THE COMMERCIAL DILIGENCE AGENDA

The Deal Team's Guide To Agentic CDD.

Screen targets. Triage VDRs. Extract KPIs. Identify red flags. Prepare source-backed IC evidence packs — faster.

FOR · PE · VC · CORPORATE M&A TEAMS

From VDR overload to source-backed investment confidence.

01 DILIGENCE CAPACITY IS UNDER PRESSURE

Deal teams are asked to review more evidence, test more hypotheses and reach IC-quality conviction faster — without more senior bandwidth.

THE CONSTRAINT

Traditional diligence still depends on sequential review, manual synthesis and late-stage partner challenge.

THE IMPLICATION

The scarce resource is not information. It is senior judgment applied early enough to shape the investment thesis.

THE FOUR PRESSURE POINTS

01

Compressed deal windows

Shorter timelines to develop the investment thesis.

02

VDR proliferation

Larger document volumes and broader source coverage.

03

Higher IC evidence threshold

Sharper documentation standards expected at IC.

04

More concurrent deal activity

Parallel processes against finite senior bandwidth.

02 SCREEN MORE TARGETS BEFORE FULL DILIGENCE

Use Agentic CDD as a first-pass screening engine across teasers, CIMs, market data and early VDR snapshots.

WHAT CHANGES

Agents create target profiles, market maps, KPI summaries, risk flags and open-question lists.

WHY IT MATTERS

Deal teams can prioritise what deserves deeper diligence, what needs clarification and what should be deprioritised early.

PROOF POINTS

Higher screening coverage

Faster, broader first-pass triage across the long list, without proportional analyst effort.

Faster first-pass go/no-go

Senior judgment applied earlier in the pipeline, on the right targets.

03 BUILT FOR TRUST, NOT JUST SPEED

For deal teams, the question is not whether AI can summarise documents. It is whether outputs can be trusted in a live investment process.

CONTROLLED EVIDENCE LAYER

Document indexing, source retrieval, KPI extraction and claim-level citation.

AI-ASSISTED ANALYSIS LAYER

Pattern detection, market synthesis, red-flag identification and counter-view drafting.

HUMAN JUDGMENT LAYER

Thesis framing, risk weighting, IC recommendation and final sign-off.

THE TRUST PRINCIPLE

No material claim should enter an IC pack without a source trail, a confidence flag or human review.

04 MOVE FROM STATIC REPORTS TO LIVE THESIS TESTING

Process more evidence earlier, then re-run analysis as the investment thesis evolves and new information emerges.

WHAT CHANGES

Teams can test market growth, churn, pricing, revenue quality, customer concentration, competitor dynamics and valuation sensitivity earlier.

WHY IT MATTERS

CDD becomes a live thesis cockpit — helping teams sharpen questions, escalate risks and refine the investment case before the final week.

PROOF POINTS

Earlier thesis testing cycle

Re-run as evidence emerges — diligence converges before the final week, not at it.

Broader signal coverage

Across the evidence base — fewer missed risks, richer counter-view material.

05 CREATE SCALE WITHOUT ADDING HEADCOUNT

Specialist agents run workstreams in parallel, giving deal teams elastic diligence capacity without building a larger permanent bench.

WHAT CHANGES

Agents support ingestion, research, KPI extraction, market analysis, commercial analysis, financial evidence review and IC drafting.

WHY IT MATTERS

Analysts spend less time searching, extracting and formatting — and more time challenging evidence and supporting the investment recommendation.

PROOF POINTS

Elastic diligence capacity

Parallel workstreams, on demand. Flex capacity up for live deals; flex down between them.

Higher throughput without headcount

Senior analysts focus on judgment, not document parsing. Proportional growth avoided.

06 **HUMANS IN CONTROL. AGENTS FOR EVIDENCE EXECUTION.**

Agentic CDD should not replace investment judgment. It should create a controlled execution layer beneath it.

THE FIVE-PHASE WORKFLOW

01
Ingest
Classify VDR, CIM and external evidence.

02
Frame
Build first-view thesis and diligence questions.

03
Analyse
Run market, customer, KPI and risk workstreams.

04
Challenge
Generate red flags, counter-views and sensitivity checks.

05
Report
Draft source-backed IC evidence packs.

THE NEW OPERATING MODEL

Humans

Set the thesis. Challenge findings. Weigh risk. Own the recommendation.
The deal team retains decision ownership.

Agents

Read, classify, extract, cross-reference, draft and flag exceptions.
The agent ecosystem runs evidence execution.

BY THE NUMBERS

The Deal Decision Advantage

Faster, broader and more source-backed diligence — designed for IC confidence, not black-box automation.

Up to 75%

FASTER FIRST INSIGHT

Time-to-first-insight cut from 7–14 days.

<48 hrs

TO FIRST EVIDENCE MAP

From corpus ingestion to first findings.

Fuller

EVIDENCE COVERAGE

Full VDR corpus, not a readable subset.

Claim-level

SOURCE TRACEABILITY

Deterministic citation trail per claim.

Higher

SCREENING THROUGHPUT

Faster first-pass triage across the long list.

Broader

RED-FLAG COVERAGE

Fewer missed risks across the evidence base.

Illustrative target outcomes; subject to workflow scope and data quality.

UNDER THE HOOD

Why Use An Investor-Grade Diligence Layer?

PE, VC and corporate M&A teams should keep their proprietary investment process. Agentic CDD provides the secure, source-grounded execution layer beneath it.

Deploy in weeks

WHAT YOU GET

Focused use cases without a long internal AI build.

Built-in controls

WHAT YOU GET

Citation, audit trail, human review and exception handling from day one.

Configured to your process

WHAT YOU GET

Adapted to IC templates, sector questions and diligence playbooks.

THE DIVISION OF LABOUR

You keep the investment judgment.
Agentic CDD accelerates the evidence work.

IN CLOSING

The Future Of Commercial Diligence Is Source-Backed

Agentic CDD does not replace the deal team. It gives PE, VC and corporate M&A teams a faster, broader and more defensible evidence base for investment judgment.

START WITH ONE HIGH-FRICTION USE CASE

- Target screening
- VDR triage
- KPI extraction
- Red-flag identification
- IC evidence pack preparation

From raw VDR to source-backed investment confidence.

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