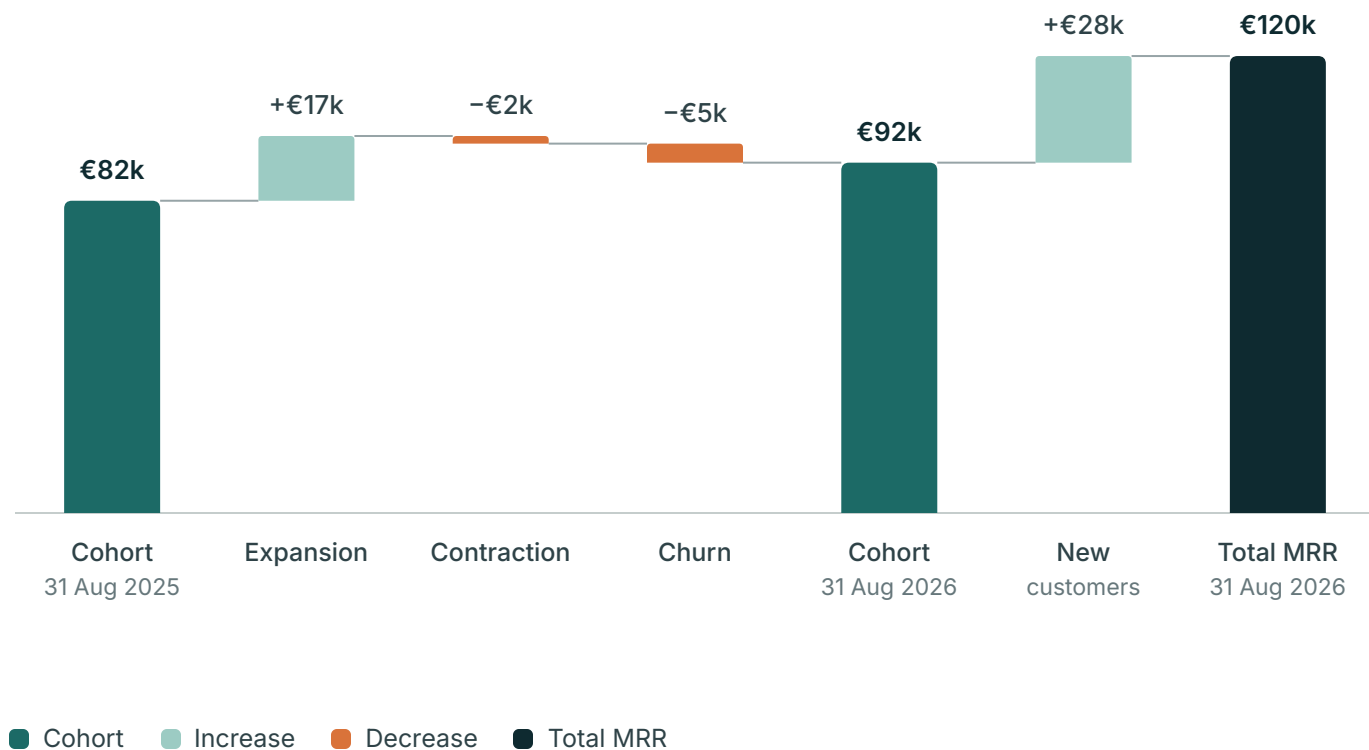
- Invoices
- Representative contracts
- Metric definitions

ⓘ These metrics are synthetic and self-reported.

Quality of revenue

Existing cohort at 31 August 2025: €82k MRR. Twelve months later it reached €92k; new customers added €28k.

MRR bridge over twelve months



112.2%

Cohort NRR

91.5%

Cohort GRR

MRR concentration

20% Top customer



47.5% Top five

Other customers

i Renewal of the largest account remains a key milestone.

A simple business model



Annual subscription

Per site and user tier, billed monthly.



Deployment and training

Billed separately.

