



Introducing Wirtek A/S

Specialists in energy, connectivity & automation
and digital engineering

Make it real. Make it work.

About Wirtek

Wirtek is a Danish tech company with **+25 years of experience**, specialising in three core domains: energy, connectivity & automation and digital engineering.

We **build, connect and operate digital solutions** through software development, Internet of Things (IoT), quality assurance and ready-made products.

Founded as a **Nokia spin-off**, we combine deep know-how with EU compliance to partner with companies on their journey to modernise systems and extend capabilities while reducing risk.



Since
2006

listed on Nasdaq
First North

200+

engineers across Denmark,
Portugal and Romania

500,000

devices
connected to our
Wirtek IoT Suite

93

countries
reached with our
solutions

3

acquisitions



6+ years

average client partnership

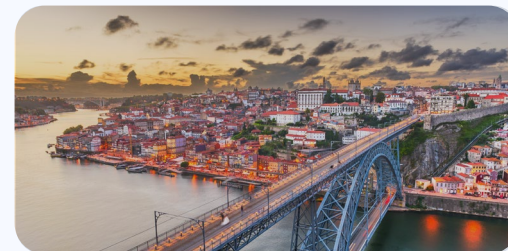
Our tech hubs

Not nearshore. Not offshore. Just EU shore.



Denmark hub - Aalborg

Niels Jernes Vej 10, 9220 Aalborg,
Denmark



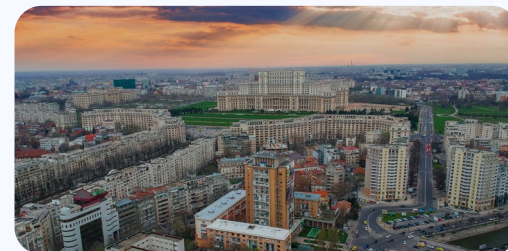
Portugal hub - Porto

R. S. Gens 3380-N 2ºDto, 4460-813
Senhora da Hora Matosinhos,
Portugal



Romanian hub - Cluj-Napoca

Strada József Attila nr. 2, 400347
Cluj-Napoca, Romania



Romanian hub - Bucharest

Opera Center 1, etaj 5, Strada
Costache Negri 1-5, 050552
Bucharest, Romania

Trusted by



Our management team



Michael Aen

Chief Executive Officer



Mads Greiffenberg

Chief Finance Officer



Flaviu Zapca

Chief Operating Officer



Niels Erik Wøhlk

Chief Revenue Officer



Ema Marcu

Director of HR &
Administration



Mariela Ramos

Head of Marketing
& Communications



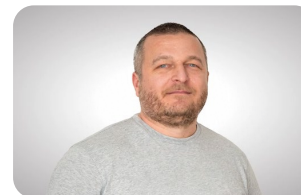
Cristian Olariu

Business Unit Director



Humberto Ferreira

Business Unit Director



Călin Marian

Director of Technical
Excellence & IT

Our history

2001

Founded as a spin-off from Nokia

We were founded in Aalborg, Denmark, carrying Nokia's know-how to apply in emerging technologies and markets.

2006

Listed on Nasdaq First North

We became a public company, the third to be listed on the Nasdaq Copenhagen First North Growth Market

2016

Opened our first tech hub in Romania

We began our international expansion to Cluj-Napoca, marking the start of our long-term commitment to nearshoring excellence.

Opened our second tech hub in Romania

Inauguration of the Bucharest office, expanding our presence in the region.

2018

Acquired Software Pro A/S

Enhancing our expertise in software development and consultancy.

2024

Opened our Portugal tech hub

Inaugurated our Porto office, marking a key milestone in our international expansion strategy.

Acquired Pragmasoft

Boosting growth in clean energy and expanding internationally.

Acquired Seluxit

Expanding into renewable energy and wireless IoT.

Opened a new office in Denmark

Reinforcing our Danish roots and supporting growth in emerging technologies.

2021

Acquired CoreBuild

Deepening our engineering capabilities and service offerings.



Our custom-made offering



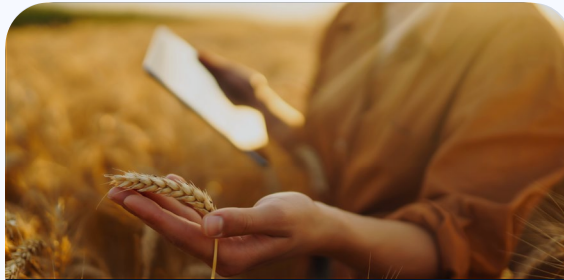
Our business domains

Two decades of experience in making technology work harder for your business.



