

BlackVogel

Strategic Consulting for Web3 & Beyond



Capabilities & Experience

We have successfully supported organizations across diverse sectors.

PUBLIC SECTOR & INTERNATIONAL INSTITUTIONS

- UN commissions and agencies
- Government advisory
- Technical consultancy on model law development
- Policy research and recommendations

CRYPTO EXCHANGES & TRADING PLATFORMS

- Public affairs across European markets
- Regulatory positioning
- Strategic stakeholder engagement

DIGITAL ASSET INVESTMENT FIRMS

- Executive leadership symposiums
- Event series management
- Investor and regulatory engagement

BLOCKCHAIN INFRASTRUCTURE & EDUCATION

- Legal framework development
- Partnership coordination
- Contract drafting and negotiation

INDUSTRY ASSOCIATIONS

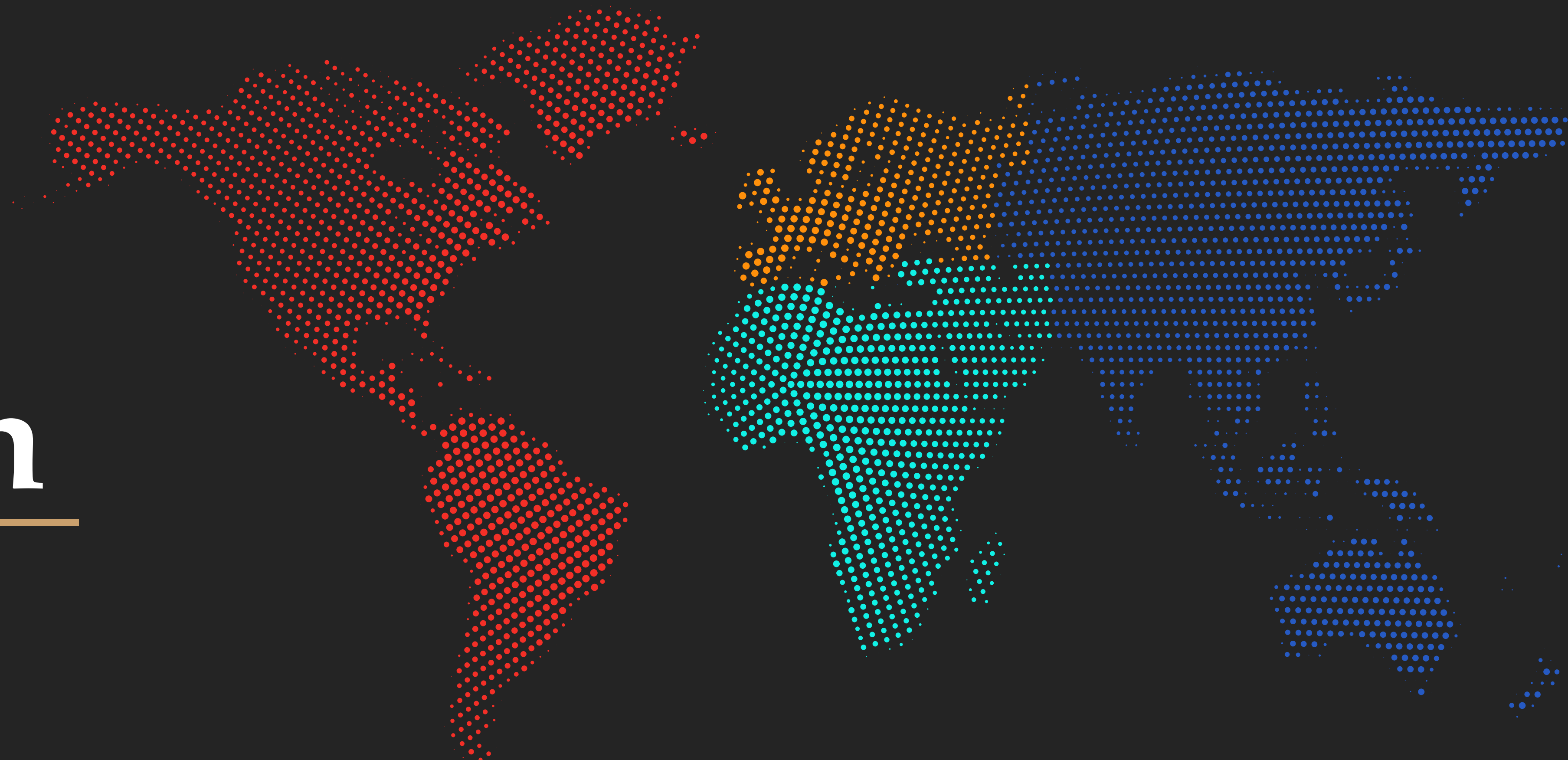
- Strategic advisory on regulatory implementation
- Working group coordination • Stakeholder programs