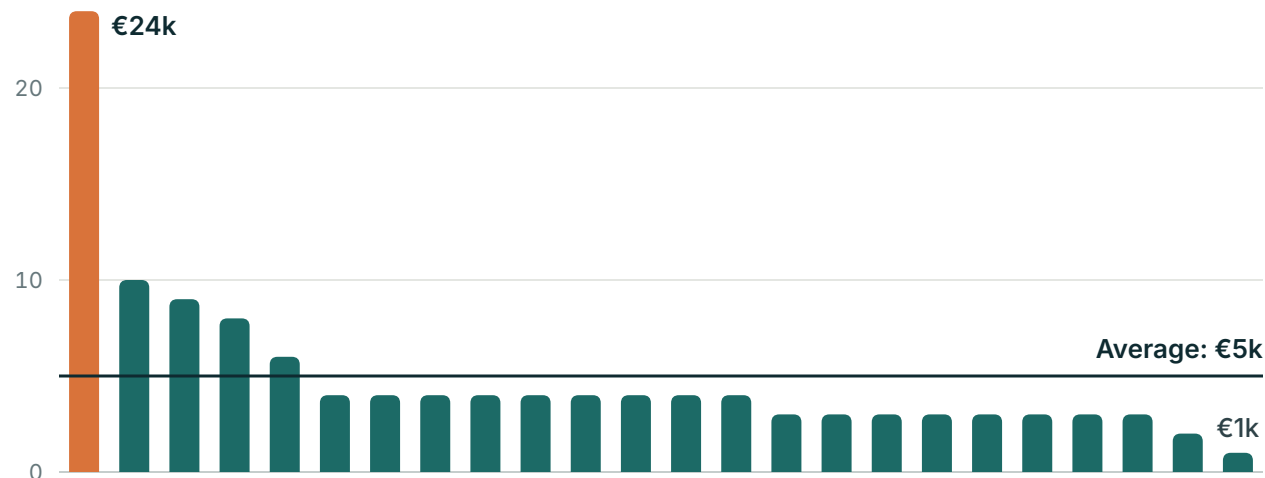
€5k

average MRR per account, with a spread from €1k to €24k

80%

Reference recurring gross margin, before R&D costs.

MRR per account, 24 accounts, €k



August 2026

Deployment has a real cost

Services revenue

Associated costs



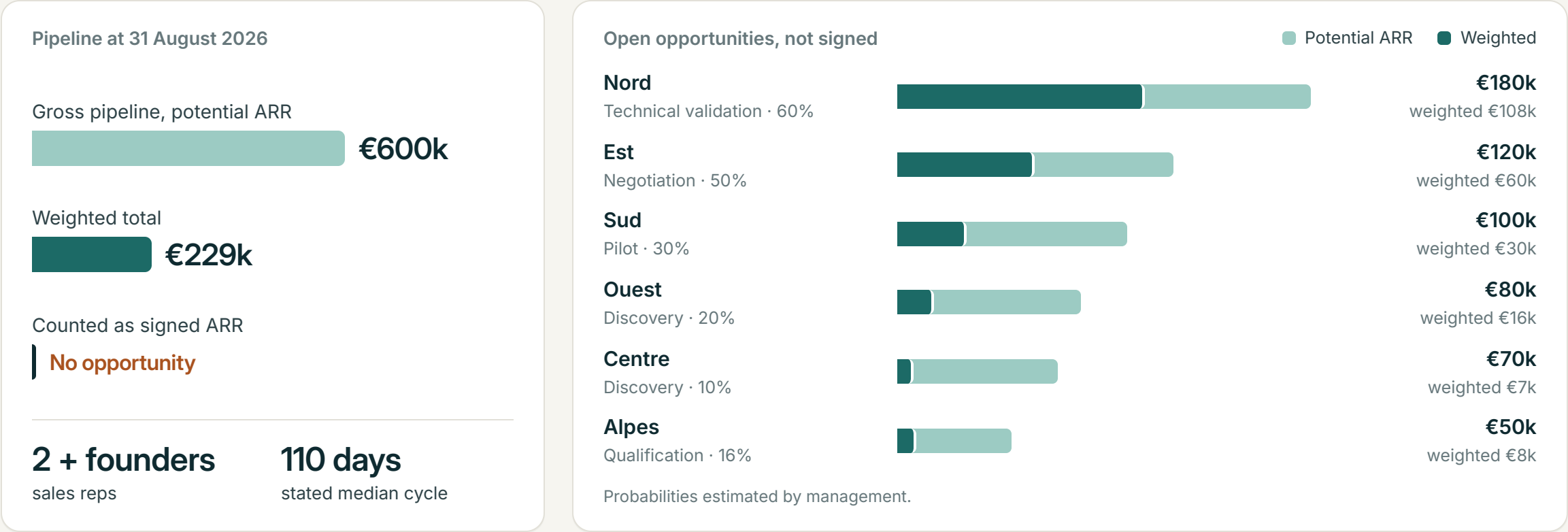
€12k



€7k

Distribution still to build

Two sales reps and the founders run a stated median sales cycle of 110 days.



Plan assumption

Monthly MRR growth of 3%. This exceeds the pace of some historical months and depends on hires and conversions that still need to be verified.

Market and differentiation

Internal commercial assumption

8,000

accessible target sites in France

× €18k

average annual revenue in this sub-segment

= €144M

theoretical potential

 The number of sites is an assumption, not a sourced count.

Competition includes

 CMMS

 ERP modules

 Generic tools

 Status quo

Our proposition

- ✓ Fast integration
- ✓ Built for field use

 No demonstrated technological exclusivity.

