

DECISION OPTIMIZATION SYSTEM

DeOS for M&A



Do you know the most important process of any business?

In an uncertain, complex, and fast-changing world, decision-making is the most impactful process of any business

The ability to know how to outperform is the #1 predictor of business success across industries, regions, and business functions.

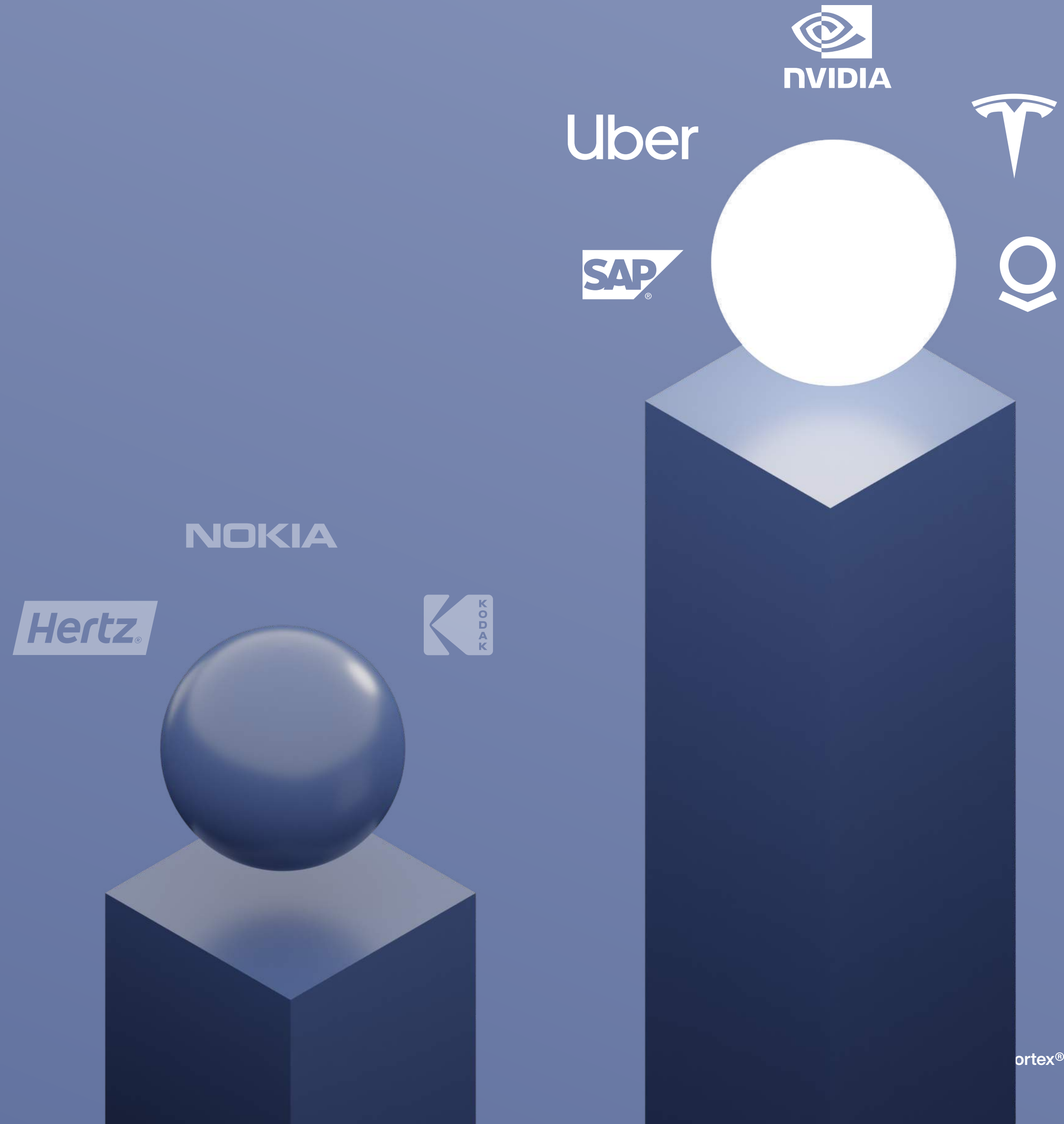
Optimised decision-making becomes a competitive differentiator. If you can navigate uncertainty better than competitors, you will outperform the market.

Because in the end, your performance is just the sum of the decisions you make, and execute.

