



AI Due Diligence



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Why?

In today's M&A landscape, artificial intelligence (AI) drives enterprise value and business differentiation. Acquirers and investors need to understand the **AI footprint**, as its readiness, maturity and scalability potential within a target's organization will **impact deal economics**. AI Due Diligence is the missing link.

How?

Comprehensive framework:

We assess AI maturity and value potential across ten key dimensions: strategy, data, technology, talent, governance, cybersecurity, adoption, value creation, investment and scalability.

Three-phase process:

- 1. Discovery:** High-level identification of early opportunities, risks & potential valuation impacts
- 2. Analysis:** Deep-dive evaluation and benchmarking
- 3. Reporting:** Key findings with actionable insights and recommendations

Actionable insights:

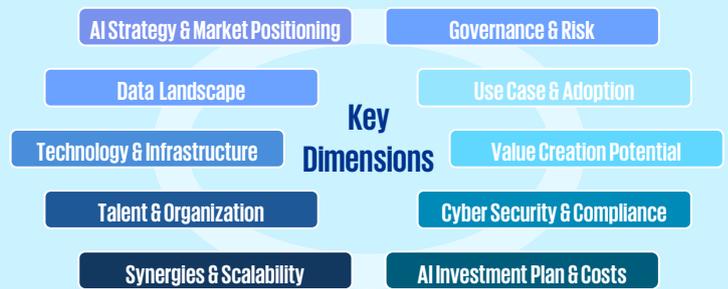
The findings are directly linked to deal economics (e.g. EBIDTA impacts), providing quantified risks, opportunities and clear recommendations for enterprise valuation, negotiation and value creation opportunities.

Client value:

Clients gain clarity and an outside perspective on the true AI capabilities of a target, enabling them to make an informed decision.

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AI Due Diligence's Framework



Practical Application

Case

Background

A client sought to acquire a mid-market SaaS provider with significant AI-driven operations. The target claimed strong AI capabilities, promising cost savings and new revenue streams.

Our Approach

We applied our AI DD framework, assessing the target's AI assets. This included a deep dive into data ownership, model performance, vendor dependencies and integration readiness. We benchmarked AI maturity, validated claimed savings and identified risks in data licensing and model portability.

Outcome

Our findings revealed that projected AI-driven savings were overstated, with hidden risks in data licensing and vendor lock-in. We quantified the remediation costs and provided a clear basis for valuation adjustment, negotiation and post-deal integration planning. The client was able to renegotiate the deal, set realistic Day 1 priorities, and accelerate value creation while mitigating key risks.