WHAT WE DO

We make delivery happen

Most transformation programmes do not fail on technology. They fail on a scope nobody can deliver, a team set up to lose, and a risk nobody owned until it surfaced. We fix all three, then ship to real customers.

01

Make scope deliverable

We cut the scope to its core assumptions and pick the most valuable vertical slice that can reach production within a quarter. It is scoped, designed and locked before sprint zero.

- **Reuse first** what already exists stays: e.g. once a reused digital signature saved three months of work on its own.
- **One backlog** owned by your product owner from day one, prioritised by revenue, not department politics.
- **Behind feature flags** so the launch becomes a business decision, not a technical one.

02

Enable team to deliver

A Principal Architect leads a small squad of senior, E-shaped specialists embedded with your own engineers, as ONE team in the same stand-ups and the same codebase.

- **Decisions inside the team** product, engineering, risk and operations in one room, not between departments.
- **Adjustable** the squad grows for a heavy integration phase and shrinks as your people take over.
- **Capability transfer** planned from day one, so your team owns the product when we step back.

03

Mitigate risks

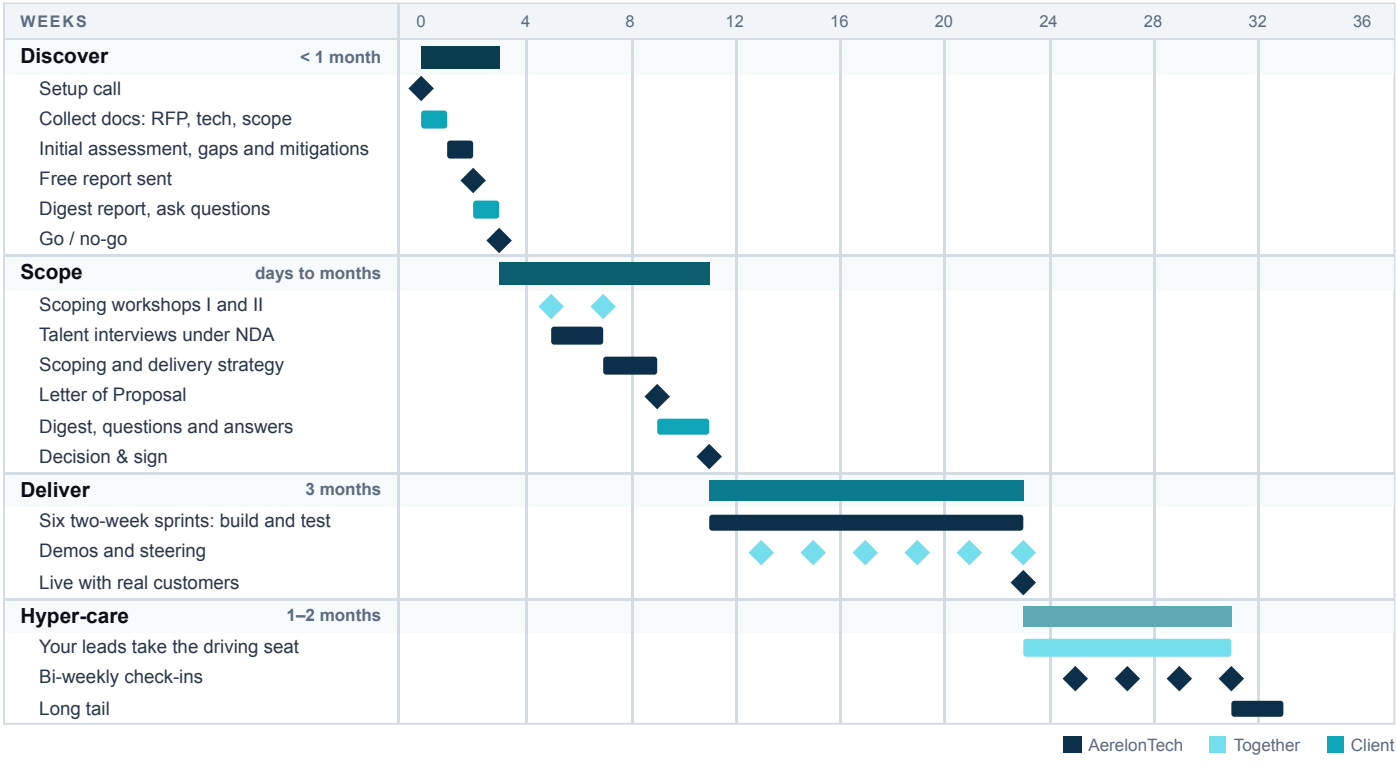
The risks that end careers are rarely in the code. We put them on the board in discovery and give each one an owner and a mitigation before delivery starts.