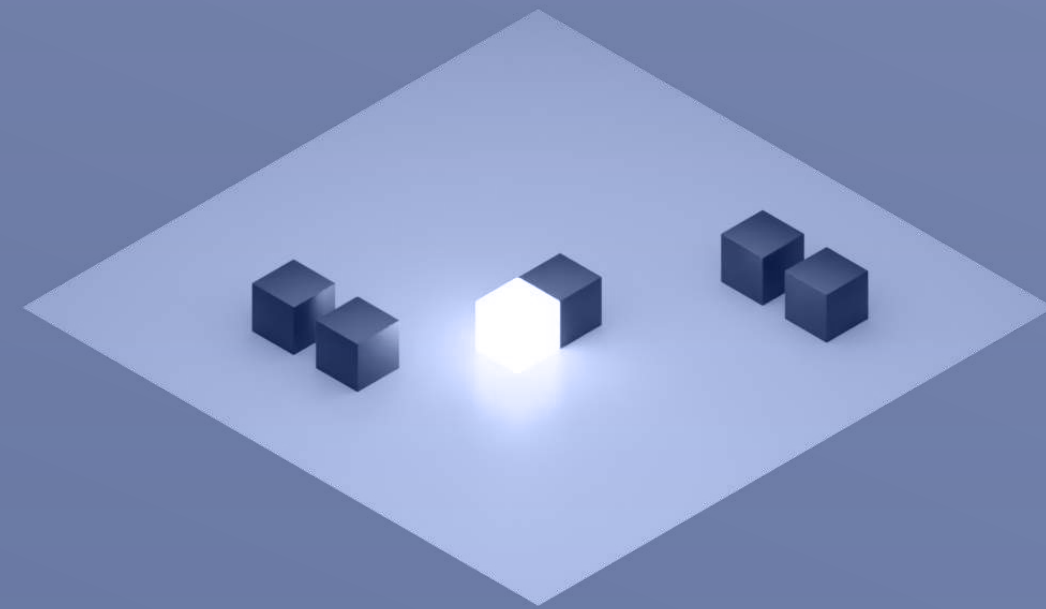


The ability to make fast and accurate decisions is the **#1** predictor of business success

Harvard Business Review 2009



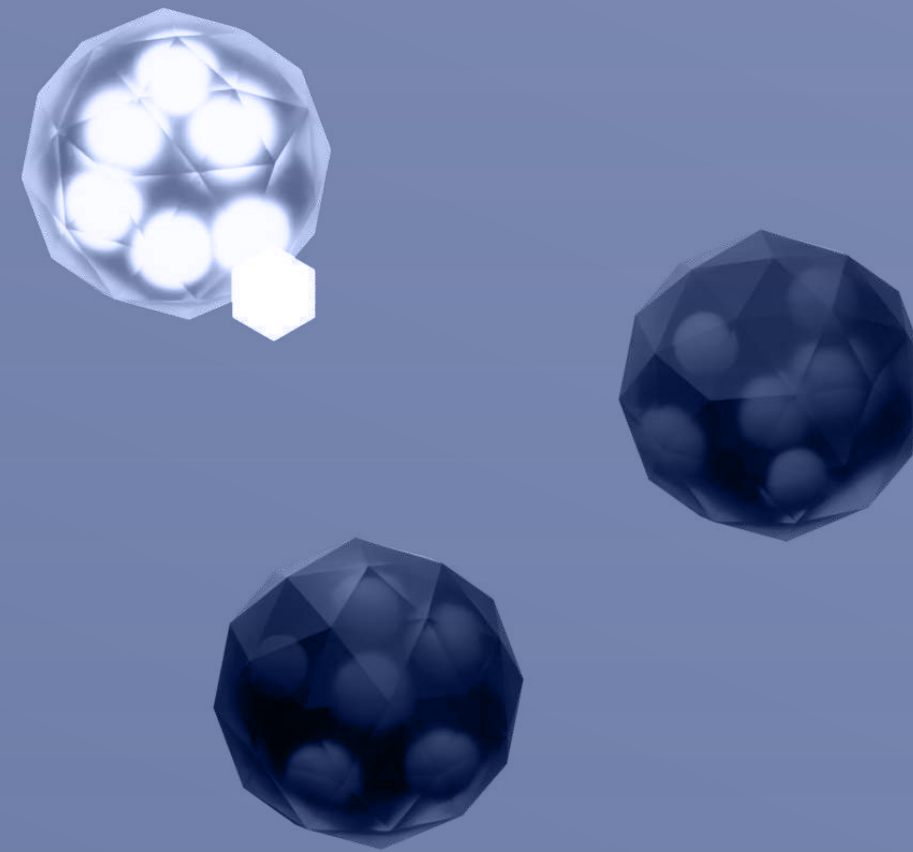
But decision-making in M&A is broken



SLOW

Manual work

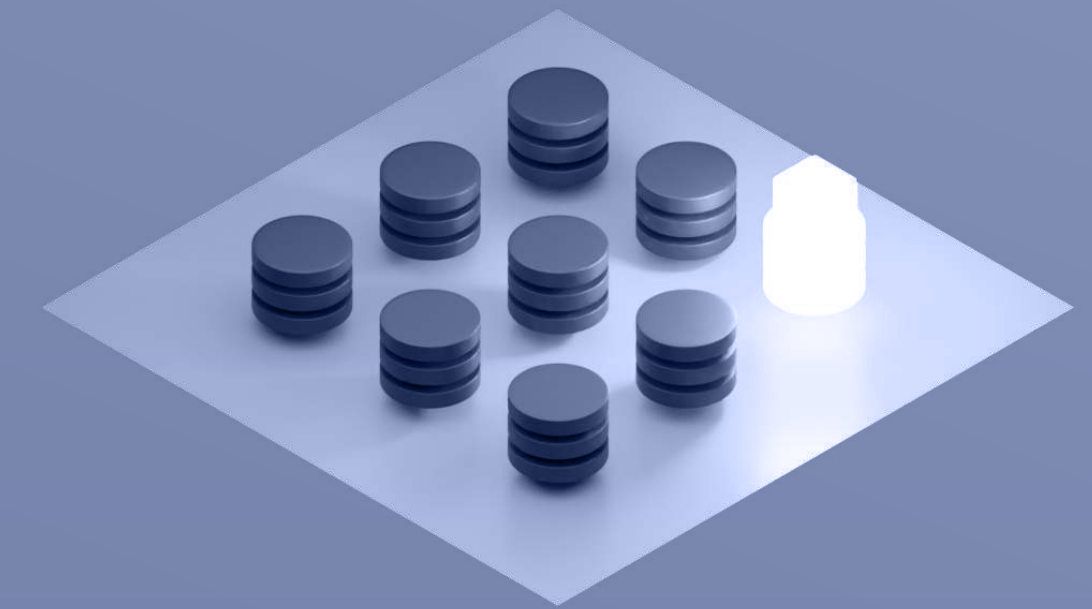
Generating insights is dominated by manual work and spreadsheets from target scouting, market analysis, and due diligence to financial analysis and valuation.



