

SALES PIPELINE

£50k-65k ARR in motion.

12

Active pilots

6

Enterprise deals

PIPELINE HEALTH

- Green 4
- Amber 5
- Red 2

REVENUE SCENARIOS

Conservative	£50k
Optimistic	£65k

WEEK-OVER-WEEK

Pilots	+1
Savills	● → ●
AKC	New

All enterprise conversations inbound. Zero outbound.

12 deals across 82-94 seats.

● Green (4 deals)

Sentry

12 seats £8.5k

Courteenhall

2-3 seats £2.1k

Perdix

1-2 seats £1.4k

Agrii

3+ seats £2.1k+

● Amber (5 deals)

Savills

50 seats £35.4k

GSC Grays

5-7 seats £4.2k

Velcourt

1-5 seats £2.1k

Balfours

3 seats £2.1k

FCG

TBC

● Red (2 deals)

ELM Associates

1-2 seats £1.4k

V3 app blocker

Birkholme

1-2 seats £1.4k

Land App

AKC NEW

1 seat £708

Demo → pilot today

FIRST CONVERSION WAVE

24 Feb — Courteenhall, Perdix, Velcourt, Balfours

Six conversations. All inbound.

Wildfarmed

Verification

400 farms £150k/yr

Proposal sent

Boortmalt (BMG)

Verification

£150-225k/yr

Director pitch ~2wks

Savills

Advisor SaaS

50 seats £35.4k/yr

DocuSign sent

Omnia

Integration

1.5M hectares £150k/yr

Early inbound

Knight Frank

Advisor SaaS

70 seats £49.6k/yr

Q2-Q3

Boortmalt (Bunge)

Verification

£20-60k/yr

Q3

£555-670k

Annual pipeline value

Signal: Wildfarmed and Savills evaluated SAX. Both chose us.