- **Brand** friends-and-family launch first, quality non-negotiable, the stable core stays untouched.
- **Cyber** security in the squad, guardrails matched to the risk, automated tests on every release.
- **Legal** 100% of the IP is yours, no licences, no lock-in, and humans drive the coding agents.
- **Compliance** risk and compliance in the squad, append-only records ready for regulatory reporting.

HOW WE DO IT

From discovery to hyper-care in one plan

Four phases, one team, one quarter of delivery. Every step has an owner, a date and a decision at its end.



You can engage with us at any phase except hyper-care, for example straight into delivery when the scope is already well defined. Durations are typical; scoping takes longer when the scope needs more calibration.

CASE STUDY · RETAIL BANKING

A fully digital cash loan in four months

A major EMEA bank wanted an unsecured cash loan that customers could take out end to end, without ever meeting a representative.

> *"Without Sandor and his team scoping down to what matters, we wouldn't have finished in a year."*
>
> — Product Line Sponsor, major EMEA bank

SCOPE

Loan journey, product P&L and loan terms built; credit scoring, eKYC, payout and the mobile app integrated; the bank's digital signature reused whole.

TEAM

One squad of 15: product owner, tech lead, 8 engineers and 5 subject-matter experts, with 8 more experts on call from legal, risk, compliance and security.

COMPLEXITY

17+ internal and external services, the group's risk engine included. The bank estimated 12+ months; a previous attempt was cancelled after eight.

APPROACH

The most valuable slice locked before sprint zero. One backlog and stand-up for product, engineering, risk and compliance; the bank's engineers owned each integration.

IMPACT

Released to the whole country at the end of month three. Money is spendable in 10–20 minutes for more than 90% of borrowers, with no handover at the end.

3	10	17+	0
Months to first launch	Minutes to money	Integrations live	Manual prod. fixes

WHO WE ARE · PRINCIPAL ARCHITECT & DELIVERY LEAD



Sándor Nagy

Founder & Principal Architect · AerelonTech

> *I connect engineering and business — translating deep technical complexity into clear decisions and measurable outcomes.*

Fifteen years of hands-on delivery, seven of them in management consulting, across more than 20 enterprise projects on four continents.

From code to tribe. Sándor started as a software engineer and never stopped writing code. At IncepTech he led joint client and consultancy teams through bank and telco transformations in Poland, Romania, Croatia, Kazakhstan and Azerbaijan, and built the delivery foundations that led up to the company's strategic acquisition.

Principal Engineer at McKinsey & Company. On a greenfield bank in EMEA he rose to Tribe Tech Lead of a 120+ person banking tribe, taking its current account, transactions and credit card squads to MVP. In Cairo he built the unsecured-loan product system of a new core banking platform, engineered for double-entry bookkeeping.

How he works. He reads architecture straight from the code: JavaScript first, .NET C# natively (8 years), and Java and Go across most of his fintech work. Client and consultancy engineers work as one squad, and capability transfer is planned from day one, so your team keeps growing after he steps back.

15+	20+	8+	4
Years hands-on	Projects	Countries	Continents

Delivery Leadership · Architecture · Capability Building · Core Banking · Unsecured Cash Loans · Current Account · Card & Transactions · E-Commerce

LE Lead Engineer

Distributed Systems · Event-driven Architecture

> *Ship systems that survive reality. Not systems that survive demos.*

Founder and lead engineer of a partner engineering studio, 10+ years building distributed systems in production on TypeScript, Node.js, React, Kafka and the cloud. Never stopped writing code.

Led teams of 10+ engineers from legacy monoliths to microservices, through heavy traffic and complex data migrations without business disruption.

Distributed Systems · TypeScript · Kafka

10+	150K+	25B+	15+
Years experience	Daily visitors at peak	HUF annual revenue served	Production systems shipped

CA Chief Architect

Finance · Telecoms · E-Commerce · IoT

> *I take complex platforms and make them simpler, faster and cheaper to run — without stopping the business.*

Leads architecture, platform and integration, after re-platforming an inherited e-commerce system not built for scale.

Before that: integration architecture for merging three banks into one platform, migrating 6M+ customer records across legacy and modern systems; data architecture for a national telecom's CRM replacement; and a satellite IoT platform.

Enterprise Arch. · Legacy Migration · Core Banking

8+	3	6M+	4
Years in architect roles	Banks merged to one platform	Customer records migrated	Sectors

SE Staff Software Engineer

Product-minded full-stack · Compilers & AI

> *How the OS, the compiler, the language work: I never stop at the surface.*

Staff engineer at an international ed-tech product company since its startup days, still coding every day while making the architectural and product calls. Built its in-browser compiler and sandboxed runtime, 10× faster than the generation before.

As a contractor: a private bank's new mobile and web app, an AI analytics assistant over multi-million-row tables, and a global retailer's returns platform migration.

TypeScript / React / Node.js · Compilers & Runtimes · AI Assistants

13	11+	10×	1
Years shipping	Years at one product	Faster runtime & compiler	Bank app built