INCOMPLETE

Siloed blackboxes

Siloed insights make it impossible to uncover the complex effects your M&A transactions have on the success of your business.



BIASED

Subjective decisions

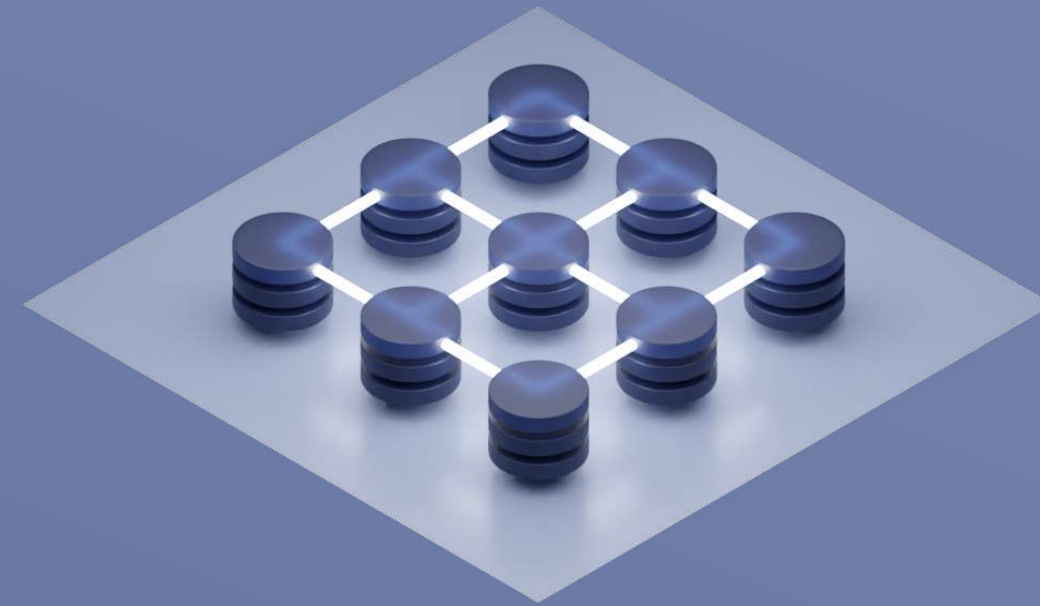
Subjective decisions based on gut feeling and past experience are alone no longer sufficient to outperform in M&A.

“
**The old way of
decision-making
costs the average
organisations
millions of dollars -
every single year**

**Resulting in a failure rate of
70-90% and putting on
average \$83M at risk for a
single transaction**

Not even including the cost of inefficiencies you
pay to advisory firms, opportunity costs by not
focusing on the right targets, or lost
opportunities due to not deciding at all.

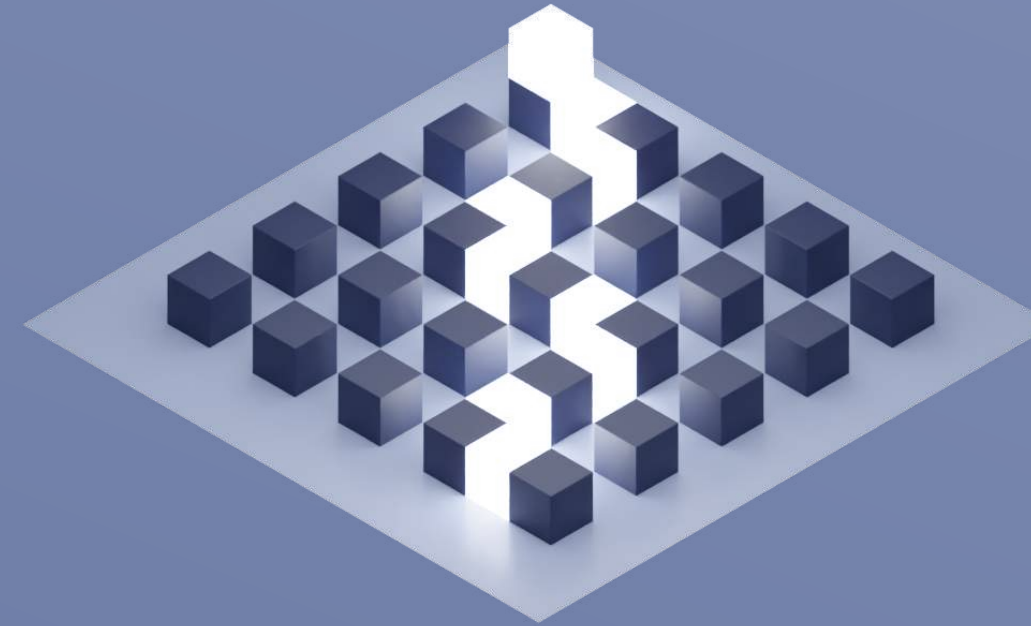
It's time to transform how M&A decisions are made



