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Execution Playbook for Private Equity
Fast, Scalable, and Repeatable Tech Delivery Across the Portfolio

Execution is the Multiplier
Why Speed Now Defines Value Creation

**Strong theses stall when execution frameworks are weak.**

Value creation depends less on market timing, more on a portco's ability to deliver against a roadmap.

Execution gaps erode returns early— long before market signals shift.

Missed sprint cycles, delayed hires, or unclear infrastructure priorities compound quickly.

Sponsors who move with precision outperform.

Fast alignment, early wins, and visible traction build operating leverage that's hard to match later in the hold period.

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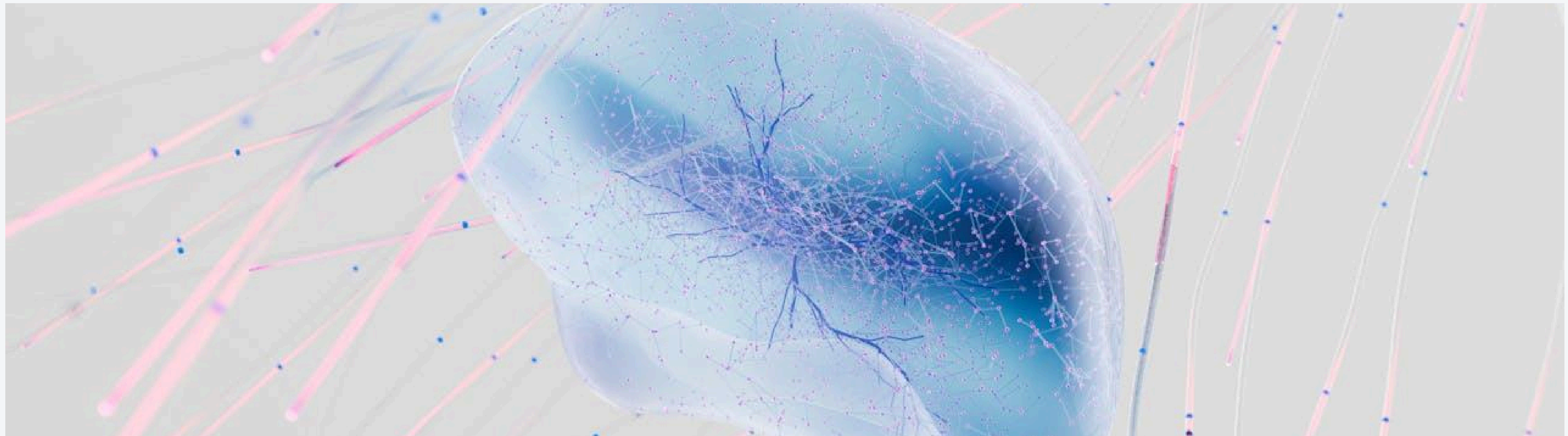
Where Execution Gaps Emerge
And How To Mitigate Them

Stage	Common friction	Execution focus
Pre-deal	Unclear feasibility, unknowns	Tech diligence, risk surfacing
Post-close	Slow ramp-up, unclear roadmap	Post-close delivery roadmap and team ramp-up
Scale-up	Teams overloaded, no reuse	Repeatable delivery model, modular design
Exit-ready	Gaps in documentation, narrative	Technical audits, tech story packaging
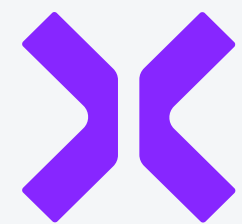
Tools for Faster, Smarter Execution

To help sponsors drive clarity and speed throughout the investment lifecycle, we've put together a set of pragmatic tools. Each one is built around a specific inflection point—from diligence to post-close acceleration to exit prep—and refined through use across dozens of portfolio companies.

Tech Diligence Checklist

Use it when: evaluating a deal pre-IOI (Indication Of Interest) or during vendor sessions.

Why it matters: Surfaces red flags early—across code quality, architectural soundness, team maturity, and AI readiness—without requiring technical deep dives from deal teams.

Thesis-to-Tech Fit Scorecard

Use it when: you need to validate if a target's tech can realistically support the investment thesis.

Why it matters: Prevents alignment blind spots by translating strategic goals (e.g., scale, defensibility, automation) into clear, scoreable technical criteria.

100-Day Execution Template

**Use it when:** setting the pace post-close or during a board review.

Why it matters: Converts day-one insight into delivery momentum—establishing sprints, setting up CI/CD, and defining ownership within the first three months.

Execution Heatmap

Use it when: planning portfolio-level interventions or mapping delivery risk.

