

Wim Cos

Freelance AI & Solution Architect

I translate business into technology, build the product, and run the business that sells it.

20+ yrs business → tech

Founder & exit

250+ car dealership BI

All about AI

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ABOUT

For twenty years I have worked at the **seam between business and technology**: working out what a business truly needs, designing the system for it, building it, and setting the standards that let a team keep building.

First as a security architect, then as a **founder who grew and sold a product**, now as an AI architect designing LLM and agent systems.

The sweet spot: turning a fuzzy business problem into something that ships, and that business users without technical background can actually run.

Today I work freelance, building AI and agent systems hands-on and helping teams build them better and more safely.

WHAT I DO

01 Translate business to technology

Turn fuzzy business problems into architectures and products that business users without technical background can operate.

"What does the business actually need?"

- Dealer groups with a multitude of DMSs and other systems ended up with one BI platform their managers run daily (CalmCo)
- Business users without a technical background make the most of their own data (e2ebi)
- "We want AI, safely" became a gated agent pipeline with review and security stages (fi2p)

02 Build and ship

Production multi-tenant SaaS and AI / agent systems, end to end, from idea to paying customers.

"Software that works."

- CalmCo: multi-tenant BI SaaS, from first line of code to paying dealer groups
- EU-sovereign AI gateway: LiteLLM on self-hosted Proxmox, HA PostgreSQL, OIDC/MFA
- agent-sandbox: default-deny isolation for autonomous coding agents

03 Run the business

Founder and operator: built a product, sold it to a strategic buyer, ran a vertical's P&L, took it to the US.

"P&L, people and product."

- CalmCo: founded it, recruited and managed the team, owned the customers
- Sold CalmCo to TARGIT in 2022
- TARGIT: ran the automotive vertical's P&L, doubled the team, expanded into the US

04 Raise the technical bar

Reusable accelerators, guardrails and standards; I coach engineers and AI champions to build better and safer.

"Standards that make teams faster."

- fi2p: 33 gated skills driving coding agents through architecture, review, security and evaluation
- Coached engineers and AI champions in AI-assisted delivery
- Dimension Data: grew the pre-sales team from 5 to 12, Belgium's #1 security integrator

EXPERIENCE

2025 - Now

Freelance AI & Solution Architect • Nemeas

Design and build LLM and agent systems hands-on (see selected work). Consulted by others on AI-assisted project and coding methodology.

LLM orchestration MCP Agents LLM0ps Local Inference RAG

2022 - 2025

Managing Director, Automotive • TARGIT (BI vendor)

Ran TARGIT's automotive BI line after it acquired my company: doubled the team's headcount and expanded the solution into the US market. Left on completion of the Forterro acquisition of TARGIT in 2025.

US expansion Business Intelligence Vertical approach

2011 - 2022

Founder & Managing Partner • CalmCo (BI SaaS, automotive)

- Founded and ran the business: strategy, sales, pricing and customer relationships
- Recruited, managed and grew the team
- Built the multi-tenant technology stack in parallel, consolidating on-premise dealer data into the cloud
- Scaled to 250+ dealer sites, 370+ users and 3,000+ scheduled reports; 8 of Belgium's 10 largest dealer groups, plus groups in France and the Netherlands, still run it
- Sold to TARGIT in July 2022

Multi-tenant SaaS TimeXtender SQL Server SSAS SignalR

2001 - 2011

Security & pre-sales leadership • Dimension Data • Telindus

Pre-sales team lead & security BDM at Dimension Data: grew the team from 5 to 12 and helped make it Belgium's #1 security integrator. Earlier, pre-sales security consultant & security product manager at Telindus.

CISSP Security architecture Team lead Network Security Application Security

SELECTED WORK

Actively in use

fi2p

A reusable idea-to-production pipeline (33 gated skills) that drives coding agents through architecture, review, security and evaluation. A delivery accelerator that keeps a team fast and consistent and evades the pitfalls of vibe coding and millions of lines of unnecessary code.

Agentic Plan before code Multi-agent

Ready for
testing

agent-sandbox

A security-first environment that runs autonomous coding agents in isolation behind a default-deny network boundary. The guardrails and IP-handling side of agentic delivery, built as a reference.

Default-deny

Containers

Guardrails

Very alpha

e2ebi

An AI-assisted, multi-tenant BI platform (full .NET) where business users model data without SQL, and an ontology-grounded agent answers business questions safely. Governance built into the design.

Blazor

DuckDB

Apache Iceberg

Ontology

Running

AI gateway & EU-sovereign platform

A LiteLLM AI gateway (AI model routing, cost control, MCP) on a self-hosted Proxmox cluster with HA PostgreSQL and OIDC/MFA. EU-hosted by design.

LiteLLM

Proxmox

Patroni

Zitadel

NO CLOUD ACT

Dutch · English · French

Freelance via Nemeas bv (Belgian VAT) · On-site in Belgium & remote · currently available 4 days / week