COMPLETE

Connected

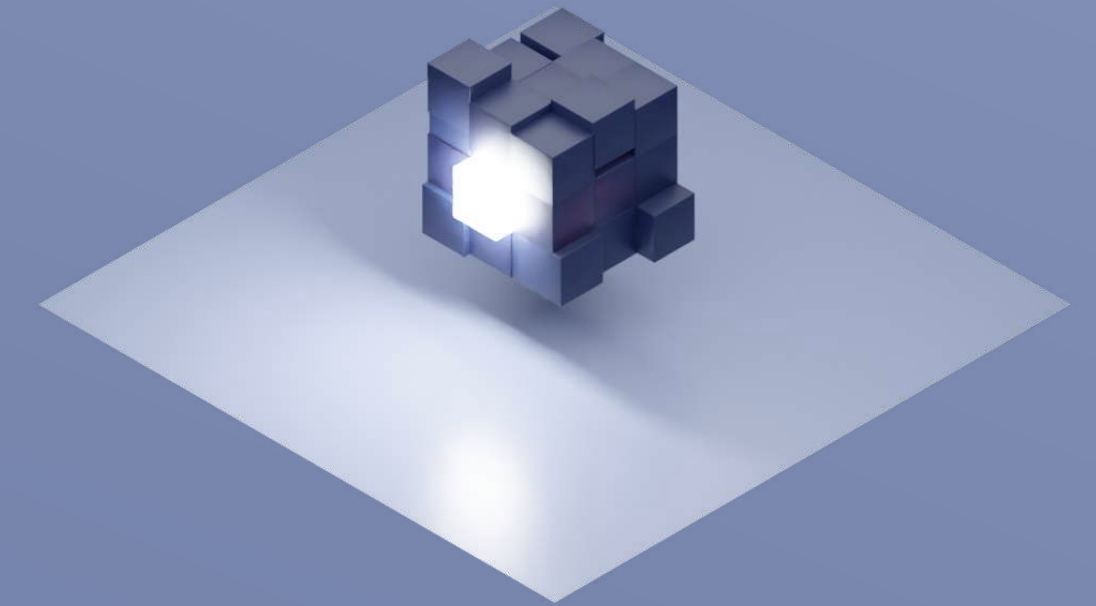
A single platform to power decision-making inside your organisation - from data to actions.



FAST

Automated

Accelerate agility with our automated data fabric and AI services - build for business users.



OUTPERFORMING

Augmented

Empower everyone with answers on how to achieve their goal and make outperforming M&A decisions.

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Vencortex

Workspace

Tasks

Measures

AI engines

Members

Academy

Settings

Workspace

Vencortex

Decision Capacity 2 / 9

Decision board

open board

+ Start decision

STAGE 1
Define Goals
2 Decisions

STAGE 2
Diagnose Context

STAGE 3
Identify Options
1 Decisions

STAGE 4
Assess Options

STAGE 5
Make Decision
3 Decisions

STAGE 6
Monitor Outcome
1 Decisions

Recent Decisions

View All

Start Decision
Start from 49 templates

CapEx investment
30 min ago
Stage 1 1/9 Tasks

Aquisition
30 min ago
Stage 3 3/8 Tasks

Strategic OEM partnership
4h ago
Stage 5 11/14 Tasks

Business model transformation
8h ago
Stage 5 14/16 Tasks

Apps

Scan
Start Scan App

Sense
Start Sense App

Act
Start Act App

Decide
Start Decide App

Studio
Start Studio App

Recent workspace task

View taskboard

Simulate the value of technologies with the valuation engine
Business model active Pin task 23 min ago

Identify relevant competitors
Short list active Pin task 8 hours ago

Your tasks

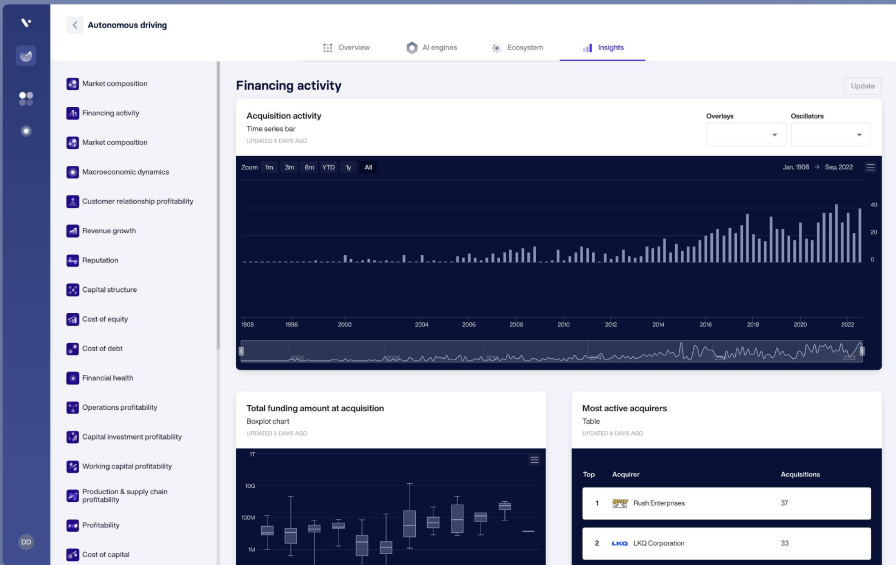
View taskboard

Create a short list of the most relevant companies
Short list active 45 min ago

Collect expert assumptions and analyse it with knowledge fusion engine
Assessment active 2 hours ago

