

# Technology Due Diligence



## The Need for Due Diligence

The whirlwind of change that the Internet has brought has given birth to whole new industries and enabled the creation of new areas of technological specialisation. The professional investor has additional revenue opportunities that simply did not exist a few years ago.

In order to pick the winners from the losers the investor needs to be able to carry out a thorough technical investigation of potential portfolio companies before committing financial resources. This is where Apoapsis Consulting, with our proven experience in the areas of networks, systems, information security and enterprise applications, can help.

## Why Apoapsis Consulting?

Assessing technology risks of any proposed investment is an important part of the overall investment decision and an essential element in the time-to-market of any potential product.

At Apoapsis we have a dedicated team of consultants with proven track record at all levels, from equipment installation through to boardroom strategy. Our team are highly skilled and widely experienced, continuously trained and updated in the very latest technologies.

Based upon your specific needs we can form a multi-disciplinary team to match the skills and expertise you require. You can rest assured that anybody included in our team will have had substantial experience of providing in-depth advice to venture capital firms and corporate finance departments.

Driven by a results focused culture, you can be sure that any advice we give you is impartial; we are not a reseller or linked to any single vendor.





## Our Approach

The scope of our work is dictated entirely by you. Our highly responsive and professional approach gives us the flexibility to customise the format to your requirements and budget. This format allows us to deliver very quickly. Typically, our risk assessment will take the shape of the following:

- We work with you to scope your requirements to meet the objectives
- Preliminary research on the investee's products and profile to accurately finalise the scope of the work ensuring time is not wasted, hence reducing your cost
- A site visit to the investee company's premises for product and technology evaluation
- Interviewing of relevant staff
- Preliminary verbal feedback to make you aware of any issues that need highlighting
- Formal written reports encompassing observations and recommendations. This report can be included in any documents forwarded to those funding the final decision.

Our approach as shown above will mean that at the end of the process you will be able to make a technologically informed investment decision.

## Our Coverage, Your Information

We design our approach to technology assessment to give you the fastest and highest quality information. The assessment report itself will cover a number of important points. These include:

- Quality check of personnel including the management team
- Technology Adoption
- Business Risk
- Product positioning from a technology and customer perspective

We have a motto in Apoapsis that everything we do should allow our clients to think "full circle". Being aware of the above issues mean that with our report you can be sure that you have the 360 degree view on any potential investment.

In addition to preparing reports, we can also offer bespoke training to your staff. This training will increase their technical understanding of networks, systems, information security and enterprise applications.

## Navigate the New Technology Market.

Our aim at Apoapsis is to assist your organisation to make the best investment decision. Contact us now for an initial meeting to see how we can help you in the Technology Due Diligence of potential investments.



1st Floor 102 Harbour Exchange Square London E14 9GE  
Tel 020 7001 2800 Fax 020 7001 2801 Email [info@apoapsis.com](mailto:info@apoapsis.com)

[www.apoapsis.com](http://www.apoapsis.com)