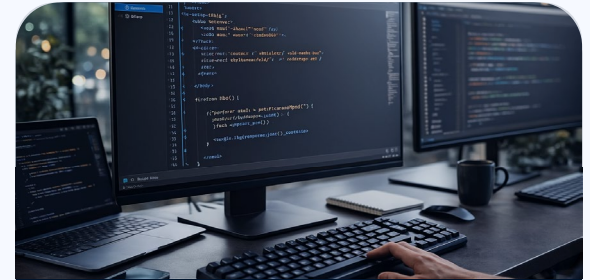
Energy

Know-how at every step of the energy path.



Connectivity & Automation

Secure, reliable, data-driven automation systems. Connect devices, platforms, and enterprise systems with ease.



Digital Engineering

Scalable platforms built to adapt to your evolving business needs. Integrate systems and optimise operations effortlessly.

Our services

We provide custom solutions tailored to your requirements.



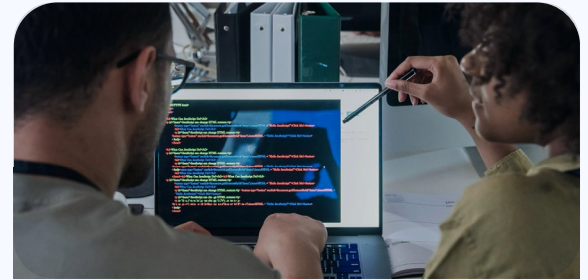
Software Development

End-to-end support across the entire product lifecycle.



Internet of things (IoT)

Engineering for device connectivity and automation.



Quality Assurance

Comprehensive testing and QA services for reliability, performance, and security.

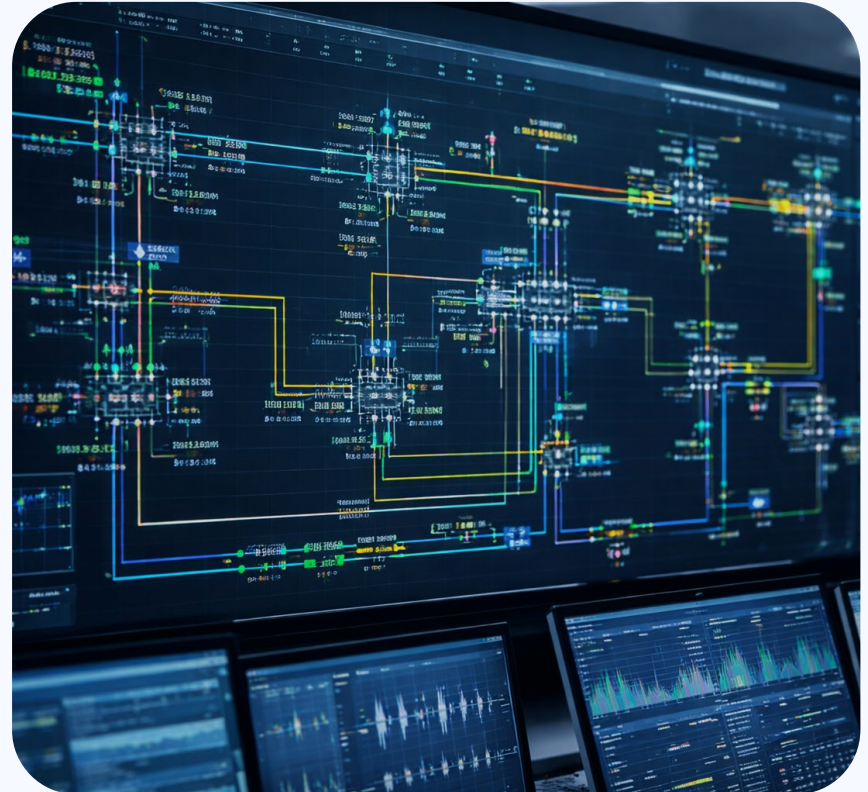
Business domain: Energy

We modernise the backbone of the energy chain, helping teams keep assets performing, secure, and compliant without disruption.



Key challenges we approach

- Legacy SCADA and RTU systems
- Fragmented industrial protocols
- Strict uptime requirements and limited maintenance windows
- Increasing OT cyber security pressure
- Telemetry complexity affecting reporting



1 / Production

- SCADA dashboards and RTU automation logic
- Substation automation: telecontrol, transformer tap control, auxiliary supply, circuit-breaker automation
- Embedded systems and RTUs: development and international certification
- OT cybersecurity: network and equipment detection, secure protocols
- Communication protocols: IEC (101, 104, 103, 61850), DNP, Modbus, OPC UA, Profibus, SNMP and legacy

2 / Transmission

- SCADA telecontrol and operations management: data acquisition, alarms, events, configuration and deployment
- Trading applications: consultancy and development
- Reporting and management: web services, big data dashboards and management tools
- Communication protocols: IEC (101, 104), DNP, ICP, Modbus, Kafka, MQTT and legacy

3 / Distribution

- End-user applications for Android, iOS and the web
- Dashboards, alarms, maintenance and operational management
- Cybersecurity for infrastructure and protocol communication
- EV and metering protocols: OCPP 1.6, DLMS
- Battery testing: lab testing and software for test environments

Business domain: Connectivity & Automation

We support complex setups where a mix of old and new devices, equipment generations, systems, vendors and protocols must work together.