Adam Wheeler

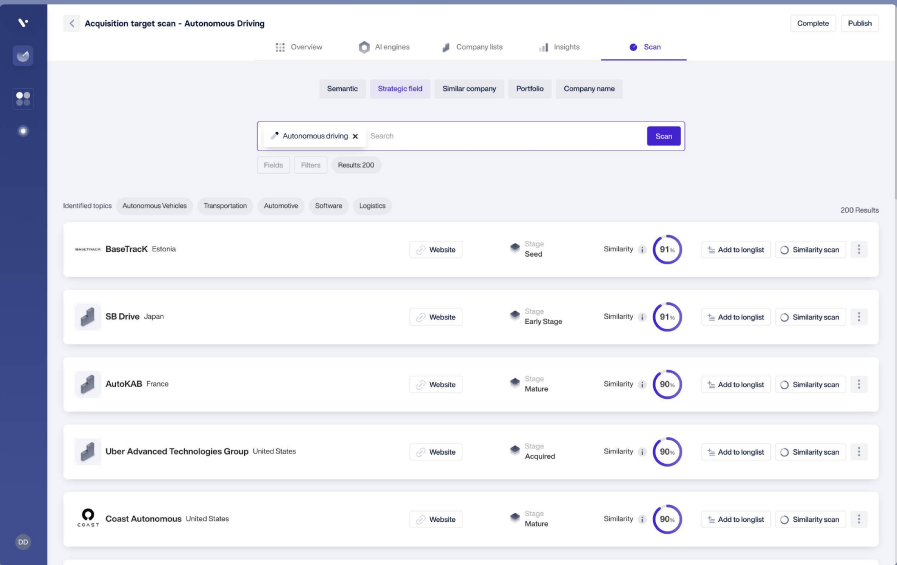
Decision optimization for M&A in action



STRATEGIC FIELD ENGINE

Market research

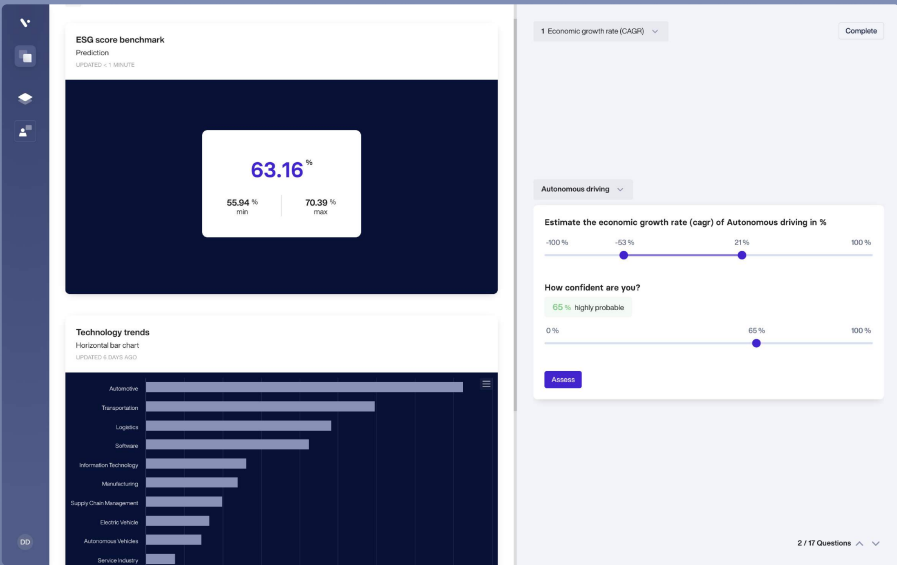
Market research of weeks done in seconds