CERTIFICATION & STANDARDS BODIES

- Technical committee leadership
- Advisory board participation • Standards development

Global Reach

We support clients across
key markets worldwide



● Americas

● Europe

● Middle East & Africa

● Asia-Pacific

CONSORTIUM Building

- **Partner identification** and sourcing
- **Consortium formation** for joint applications
- **Partner role** and work package coordination
- **Eligibility and complementarity** alignment
- **BlackVogel** can also join consortia as a partner, contributing regulatory, strategic and communications expertise.

WHAT We Do?

BlackVogel provides end-to-end strategic consulting for companies navigating complex regulatory environments and growth opportunities in the Web3 space and beyond.

1

Strategic Advisory

Public affairs, regulatory positioning, and stakeholder engagement

2

Event Management

Executive symposiums, roundtables, conferences, and industry events

3

Content & Communications

Thought leadership, social media, reports, and brand positioning

4

Operations & Project Management

End-to-end project coordination and working group leadership

5

BlackVogel Network

ACCESS TO FUNDING

Fundraising materials review, investor introductions, and grant support

6

Legal Support

Comprehensive legal services in collaboration with FiO Legal

1 STRATEGIC Advisory



PUBLIC & REGULATORY AFFAIRS

- Stakeholder engagement with regulators, policymakers, and industry bodies
- Strategic positioning and advocacy
- Regulatory landscape analysis and compliance guidance

BUSINESS DEVELOPMENT & GROWTH

- Market entry strategy
- Partnership development
- Investor introductions and relationship building
- Strategic planning and advisory

INTERNATIONAL EXPANSION SUPPORT

- Multi-jurisdictional regulatory guidance
- Entity structuring and licensing support
- Cross-border compliance coordination

STRATEGY & Market Expansion

STRATEGIC DIRECTION & PLANNING

- Long-term vision development
- Growth strategy formulation
- Market positioning
- Competitive analysis and differentiation

MARKET EXPANSION STRATEGIES

- New market entry planning
- Geographic expansion roadmaps
- Product and service diversification
- Partnership and acquisition strategy

BUSINESS DEVELOPMENT

- Strategic partnership development
- Revenue growth initiatives
- Go-to-market strategies



2 **EVENT** Management

Full-service event production and management for
high-impact industry gatherings



EXECUTIVE LEADERSHIP SYMPOSIUMS

- One-day, invite-only forums
- Roundtable discussions
- Curated networking
- Side events to major conferences



STAKEHOLDER ROUNDTABLES

- High-level discussions with regulators and industry leaders
- Policy dialogue facilitation
- Consensus-building sessions



INDUSTRY CONFERENCES & WORKSHOPS

- Multi-day events
- Panel coordination
- Speaker management
- Technical workshops and training

OUR Event Services

End-to-end event production and coordination

Strategic Planning

- Event concept and format design
- Target audience identification
- Agenda development
- Speaker and topic curation

Logistics & Operations

- Venue sourcing and booking
- Catering coordination
- A/V and technical requirements
- Travel and accommodation arrangements

Stakeholder Management

- Invitations and RSVP tracking
- VIP coordination
- Sponsor engagement
- Participant communications

Geographic Coverage

- International event production across Europe, MENA, Americas, and Asia-Pacific
- Local vendor coordination
- Multi-market event series

Design & Production

- Event branding and graphics
- Printed materials and signage
- Digital assets and presentations
- Event website or landing page

On-Site Execution

- Event moderation and facilitation
- Registration and attendee management
- Real-time coordination
- Post-event follow-up

3

STRATEGY CONTENT & Communications

THOUGHT LEADERSHIP

- White papers, reports, and research publications
- Consultation responses to regulatory authorities
- Industry analysis and commentary

SOCIAL MEDIA & BRAND MANAGEMENT

- Content creation and posting
- Brand positioning
- Community engagement strategy

STRATEGIC COMMUNICATIONS

- Messaging development
- Media outreach
- Stakeholder communications

ADVOCACY AND AWARENESS CAMPAIGNS

- Strategic positioning and advocacy
- Public awareness initiatives
- Industry coalition building
- Policy consultation responses
- Stakeholder mobilization
- Campaign design and execution