Key challenges we approach

- Interoperability and integration complexity
- Shortage of specialised expertise
- Security and compliance



Business domain: Digital Engineering

We support a variety of companies from complex industries integrating and modernising systems, optimising operations and creating reliable & scalable platforms.



Key challenges we approach

- System integration
- Resource optimisation tools
- Profitability insight
- Operational visibility



Software Development services

Product engineering

- Prototyping
- Mock-ups & conceptualisation
- Technology stack audit
- System architecture & design
- High-level architecture & design
- Software engineering best practices
- Usability & UX

Software engineering

- Tailored software development
- Software product engineering & development
- Prototype & MVP design
- End-to-end system architecture & design
- Low-code development

System modernisation

- Integrating or upgrading legacy systems
- Product re-engineering
- Maintenance & continuity of proprietary products
- System re-engineering
 - Refactoring
 - Migrations
 - Performance enhancements
 - UX/UI reimagining

Software Development services

Mobile and app development

- Strategy & advisory
- UI/ UX design
- Native development
- Cross-platform development
- Maintenance & support
- Service integration
- Deployment & publishing

Monitoring and maintenance

- Infrastructure monitoring
- Application monitoring
- Preventive & corrective maintenance
- Network monitoring

Quality Assurance & Testing

- Functional testing
- Non-functional testing
- API testing

Internet of Things (IoT) services

Device connectivity & control

- Gateways, PLC/RTU & microcontrollers
- Unit interaction & control
- Industrial bus communication
- Sensor technology & integration
- Encryption & authentication protocols

Data collection & storage

- Data collection from sensors and IoT devices
- Cloud and edge-based data storage
- Real-time processing and analytics
- Data security and encryption
- API solutions for data sharing and integration
- Storage optimisation and performance tuning

Analytics & visualisation

- Advanced analytics and AI-powered insights
- Interactive dashboard design and visualisation
- Predictive analytics
- Flow management
- Data governance, security, and compliance

Internet of Things (IoT) services

Automation & event-driven IoT

- Rule-based and AI-driven automation
- Real-time event management
- Predictive maintenance and self-learning systems
- Integration with existing business systems
- Automated monitoring and alerting

Edge computing for IoT

- Edge architecture design and implementation
- Real-time processing at device level
- AI and machine learning on edge devices
- Optimized traffic flow between edge and cloud
- Secure and private distributed computing
- Integration with IoT platforms and legacy systems

Scalable IoT platforms

- Scalable and secure device management
- High availability, redundancy, failover
- Multi-tenant support
- IoT security and regulatory compliance

Internet of Things (IoT) services

Security for connected systems

- Risk assessments and compliance guidance
- Security consulting for edge and IoT platforms
- Secure authentication and access control
- Encryption and secure data communication
- Intrusion detection and threat monitoring
- Secure firmware and software updates

Software development for embedded systems

- Software development for real-time and safety-critical systems
- Firmware and driver development
- Performance and resource optimisation
- Software & hardware integration
- API development & management
- Test-driven development and automated verification
- Embedded security and cyber protection

DevOps

- CI/CD pipelines and DevOps-aligned workflows
- Support & operations
- Data migration
- Cloud operations (CloudOps)
- Monitoring & observability

Quality Assurance services

Cyber Security

- Security testing and vulnerability analysis
- OT, EDR & MDR cybersecurity

Quality Assurance Training

- ISTQB certification
- Custom QA training

Software testing

- Functional testing
- Non-functional testing
- Software test automation
- API testing
- QA strategy and process improvement
- Continuous integration & delivery (CI/CD)
- Web/mobile/desktop testing
- Test automation for software/system tests

Hardware testing

- Electronic equipment testing
- Conformance testing
- Functional testing
- Non-functional testing
- Simulation & modelling
- IoT testing
- Test automation for software/system tests
- Automated testing
- Firmware testing