SCAN ENGINE

Target scouting

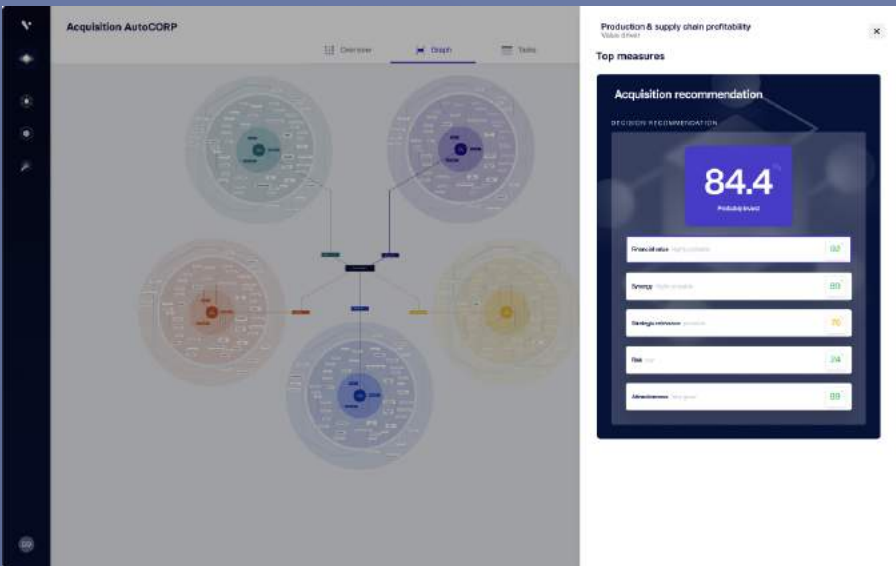
Find targets at the speed of thought



KNOWLEDGE FUSION

Due Diligence

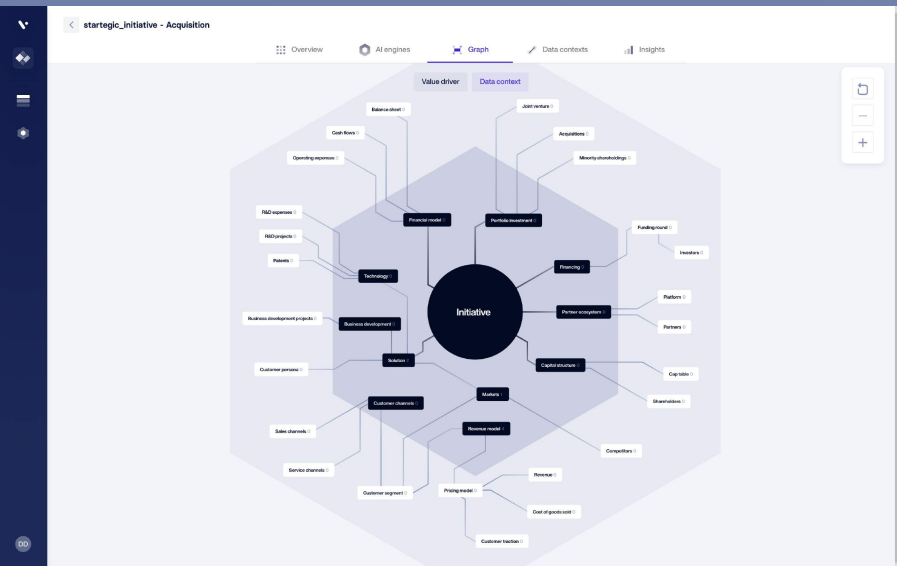
Combine expert intuition and the power of AI