Why it matters: Visualizes when and where tech drag tends to emerge—so sponsors can act at the lowest point of cost and friction.
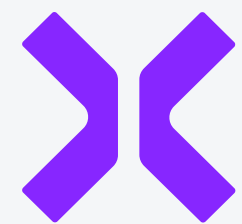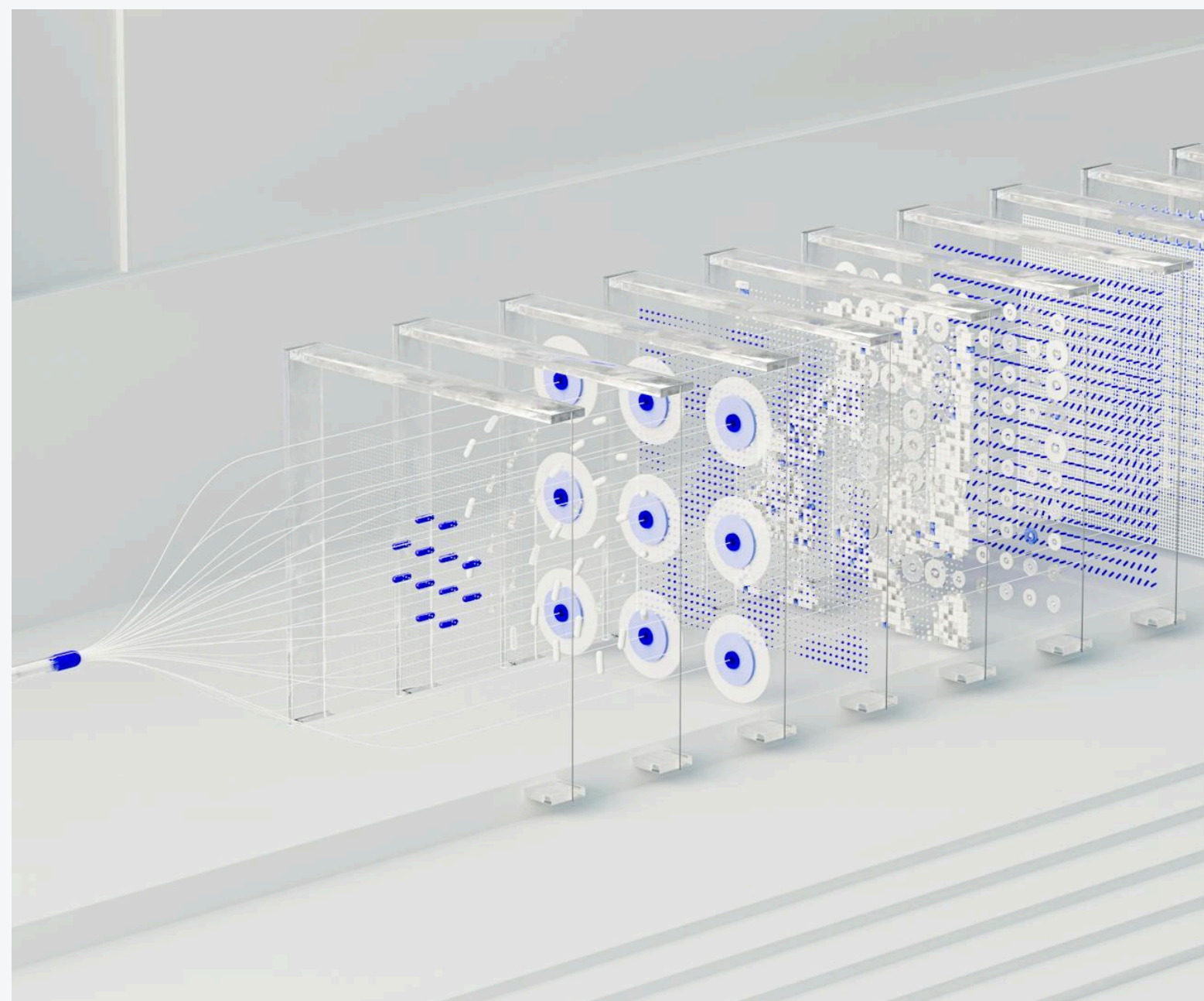
01
Tech Diligence Checklist

This tactical tool ensures you probe the right areas—code quality, architectural soundness, team maturity, and AI potential—before signing the SPA.

Apply this during diligence calls or vendor sessions. It's structured to surface hidden risks and opportunities with minimal technical jargon.

- Is the core architecture cloud-native or monolithic?

- What is the deployment frequency (CI/CD maturity)?

- Are there documented workflows for releases and rollbacks?

- What % of the codebase is covered by automated tests?

- Does the platform have AI/automation hooks or data readiness?

- What security protocols and compliance frameworks are in place to ensure data protection?

- What is the ratio of engineers to feature delivery velocity?

02
Thesis-to-Tech Fit Scorecard

A solid thesis isn't enough—if the tech can't support it, value slips. This scorecard helps test whether delivery feasibility matches strategic ambition. Use it post-management meeting to rate real readiness, not just the pitch.

Dimension	Evaluate	Score (1-5)
Architectural Scalability	Can the core platform scale without major rebuilds?	
Team-to-Thesis Match	Does the current team have the capability to deliver the vision?	
Delivery readiness	Are workflows, tools, and engineering culture set for iteration?	
Integration flexibility	Can new modules or services plug in without brittle rewrites?	
Automation Potential	Are there high-leverage workflows that could benefit from automation?	
Execution Complexity	How difficult is it to get a POC or MVP live in a typical target environment?	