THOUGHT LEADERSHIP

Legal Classification of LST in the EU

Mica Crypto Alliance Report

[View more](#)

A Summary on Property Rights in Digital Assets and Carbon Credits

BlackVogel report

[View more](#)

Joint Interpretative Note on Stablecoin Multi issuance

Darte Report

[View more](#)

DAOs and the Legal Wrapper Dilemma: The Voices of the Industry

Blockstand project - EU Commission

[View more](#)

Building Trust: Integrating AI, Blockchain and Digital Identity

INATBA AI TaskForce Report

[View more](#)

Intellectual Property in the age of Digitalisation: The role of Tokenization

INATBA Report

[View more](#)

ADVOCACY AND AWARENESS CAMPAIGNS

We believe technology has the power to shape a more equitable and sustainable future. Our advocacy and awareness campaigns emphasize the balance between innovation and regulation.

By leading impactful initiatives, campaigns, and events, we highlight the importance of responsible technology in advancing global equity. Our work ensures that your organization's efforts contribute to societal well-being while safeguarding ethical standards.



MORE →



MORE →



MORE →

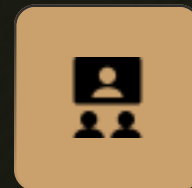
4

OPERATIONS & Project Management



PROJECT MANAGEMENT

- End-to-end project coordination
- Timeline and deliverable management
- Multi-workstream oversight
- Stakeholder communication and reporting



WORKING GROUP & COMMITTEE LEADERSHIP

- Technical committee management
- Multi-stakeholder coordination
- Process facilitation
- Standards development and governance



IMPLEMENTATION SUPPORT

- Strategy execution
- Resource coordination
- Quality assurance
- Performance tracking and optimization



5

BLACKVOGEL Network

We support the projects we work with as they raise capital, always acting on behalf of the project, through strategic advisory, introductions, and grant support.

STRATEGIC ADVISORY

- Review of pitch decks and fundraising materials as part of our strategic advisory
- Positioning and narrative support for the project's own raise

BLACKVOGEL NETWORK

INVESTORS INTRODUCTIONS

- Introductions to investors in our network based on thesis and stage fit
- We introduce on behalf of the project and share the project's own materials

GRANTS & NON- DILUTIVE FUNDING

- Ecosystem, EU, national and foundation grant scouting
- Application support, proposal writing and post-award compliance

BLACKVOGEL Network

INVESTORS INTRODUCTIONS

We connect the projects we work with to relevant investors in our network, always on behalf of the project.



Our Network

- VCs, family offices and angel investors
- Active across web3, AI and adjacent sectors



How We Work

- Introductions based on thesis and stage fit
- We share the project's own pitch and materials
- The project and investor lead its own due diligence, conversations and terms



What This Is Not

- We do not advise investors, make or forward offers, or negotiate terms
- Every investor conducts independent due diligence and decides for themselves

BlackVogel acts for the project, not for the investor. We do not provide investment advice, make or forward offers, or negotiate terms. Investors conduct their own due diligence and make their own independent decisions.

GRANTS Support



GRANT IDENTIFICATION & SCOUTING

- Ecosystem grants discovery
- EU funding program identification
- National and regional grant opportunities
- Foundation and institutional funding sources



APPLICATION SUPPORT

- Application preparation and strategy
- Proposal writing and documentation
- Budget planning and justification
- Compliance and eligibility review



IMPLEMENTATION SUPPORT

- Post-award project management
- Reporting and compliance
- Milestone tracking and deliverables
- Grant utilization optimization

6

LEGAL Support



CONTRACT DRAFTING & NEGOTIATION

- Memoranda of Understanding
- Service agreements
- Partnership contracts
- Subcontractor agreements