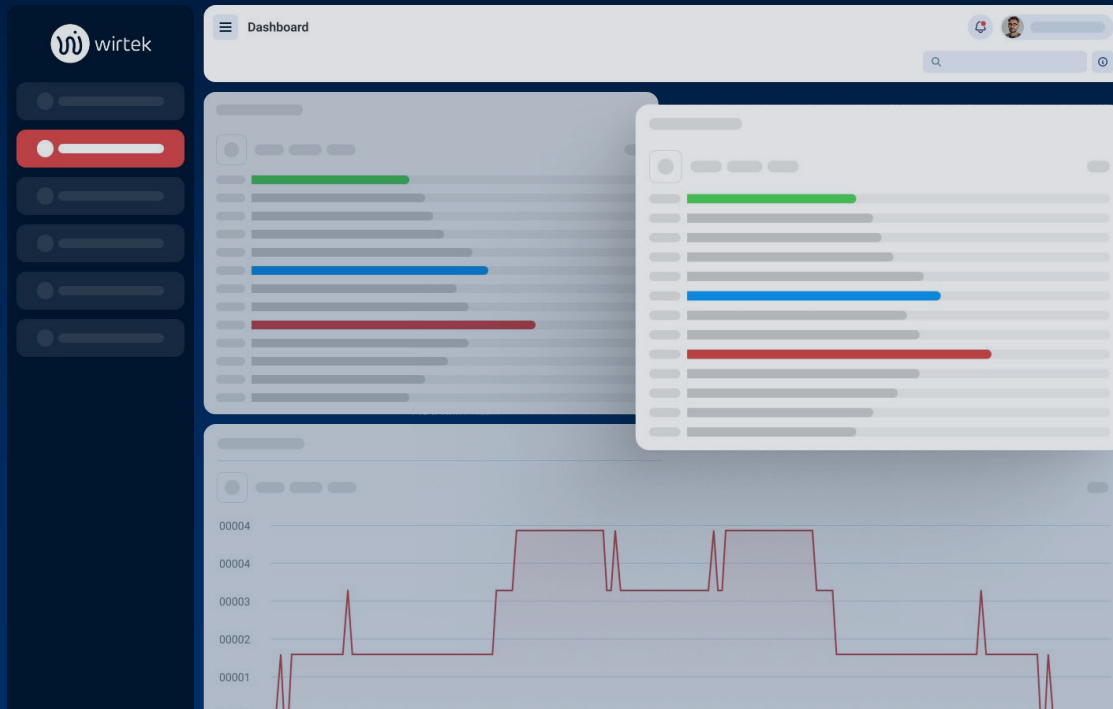


Our ready-made solutions



Introducing The Suite

Layer that sits above existing meters, sensors, CTS and BMS systems.
Local solutions remain in place. Our platform connect them.



Wirtek IoT Suite / Key benefits

Solutions and scalable Platform as a Service offerings, designed to streamline energy consumption, enhance renewable energy management, and simplify IoT device interactions.



Integrate

Integrate with M2M, CTS and BMS along with any internet connected device.



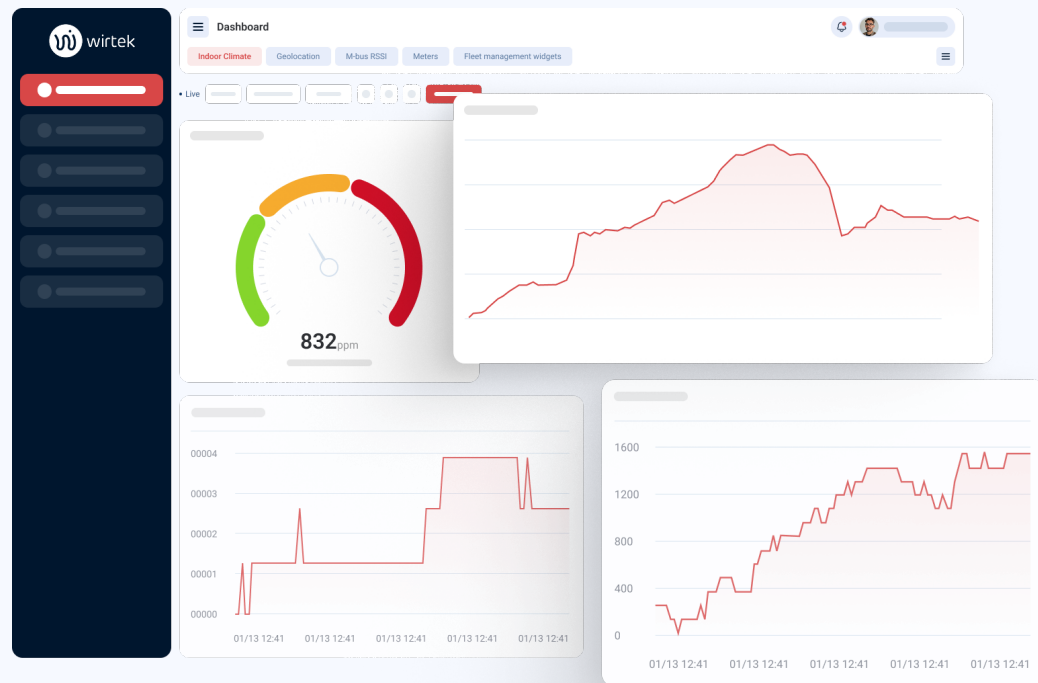
Automate

Create OEM scenarios with no code.