Interpretation Guide

28–35: High feasibility – strong fit with modest enablement

20–27: Viable with constraints – refine and target selectively

<20: High friction – consider thesis revision or tighter filters

03
100-Day Tech Execution Template

A practical structure to build delivery momentum post-close—without stalling in planning mode.

Phase 1: Infra & Access Audit (Weeks 1–2)

Set the foundation for fast, stable delivery:
- Review CI/CD pipelines, repo structures, and team permissions.
- Establish environments for development, staging, and monitoring.

Phase 2: Risk Remediation (Weeks 3–4)

Eliminate early blockers and technical debt:
- Triage and resolve high-risk bugs identified during diligence.
- Document known issues and short-term fixes

Phase 3: Roadmap Alignment & Rhythm (Weeks 5–8)

Create delivery cadence and visibility:
- Define product roadmap and short-term goals.
- Launch 2–3 sprint cycles with OKRs and measurable milestones.

Phase 4: Pilot Execution (Weeks 9–12)

Convert opportunity into traction:
- Scope and begin execution of an AI or workflow automation POC.
- Ensure data access, team alignment, and clear success metrics.

Owner: CTO or Tech Lead

Target: Complete by Day 10

Owner: Tech Lead

Target: Complete by Day 30

Owner: Product Manager

Target: Midpoint check-in by Day 45

Owner: AI Strategist or Delivery Lead

Target: Pilot in motion by Day 70

04
Deal Lifecycle Heatmap

Execution risks get more expensive the longer they're ignored. This heatmap shows when to act—while issues are still leverage, not liabilities.

Pre-Deal: Spot the Invisible Risks

Tech debt and misaligned architectures rarely show up in the pitch.

What to catch early: Legacy systems, codebase fragility, team mismatch.

Action item: Run a lightweight tech audit to shape thesis filters.

Post-Close: Set the Delivery Pace

This is when IRR momentum is either gained— or lost.

What to stabilize: Infrastructure gaps, delivery velocity, unclear ownership.

Action item: Launch a 100-day plan with sprint cadence and execution scaffolding.

Scale-Up: Avoid Drag from Inside

Without structure, backlog overflow and platform sprawl hit hard.

What to manage: Cross-team delivery, platform modularity, internal tool fatigue.

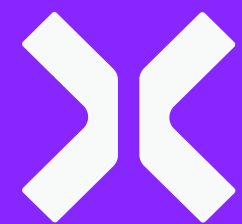**Action item:** Introduce modular delivery pods and platform governance.

Exit Prep: Control the Narrative

Buyers don't pay for cleanup—they pay for clarity and upside.

What to fix: Poor documentation, fragile integrations, unclear growth roadmap

Action item: Run a mock audit and package the tech story early.

Turning Tools Into Traction – Where We Plug In

The tools lay the groundwork. But turning insight into traction takes focused teams and a structured path.

This is where we plug in—aligned to key investment stages, moving fast, and building without overhead. From pre-deal feasibility to growth execution, we support sponsors in driving delivery clarity and momentum across the hold period.

Stage	Our expertise
Pre-deal / Diligence	Tech feasibility sprints, red flag discovery, thesis validation.
Early Post-Deal	MVP design, team ramp-up, roadmap clarity.
Growth & Scale-Up	Modular builds, cross-BU rollout, infrastructure governance.
Exit Readiness	Stack clean-up, audit-grade documentation, growth narrative packaging.
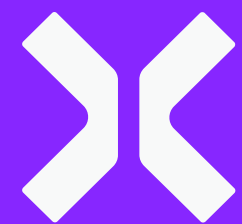
How our model works

Our model isn't a fixed playbook—it's a modular path that adapts to each portfolio company's context.

Sponsors can step into any stage—forward or backward—based on deal maturity, risk profile, or bandwidth. We guide the entire journey or plug into critical inflection points with targeted support.

Whether you need feasibility framing, an accelerated MVP path, or a scalable rollout strategy, our teams engage with precision—not just a menu of services.

Immersion & Discovery
Strategic workshops to define readiness.
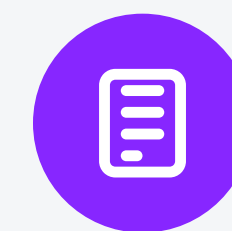
Use Case Prioritization
Score, shape, and frame opportunities.

Technical validation
Validate technical feasibility and commercial upside.

POC
Test real workflows in 4-6 weeks.

MVP
Lunch usable features for customers or internal ops.

Scale & Rollout
Extend across teams, integrate fully, monitor ROI.

Ready to Scope a Portfolio Opportunity?

Let's explore how we could support one of your current challenges—whether it's pre-deal technical discovery or MVP execution in an AI roadmap.

Schedule a session

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