



TECH D D

M E T H O D O L O G Y

WWW.BEYOND-MA.COM

2022

About Beyond M&A

Investors lose value within their portfolio due to unavoidable technology issues.

They want to maximise value within their business, and we help achieve that through technology due diligence services.



Providing you detailed assessments that are easy to understand and have a commercial focus.

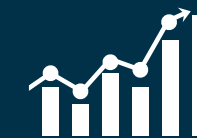




Tech Due Diligence impacts value

A good technology due diligence report outlines risks, opportunities and commercial linkage.

But to develop such a report needs a detailed methodology executed by people who understand both IT **and** Software.

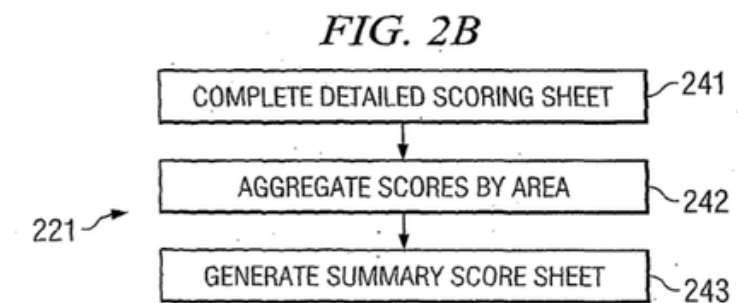
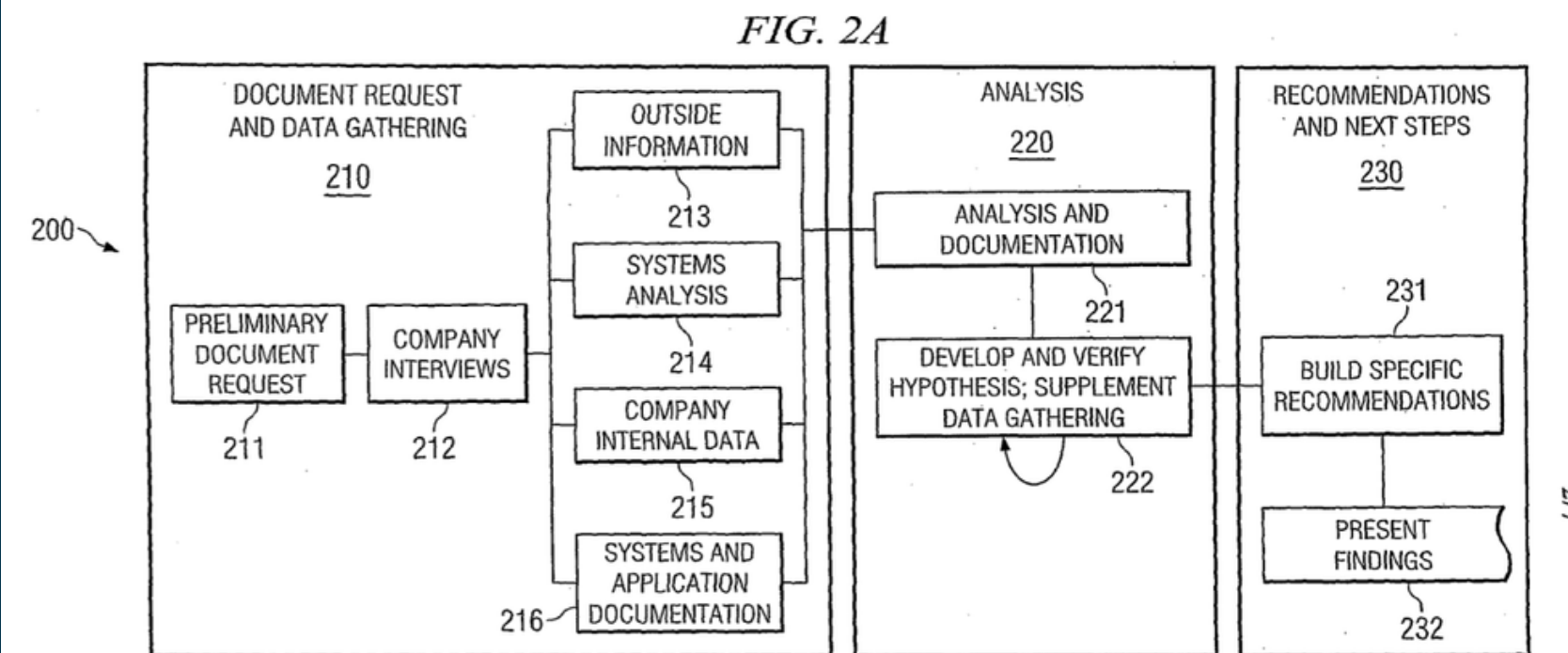


A methodology allows all parties to prepare

Regardless if it's a VC, PE or FTSE investment.



Methodology Patent 2006



Technically correct and dry

— A summary of the Tech DD patent from 2006 —

A method of assessing information technology (IT) may comprise collecting IT information about operations of an enterprise. An IT assessment is then generated based, at least in part, on the collected IT information. In some embodiments, the collection may occur - at least in part - automatically. For example, the automatic collection may include identifying known data associated with the enterprise, dynamically generating at least one of a document request and a questionnaire based, at least in part, on the identified data, and electronically transmitting the dynamically generated request or questionnaire to the appropriate recipient. In some embodiments, the IT assessment may comprise an assessment approach, an executive summary, budget and opportunity analysis, long-term and/or near-term recommendations, and a scorecard.

Technology Due Diligence

Our methodology

**A.C.T.**

Our Technology Due Diligence Approach

- The objective is to produce a report that addresses the most cynical reader's questions & challenges
- We keep effort on your employees reasonable, and short
- Reporting is ongoing throughout the engagement

**ASSESS**

2 weeks

- Establish business model & value proposition
- Information Request Lists
- Interviews
- Analysis of documents & interviews
- Tech Assessment
- Red Flag Report

**CHALLENGE**

1-2 weeks

- Management briefings
- Follow-up requests
- Code review
- Recommended Actions
- Debate & Challenge
- Align to other DD
- Time to address concerns, if any

**TRANSFORM**

1-2 weeks

- Re-assess critical areas
- Final Report
- Management Briefing

A typical engagement lasts 3-6 weeks, including time to address concerns.

MATURITY ASSESSMENT

Team



Product & Tech Roadmap



Technology & Architecture



Cybersecurity



Operations



Development Processes



Customer On-Boarding

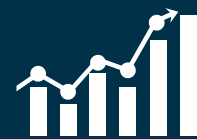


Marketing & Sales (Tech)



Pressure on the Portfolio

Investors are increasingly contacting us to help with technology challenges within their existing portfolio.
The technical aspects vary from firm to firm, but the general themes are:



**Strategic
Assurance**



**Finding Quicker
Pathways**



Improving ROI





THANKS!

— TECH DD & ADVSIORY —

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