Analyse

Gain insights through advanced scalable analytics, data visualisations and algorithms.



Wirtek IoT Suite / Key benefits



Connect services

Use already integrated services such as weather data, energy prices, calendars and smart home appliances.



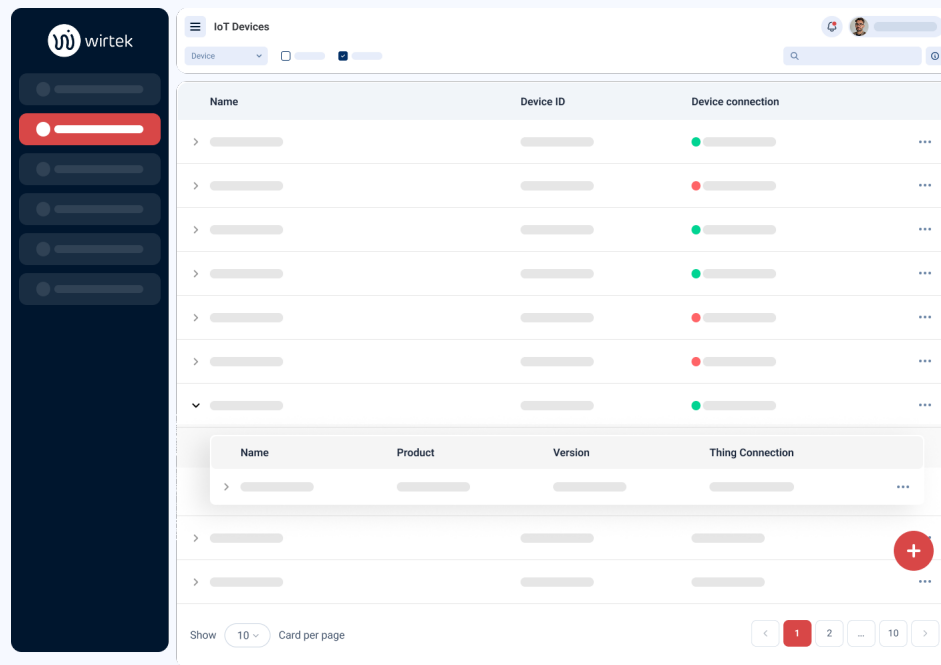
Platform as a Service

Deliver a white-label IoT platform under your brand with managed apps, high availability and robust cybersecurity across all device types.



Develop

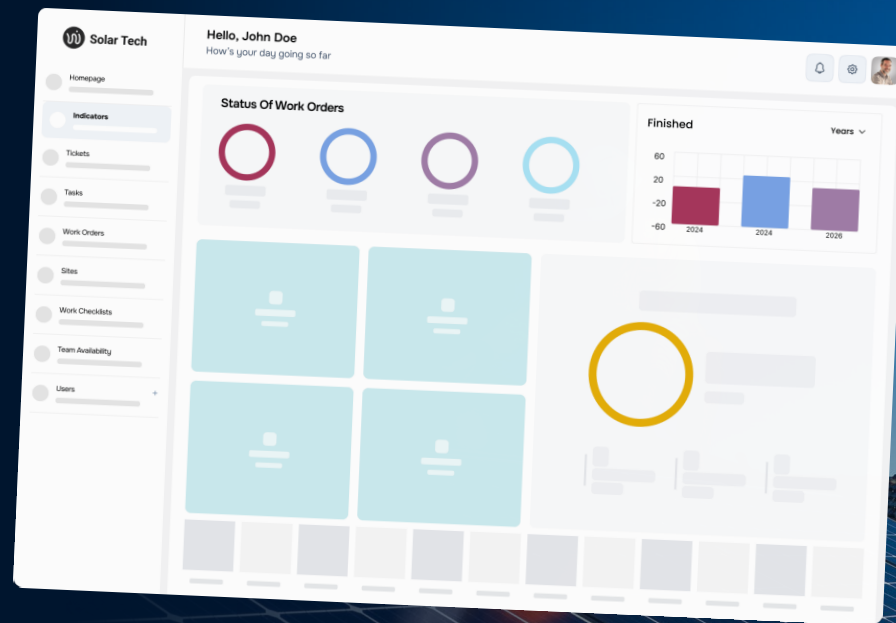
Use our documented open-source stack.



Solar Tech

Highly competitive Solar Photovoltaic solution designed to ease the maintenance management of solar energy systems and farms.

