

AI

Capabilities

- ✦ **AI diligence:** Assess and analyze AI capabilities through two lenses:
 - The target's internal capabilities, progress and plans — including use cases, data assets, AI models and tools, and the skills of the AI team.
 - The potential impact of AI on the industry segment, competition and target's solutions, including both risks and opportunities.
- ✦ **AI strategy and roadmap:** Develop AI blueprint and roadmap (including prioritized use cases and features) with value propositions, high-level technical design and feasibility assessment, pre-requisites, sequencing and resource requirements.
- ✦ **AI impact on software engineering:** Assess and advise on AI-enabling software engineering to function as product management.
- ✦ **AI impact on enterprise functions:** Assess and advise on AI-enabling enterprise functions such as go-to-market, support and HR.
- ✦ **AI design and build:** Provide detailed technical design of AI-enabled solutions and features (including agentic capabilities), followed by build planning and execution.

Common client scenarios

Pre-acquisition:

- What is the target's state of AI adoption?
- How real is the progress and how achievable are the plans?
- Will the target's solutions retain differentiation and value given AI developments?

Exit preparation:

- Is the company's AI storyline and narrative compelling enough to address potential concerns of future investors?
- What *should be* the company's AI strategy and roadmap for product differentiation and operating efficiency?



Dmitry Kordysh

AI practice lead for AI diligence and value creation initiatives; previously led AI programs across large portfolio of tech businesses for a PEI Top 20 PE firm



Chris Heuschkel

Focused on AI-enabling clients' operations and go-to-market capabilities; former Chief AI Officer at Blue Ridge Partners and GM at Noodle.ai



Brandon Maddick

Leads AI diligence and value creation initiatives; previously co-founded AI NLP startup acquired by Square and managed AI initiatives for Indeed

Leadership & SMEs



Caroline Lo, PhD

Over a decade of experience in AI/ML with Meta and Pinterest; PhD from Stanford in computer science / AI



Andreea Wade

Founded and led AI-first, NLP startup, Opening.io, from idea to exit — building scalable AI infrastructure, vector databases and state-of-the-art algorithms



CASE STUDY

How do you clarify the disruptive risk of generative AI?

Challenge

A prospective investor was concerned that generative AI could pose an existential threat to this service-based platform and needed to better understand whether the company's industry-specific competitive differentiators would be enough to defend against obsolescence

Our approach

Our team analyzed the current performance of the platform, the state of AI adoption within the industry, the impact of AI on the target's competitive moats and the ability of the target to capitalize on new AI technologies — identifying primary risk factors and mitigation strategies through conversations with leadership and data and competitive analysis

Business outcome

We identified AI-resilient moats to improve defensibility and recommended actions to protect against external AI disruptors. Our tactical recommendations included critical investments to accelerate internal AI capabilities focused on strengthening data curation, predictive analytics and relevance ranking.



PLATFORM SOFTWARE



ESTABLISHED (\$20M-\$250M)



SaaS MARKETPLACE



GENERATIVE AI TRADITIONAL ML



DATA CURATION, PREDICTIVE ANALYTICS, RELEVANCE RANKING