DECISION GRAPH

Decision augmentation

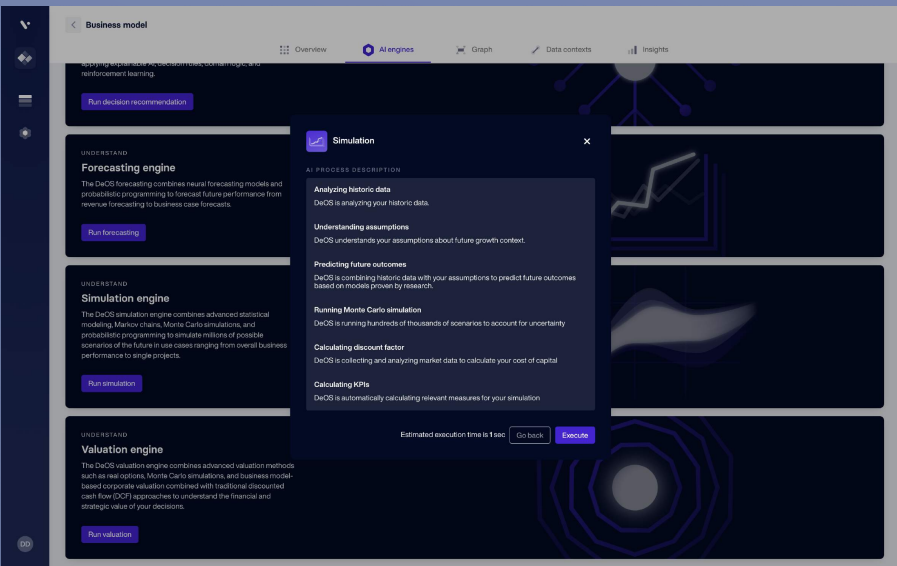
Know how to outperform in M&A



SEMANTIC BUSINESS GRAPH

Decision centric data

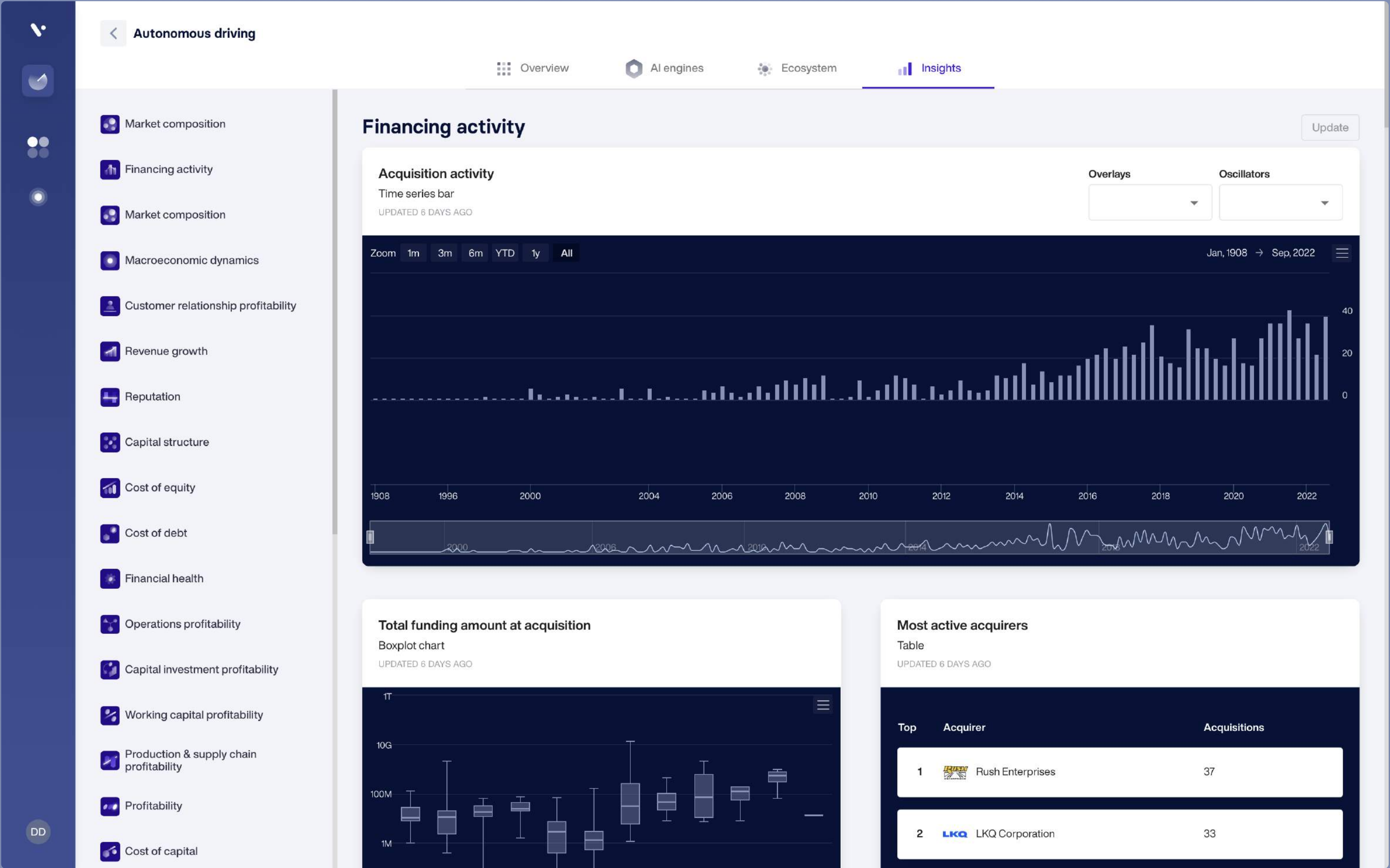
Create a digital twin of your target



VALUATION ENGINE

Valuation

Simulate and predict the future



MARKET RESEARCH

Custom market research of weeks done in seconds

DeOS allows corporate development teams to define strategic fields with natural language, find relevant data, and analyze billions of data points to create fully automated custom market research in the blink of an eye for your specific niche.

Get comprehensive market insights dashboards customized for your needs. From valuation benchmarks to ESG data, market growth, macroeconomic indicators, and competitive positioning.