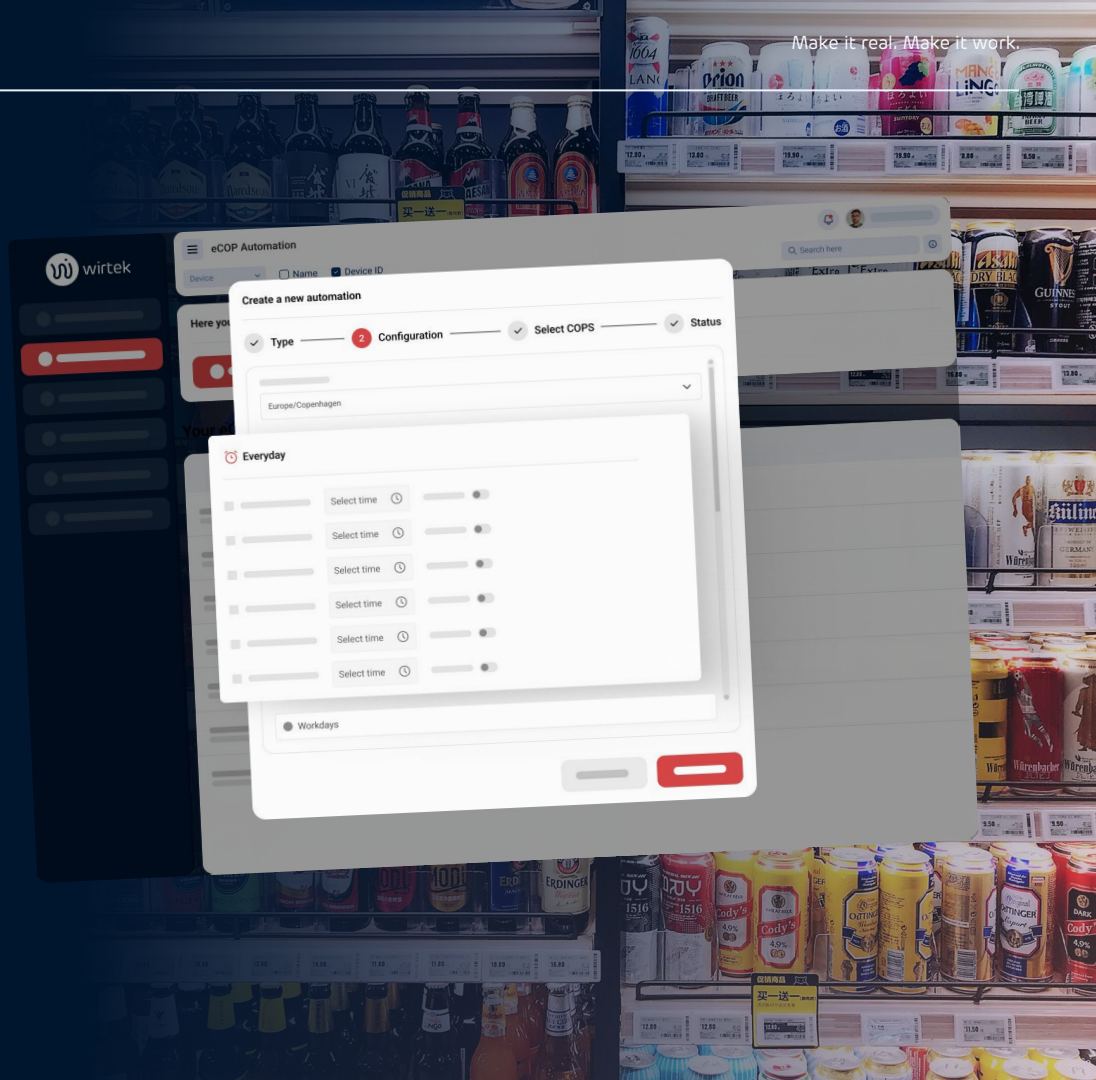
[More information](#)



Smartplug Energy Optimisation

Smart, scalable plug-and-play solution for retailers, grocery chains, gas-stations and more to cut energy waste from coolers and refrigeration equipment.