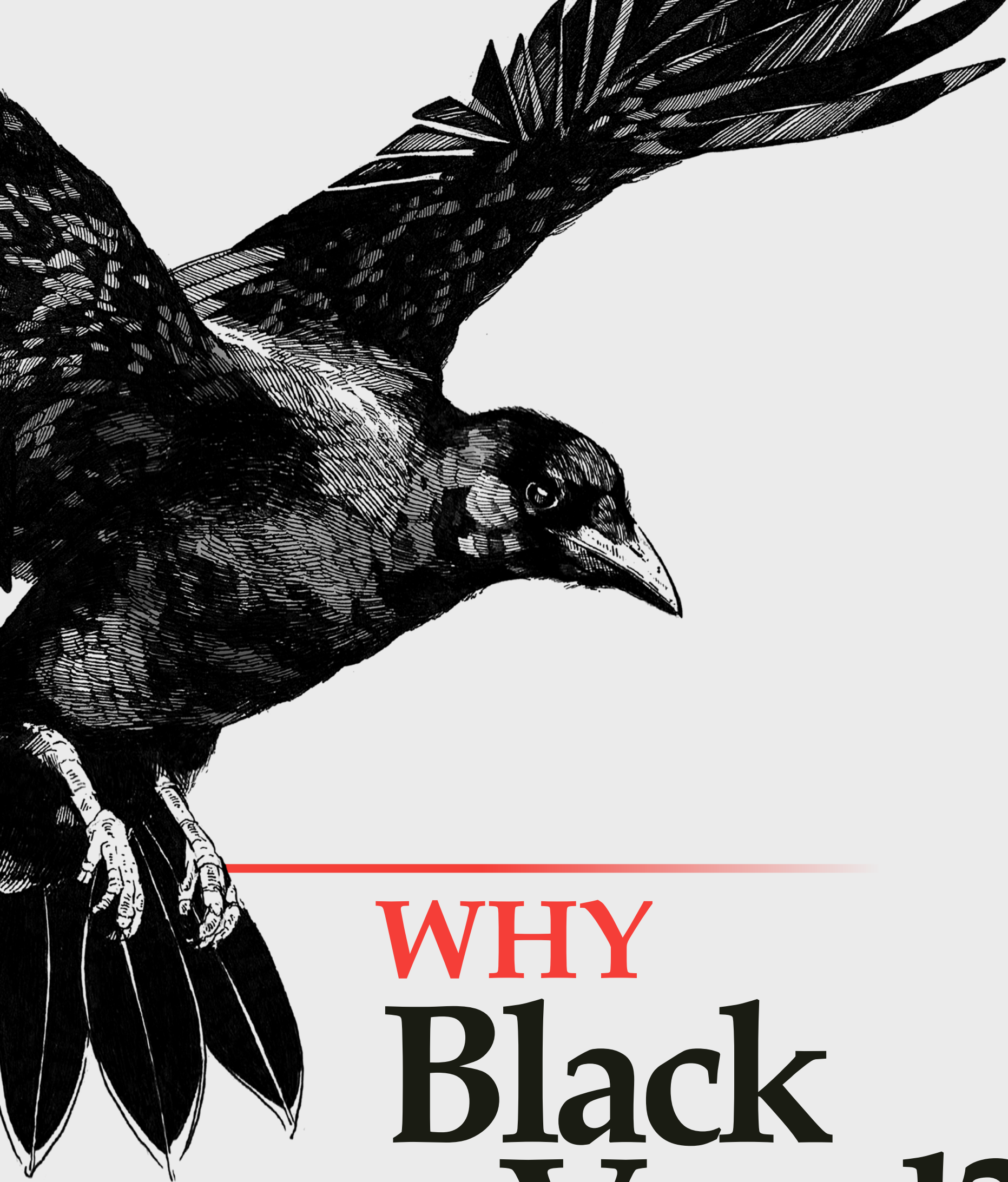
LEGAL FRAMEWORK DEVELOPMENT

- Regulatory compliance structures
- Governance frameworks
- Legal advisory on Web3 and digital assets



ONGOING LEGAL ADVISORY

- On-demand legal support
- Regulatory compliance guidance
- Contract review and amendments



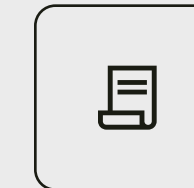
WHY Black Vogel?



01

Deep Web3 Expertise

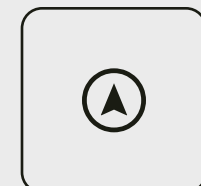
Specialized knowledge of blockchain, crypto, and digital asset ecosystems with proven track record across exchanges, protocols, and infrastructure.



02

Regulatory Fluency

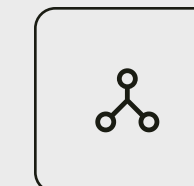
- Navigate complex regulatory environments across multiple jurisdictions
- Partnership with FiO Legal for comprehensive legal support



03

End-to-End Service

From strategy to execution—we don't just advise, we implement • Project management, event coordination, content creation



04

International Network

Established relationships with regulators, industry leaders, and stakeholders across Europe, MENA, Americas, and Asia-Pacific

HOW We Work?