Product and trust

 W0-2481

Press P4, hydraulic leak

In progress

Procedure PR-112

☒ Lock out the press

☒ Bleed the circuit

☒ Replace the seal

☐ Test and restart

Field report

Add a photo

Close the work order

Event log

- 08:12 **Incident reported**
Operator
- 08:30 **Assigned to team B**
Site manager
- 09:05 **Procedure PR-112 viewed**
Technician
- 10:35 **Report and photos added**
Technician
- 10:40 **Work order closed**
Technician

Per-site roles

Administrator

Site manager

Technician

In place

- ✓ Web app and mobile web experience
- ✓ EU hosting, as stated in this scenario
- ✓ Event log and per-site roles
- ✓ Two custom ERP connectors already delivered to fictional customers

Stated limits

- ⊖ No ISO or SOC certification claimed
- ⊖ An independent penetration test is still to be scheduled
- ⊖ The technical file sets out limits, subcontractors and dependencies

Illustrative screens, fictional data

A complementary team



Léa Garnier

CEO

Eight fictional years in industrial software product and deployment.



Malik Benali

CTO

Ten fictional years in SaaS engineering and operations.

Current team: 14 employees

Founders		2
Product and tech		6
Sales		2
Deployment and support		3
Operations		1

Three planned roles



Senior sales

To hire



Customer success

To hire



Integration engineer

To hire

 Their cost is in the business plan; no offer signed at 31 August.

Financials and trajectory

Stated 2025 revenue

€1,080k



Cash at 31 August 2026

€620k

Average net burn,
June-August

€52k/month

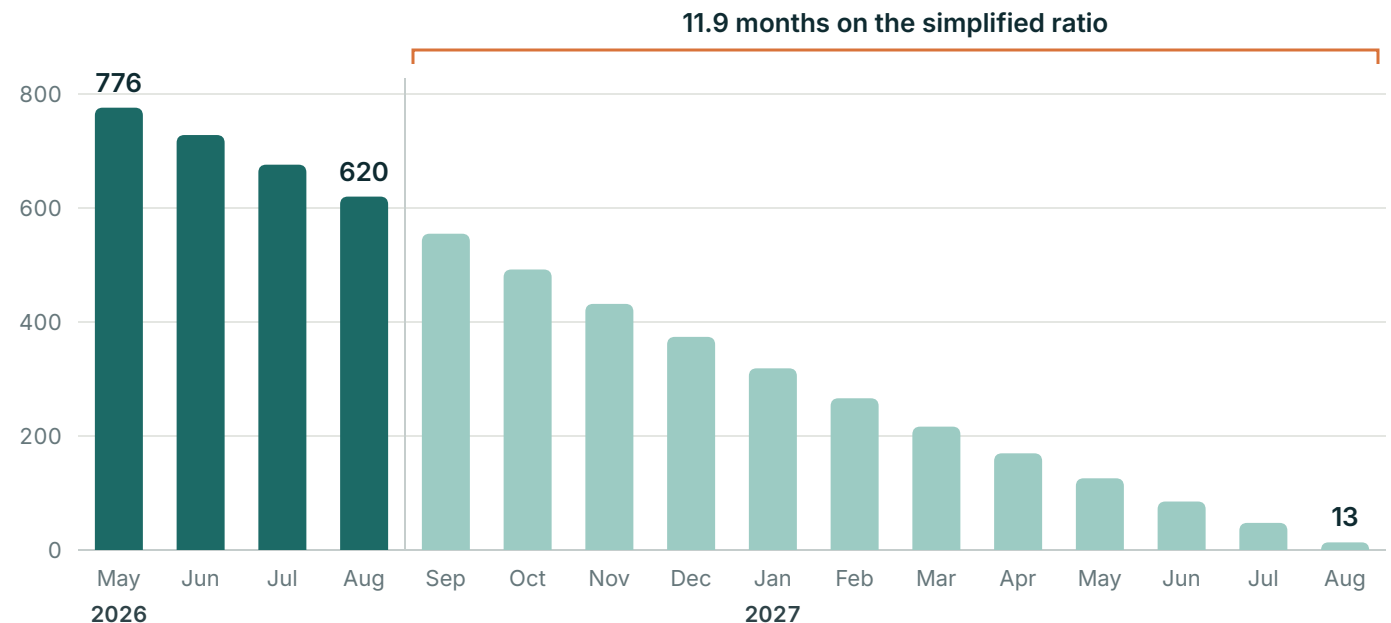
Runway, simplified ratio

11.9 months

€620k / €52k per month, at that date

Month-end cash, €k

■ Actual ■ Plan forecast, base case, no new funding



i The cash forecast includes planned hires and may be tighter. The funding sought is not secured.

The Seed round

€2.5M

sought

€10M

proposed pre-money
valuation

Envisaged round

€1M

€1.5M

Fictional fund Rivage is
considering €1M

Balance to syndicate



No firm offer and no investment agreed.

To negotiate

Governance

Employee option pool

Closing conditions

Target use of funds

Product

€1M

Sales

€0.8M

Deployment

€0.4M

Reserve

€0.3M

Total

€2.5M



Contact

No real contact details: demonstration only.