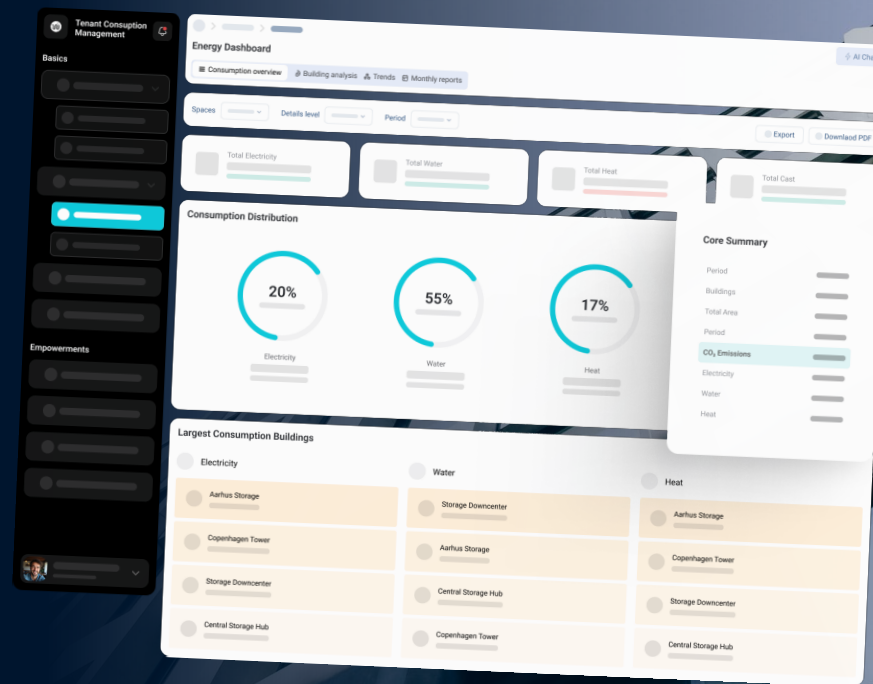
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Tenant Consumption Management

All-In-One web and mobile platform that automates energy data, billing and compliance across multi-tenant sites by unifying consumption data from all utilities and buildings into one shared foundation.

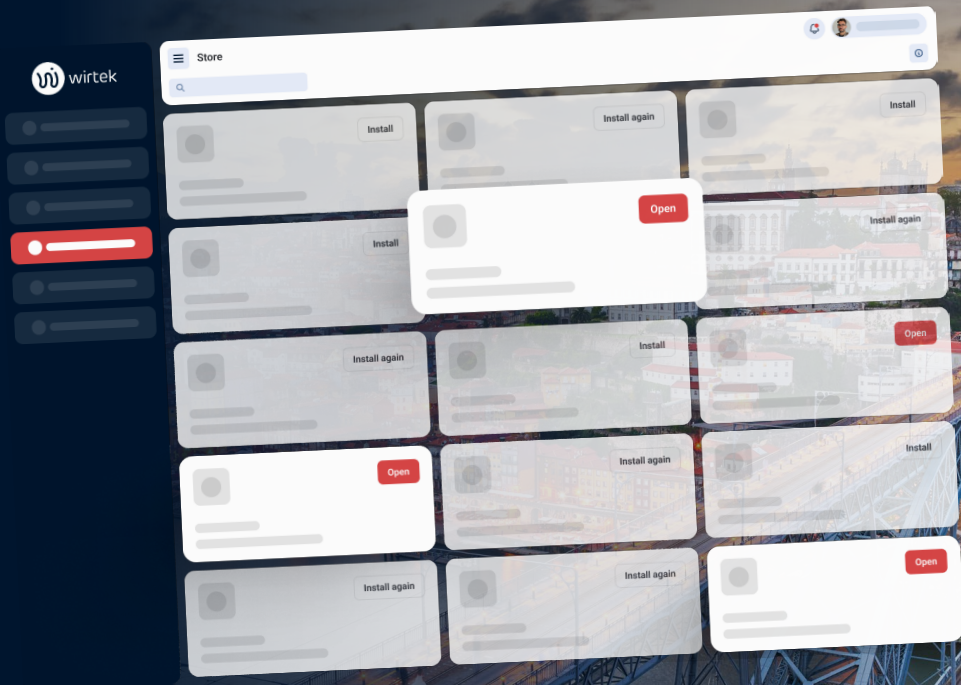
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Industrial IoT Cloud

Proven open source IoT platform already powering more than 500,000 devices and sensors in 93 countries, giving you a proven foundation for your own IoT solution.

