TECH DD

RECENT FINDINGS

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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.

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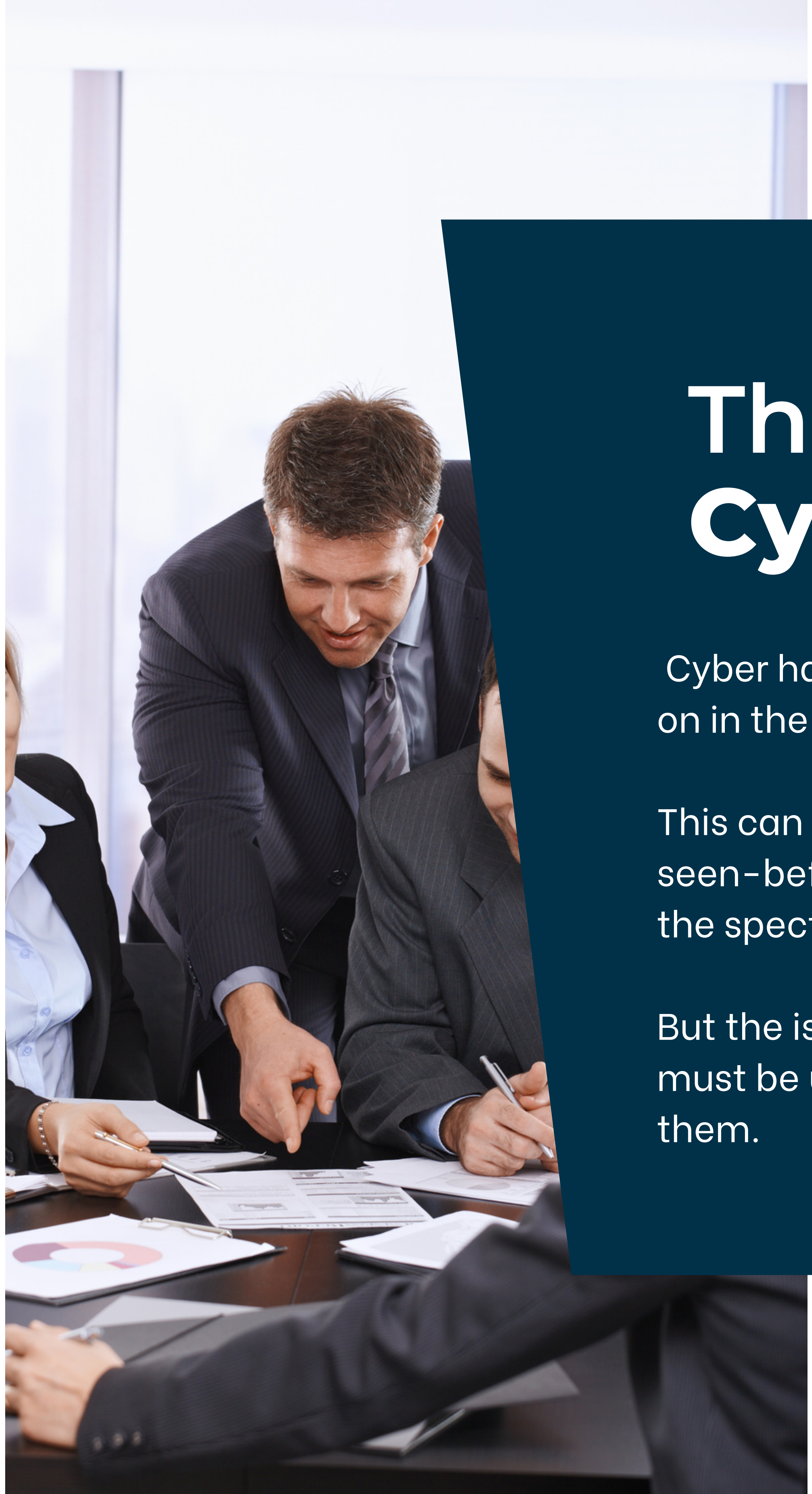
2022

Trends
worth knowing

Over the past year, we've worked on fifteen deals, with some common observations and risks.

The three most concerning observations are shared in this presentation.

The trends we are seeing are similar
Regardless if it's a VC, PE or FTSE investment.



The risk isn't tech, it's **Cyber**

Cyber has been a significant red flag in all the fifteen deals I've worked on in the past year.

This can range from fundamental security issues to enormous, not-seen-before problems that have perplexed our team. At both ends of the spectrum, there are simple fixes.

But the issues need to be surfaced, and their impact on the business must be understood before budget and resources are allocated to fix them.

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

2022

Vendor Inflation is concerning

The energy crisis and the impact to public cloud pricing is a vital factor.

Portfolio firms forced to be more **Creative**

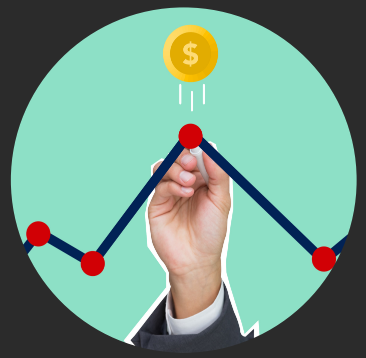
Management needs to be more creative in many areas, particularly in tackling the challenge of technology staff retention, as wage inflation means a lot of movement between firms.

Recap: 3 Concerns

These are the tip of the iceberg

Cyber
Get the basics right

Firms are operating with significant risk



Tech Value
Be better, quicker

Seek better value from tech

Inflation
Strategic Impact

Find the magic and fun in presenting.

THANKS!

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