

10 Barriers to Business Growth



1

A lack of resources

The first barrier to business growth is a lack of funding. Hiring the right employees, purchasing necessary equipment, and expanding into new markets can be difficult without adequate funding.



2

Known Technology Issues

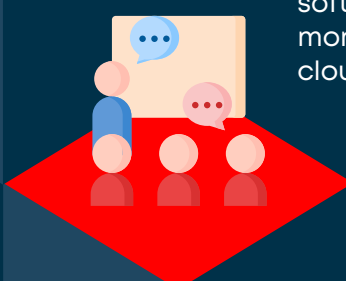
During IT Due Diligence we might uncover a tech problem that has a substantial price tag to address it. Whether this is a known issue varies from firm to firm, but you can guarantee the investor isn't aware of it.



3

Unknown Technology Issues

Identifying tech issues and helping provide potential solutions and remediation costs is a vital element of our role. These can range from how the software is architected and data is collected to more obscure things such as how the team uses cloud services



Per-client customisation

If there's a high level of per-customer customisation to your product, this can be a red flag. This is because customisation prevents scale and typically needs a team to maintain.



4

Professional Services

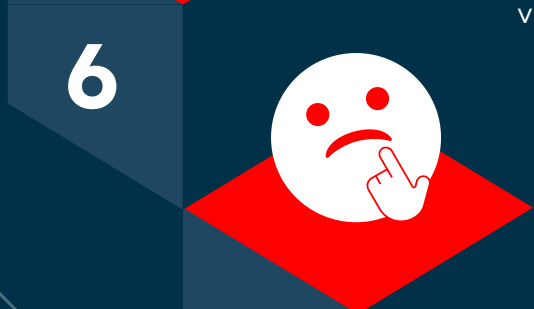
Professional Services are seen as difficult to scale as the challenge is to scale, manage and retain a team whilst protecting vital Intellectual Property.



5

Confused Product Strategy

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6

DevOps and Tech Infrastructure

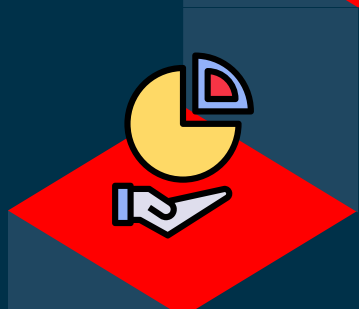
Regardless of size and maturity, the technology infrastructure can be a barrier to business growth.



7

Leadership Not Ready

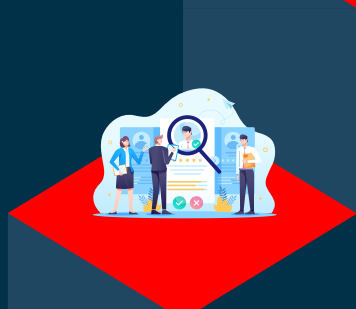
'What got you here won't get you there' can often be true. There may need to be changes in the leadership team or some additional support.



8

Maintenance Ratio

if the maintenance ratio of the development team is high (30% or over) this will be a concern for investors unless you have a plan to reduce this in the longer term.



9

Talent

The current wage inflation within the tech sector has made it difficult to both attract and retain staff. Look for ways to engage the team and ensure pay is fair.

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