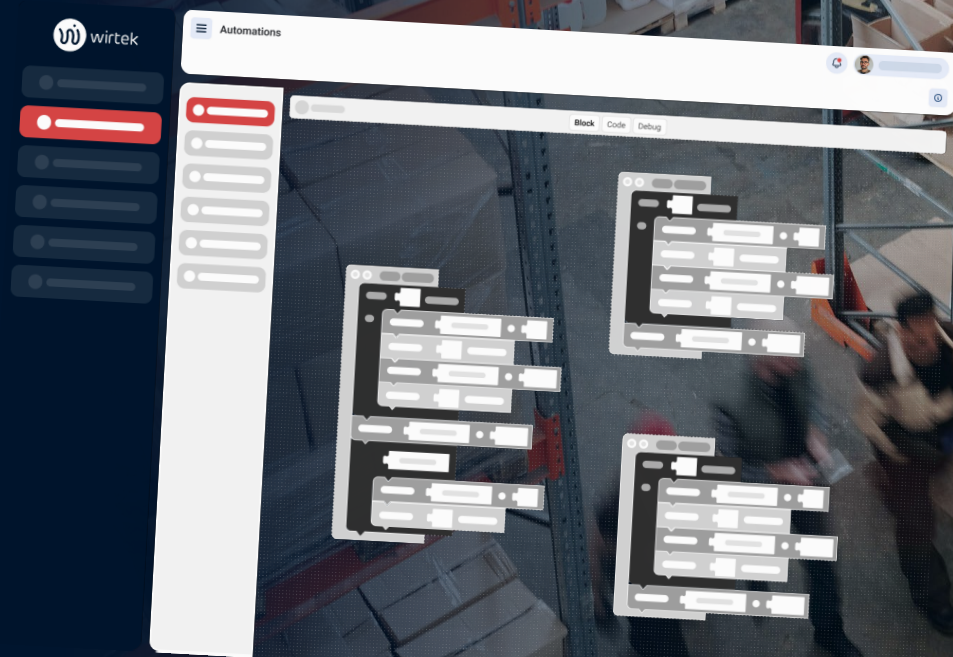
[More information](#)



Warehouse Logistics ESG Optimisation

Solution that delivers verifiable energy, equipment behaviour and CO₂ data for every kWh used across warehouse and logistics sites.

[More information](#)





Our approach to projects



Collaboration models

Project teams

- Team members work under your project control, collaborating closely with your in-house team.
- Team size: flexible scale up or down, typically 1–5 assignees.
- Time duration: 6–9 month commitment, depending on project requirements.
- Cost: fixed price or blended package in a monthly subscription.

Dedicated long-term teams

- We match your project needs by handpicking, recruiting, and hiring tech talent who work exclusively and autonomously, working remotely and seamlessly with your in-house team.
- Team size: flexible, scale up or down, typically 5–12 assignees.
- Time duration: 9+ month commitment, depending on project requirements.
- Cost: monthly subscription per tech assignee.

Build, operate, transfer (BOT)

- Build: We recruit, hire, assemble, train, onboard, and integrate your handpicked custom tech team.
- Operate: We run your daily operations and delivery with full transparency and oversight. We manage everything from salaries and absence to team happiness.
- Transfer: When you are fully operational and the timing is right, you absorb the team into your organisation and local business entity.

Specialists

Project teams

- Software and hardware specialists
- DevOps engineers
- Cybersecurity engineers & specialists
- AI engineers
- Architects & tech leads
- Product owners
- Business analysts
- Technical writers
- QA and Test Engineer



Our expertise

JavaScript TypeScript React
Angular HTML CSS Node.js
Blazor Vue.js SCSS AngularJS
jQuery Bootstrap HTML5 CSS3
ASP.NET MVC ASP.NET Core MVC
Knockout

Web

Kubernetes Azure CosmosDB
RabbitMQv Kafka gRPC
Azure DevOps Docker

Cloud

SQL PostgreSQL MongoDB MySQL
SQLite YugabyteDB Entity Framework
Couchbase CockroachDB

Database

VoIP DECT Cisco WLC PBX SIP
Wi-Fi SRTP

Telecommunication

.NET NET Core WPF WinForms

Desktop

C++ C Python Embedded Linux
3G/4G/5G REST Wi-Fi LoRaWAN
Wireless M-Bus Modbus MQTT
Bluetooth / BLE UWB

IoT

C++ C Python Embedded Linux
SIP & websockets RTUs PLCs
ESP microcontrollers CAN
OTA firmware updates
Network programming Multithreading
FreeRTOS

Embedded

Swift Kotlin React Native SwiftUI
Kotlin Multiplatform Mapbox SDK
Combine Framework Objective-C
Jetpack Flutter

Mobile

How we power delivery with AI



Dedicated AI capability

- Senior, cross-functional AI team driving adoption across services and solutions
- AI-assisted workflows embedded in delivery from day one
- Faster prototyping, reduced cycle time, more predictable outcomes



AI embedded in what we build

- AI integrated into platforms, not added as an afterthought
- Real-time data analysis, automation, and decision support
- Modernised cloud and infrastructure foundation to scale AI reliably and securely



Responsible and scalable by design

- AI governance built in from the start, not retrofitted
- Clear policies for data handling, accountability, and compliance (e.g. EU AI Data Act)
- Designed to operate in regulated and high-stakes environments

How AI works our clients



AI as development and AI as a service, integrated part of solution



High customer satisfaction



A set of opportunities opened by client initiative



High development speed and short delivery time



Ability to test AI approaches in a trusted client relationship



**Make it real.
Make it work.**

Visit www.wirtek.com