







Strategic Dealmaking for Business-Critical IT Projects

Top global IT players have long relied on Business and Deal Desks – centralized hubs of expertise that shape winning projects and close high-stakes deals.

At **BOFICON**, we bring this proven approach to clients who need to deliver business impact fast. We specialize in **contract strategy, structuring, and negotiation** for **complex, high-value IT projects**. Our work spans **mid-sized businesses, major enterprises, and public institutions** – always with a strong focus on **mission-critical initiatives** that directly drive **competitiveness and innovation**.

What sets **BOFICON** apart:

-  Elite expertise from former Microsoft executives
-  Decades of frontline experience in global IT dealmaking and business management
-  Proven strategies for driving down costs and accelerating time-to-market
-  Deep specialization in AI, cloud, and next-gen tech
-  Lasting competitive advantage in an era of digital disruption
-  Leveling the playing field – we help you negotiate cloud and digital transformation deals with global providers like Microsoft, AWS, and Google from a position of strength



Meet the Founders:

Daniel M. Finke

Former Microsoft Deal Desk Director and Global Intellectual Property Lead

Daniel is a seasoned expert in international IT contracting and high-stakes negotiations, with a track record of leading **complex software development and AI solution deals** across borders. He knows how to **structure agreements that unlock innovation, minimize risk, and accelerate business outcomes**.

Dr. Dirk Bornemann

Former General Counsel & Board Member, Microsoft Germany

Dirk is a trusted advisor at the intersection of **technology, law, and regulation**. He's an authority on **cloud strategy, artificial intelligence, and data privacy**, frequently advising **government leaders and regulatory bodies**. His expertise ensures clients stay **secure, compliant, and competitive** in a fast-evolving legal landscape.



From **cloud migrations** to **AI-driven product transformation**,
BOFICON helps companies execute with **confidence, speed, and measurable results**.