Flexible Engagement Models



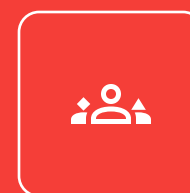
Monthly Retainer

- Ongoing strategic support with fixed monthly fee
- Typical scope: 8-10+ hours/month
- Best for: Continuous advisory, public affairs, communications management



Project-Based

- Defined deliverables with fixed fee
- Examples: Event management, report creation, regulatory strategy development
- Clear timeline and milestones



Hybrid Advisory

- Combination of retainer + equity for strategic long-term partnerships
- Deep engagement with company growth
- Suitable for early-stage companies

INITIATIVES and Ventures



DARTE SERIES

Digital Assets Round Table
Experts Series

30+ session
since 2023
across regions

www.blackvogel.com/roundtables-darte



DAAvern is the compliance
infrastructure for
crypto-asset disclosure
obligations.

2026



Empowering
Critical Markets
with Trusted Data



Digital Assets Round Table Experts Series

DARTE is an invite-only roundtable series bringing together compliance officers, legal professionals, and regulatory and supervising authorities to advance legal certainty around digital assets. Each session convenes 30–40 senior practitioners, focused on producing concrete solutions and recommendations to real regulatory challenges.

What began as an EU-focused platform centered on MiCAR has grown into a global initiative. Today, DARTE addresses the full spectrum of digital asset regulation, including AMLR, DORA, and emerging frameworks across jurisdictions, with sessions anchored to key industry moments in major financial and regulatory hubs across Europe and the Americas.

Through expert-led roundtables, DARTE produces public reports and concrete calls to action, fostering a harmonized and informed approach to compliance, innovation, and market development on a global scale.

More information: www.blackvogel.com/roundtables-darte

Co-led by BlackVogel & Siedler Legal with the support of the EU Commission

Interested in sponsoring or participating
Contact: mariana.delaroche@blackvogel.com



Trust is the currency of **Digital Asset Markets**.
Verifiable disclosure is the foundation of that trust.

End-to-end disclosure compliance for crypto-asset markets.

MiCAR Article 88 is in force. The obligation to disclose inside information – publicly, verifiably, and on time – applies to every CASP, exchange, token issuer, and service provider with access to that information.

DAAvern manages the entire process.

Mariana de la Roche Wills • Co-founder, Black Vogel / DAAvern

Dr. Nina-Luisa Siedler • Co-founder, DAAvern

Elfriede Sixt • Co-founder, DAAvern

What DAAvern Does

One submission. One complete, permanent compliance record.

1

Create a verifiable record

Cryptographically timestamped and anchored on-chain – tamper-resistant, court-admissible, independently verifiable.

2

Publish across your channels

Website and social media, verified link-by-link. Every published URL captured and added to your compliance record.

3

Distribute through DAAvern's network

Journalist and media network covering digital asset markets. Automatic stakeholder distribution list notifications.

4

Notify the relevant authorities

Optional: formal notification to NCAs and ESMA. Full supervisory defensibility.



Data Infrastructure for Critical Markets

- Demia builds zero-trust data fabric for high-stakes, verification-dependent industries, including environmental asset markets, federal programs, and industrial supply chains

- Purpose-built for markets where data credibility is a requirement: carbon credits, critical minerals traceability, and federal data infrastructure

- Connects environmental service providers, industrial operators, and government clients through shared data trust layers that makes asset verification auditable and portable

- Active work across voluntary carbon markets, CBAM readiness, and critical minerals provenance at the mine-to-market level with federal support and resources



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Follow us on **X**



**LET'S Work
Together!**

BlackVogel

info@blackvogel.com

BlackVogel PRODUCTIONS



DARTE Series

An initiative by BlackVogel and Siedler Legal to advance legal certainty in global crypto markets. Invite-only roundtables bringing together regulators, legal experts, and industry leaders across jurisdictions.

DeFi Technologies Capital Markets Series

Where Thought Leaders, Decentralized Finance, and Capital Markets Intersect.

DeFi Technologies Capital Markets Series

A curated series of in-person events exploring how digital assets, RWA, blockchain, quantum technologies, and AI are reshaping finance across retail, institutional, and sovereign markets.



Roundtables with Partners

We design and deliver closed-door roundtables with and for our partners, from concept to execution. Collaborations include the MiCA Crypto Alliance, INATBA, the Blockchain for Good Alliance, Zumo, BC100+ and the European Commission.



The Raven Day

A BlackVogel signature event bringing the wider Web3 community together for one curated day. Regulators, builders, founders, investors, and policy voices in one room, focused on adoption and the impact it creates.