DD

Acquisition target scan - Autonomous Driving

Complete

Publish

Overview

AI engines

Company lists

Insights

Scan

Semantic

Strategic field

Similar company

Portfolio

Company name

Autonomous driving

Search

Scan

Fields

Filters

Results: 200

Identified topics

Autonomous Vehicles

Transportation

Automotive

Software

Logistics

200 Results

BaseTrackK

Estonia

Website

Stage Seed

Similarity

91%

Add to longlist

Similarity scan

SB Drive

Japan

Website

Stage Early Stage

Similarity

91%

Add to longlist

Similarity scan

AutoKAB

France

Website

Stage Mature

Similarity

90%

Add to longlist

Similarity scan

Uber Advanced Technologies Group

United States

Website

Stage Acquired

Similarity

90%

Add to longlist

Similarity scan

Coast Autonomous

United States

Website

Stage Mature

Similarity

90%

Add to longlist

Similarity scan

TARGET SCOUTING

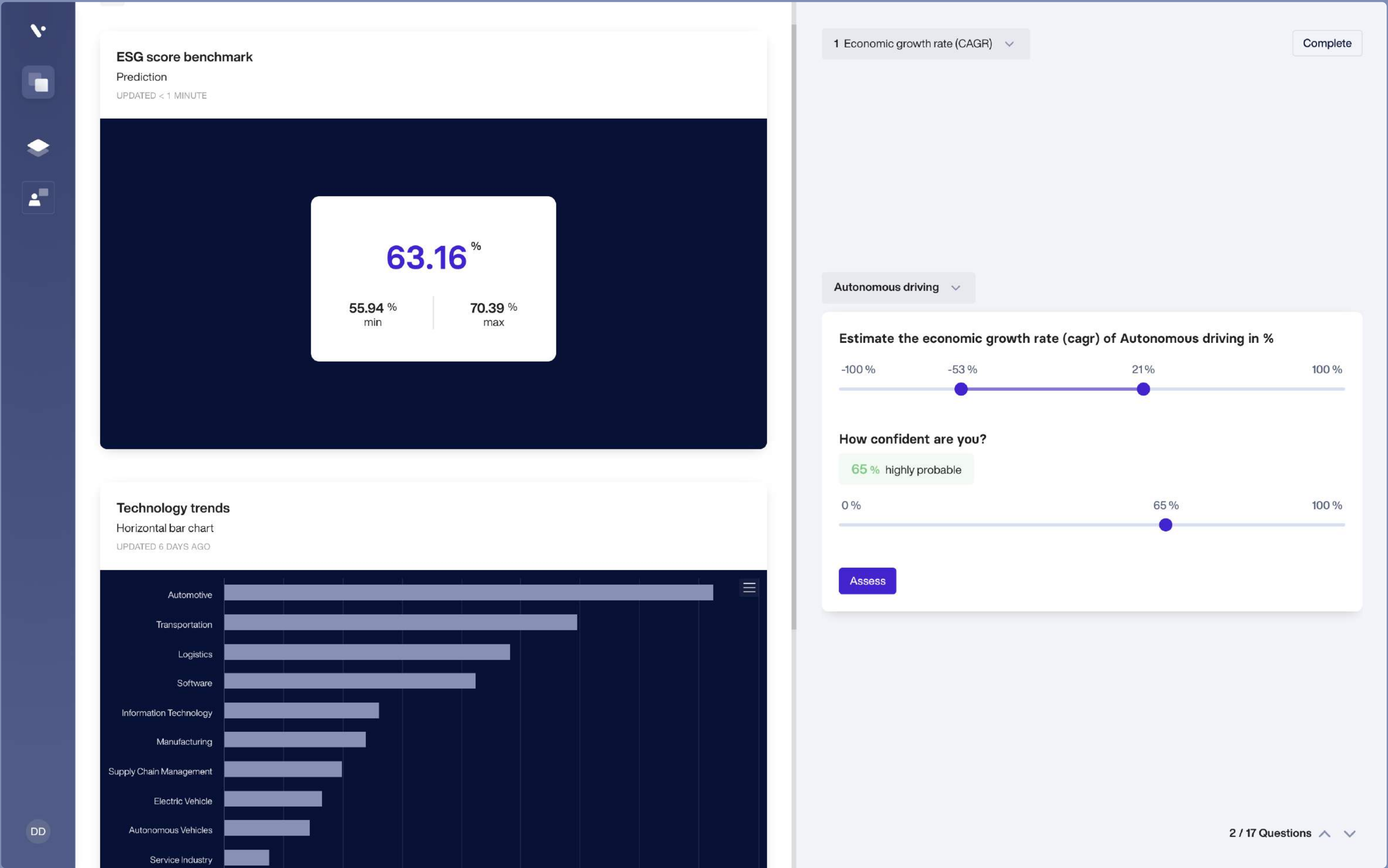
Find targets at the speed of thought

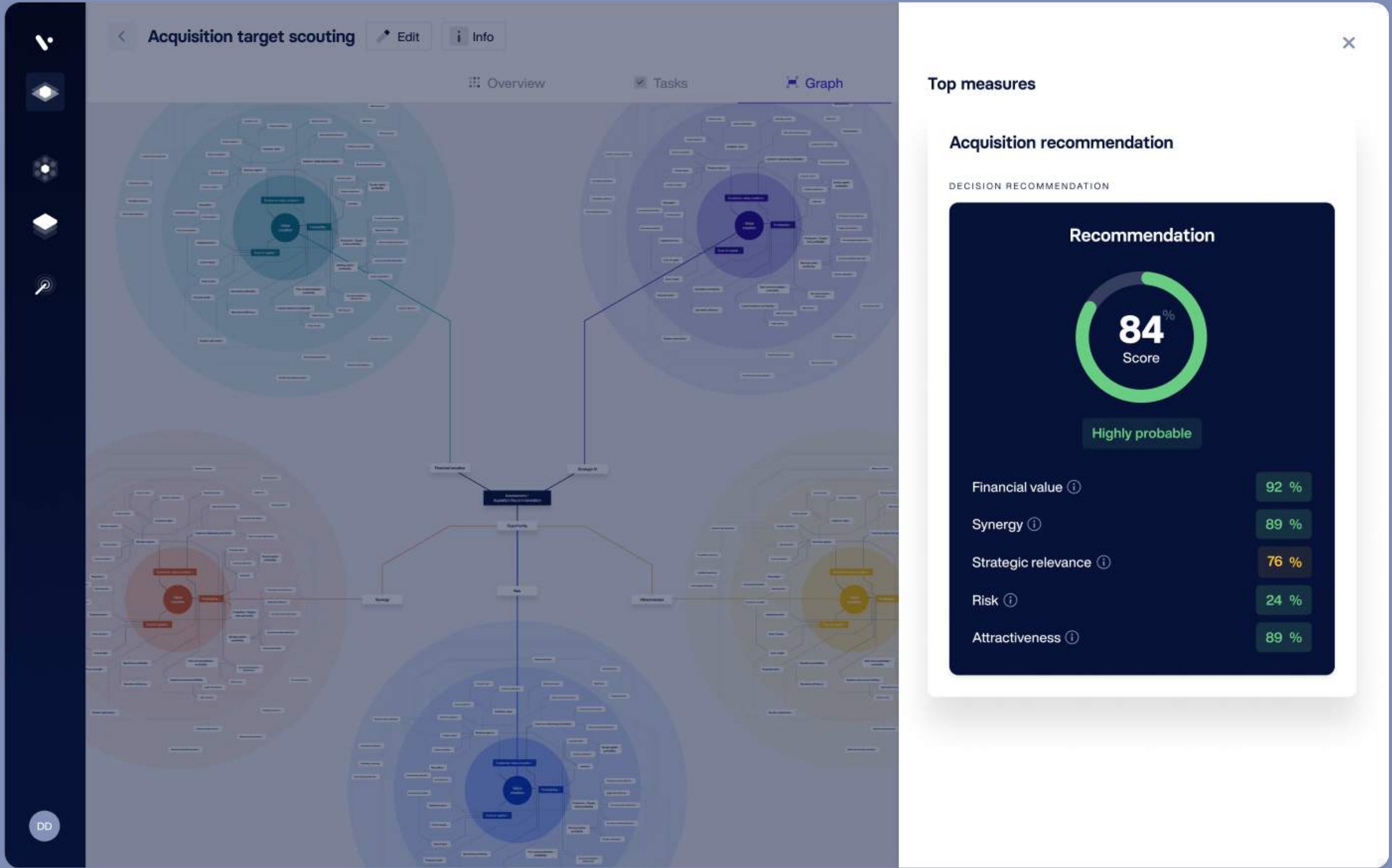
DeOS scan engine empowers to drastically reduce the efficiency and speed of target scouting.

Different search methods based on natural language, your custom strategic field, or company similarity help you find the best-fitting target among millions of firms and create long lists collaboratively.

Automated contextual insights help your team to prioritize targets and build your optimal shortlist.

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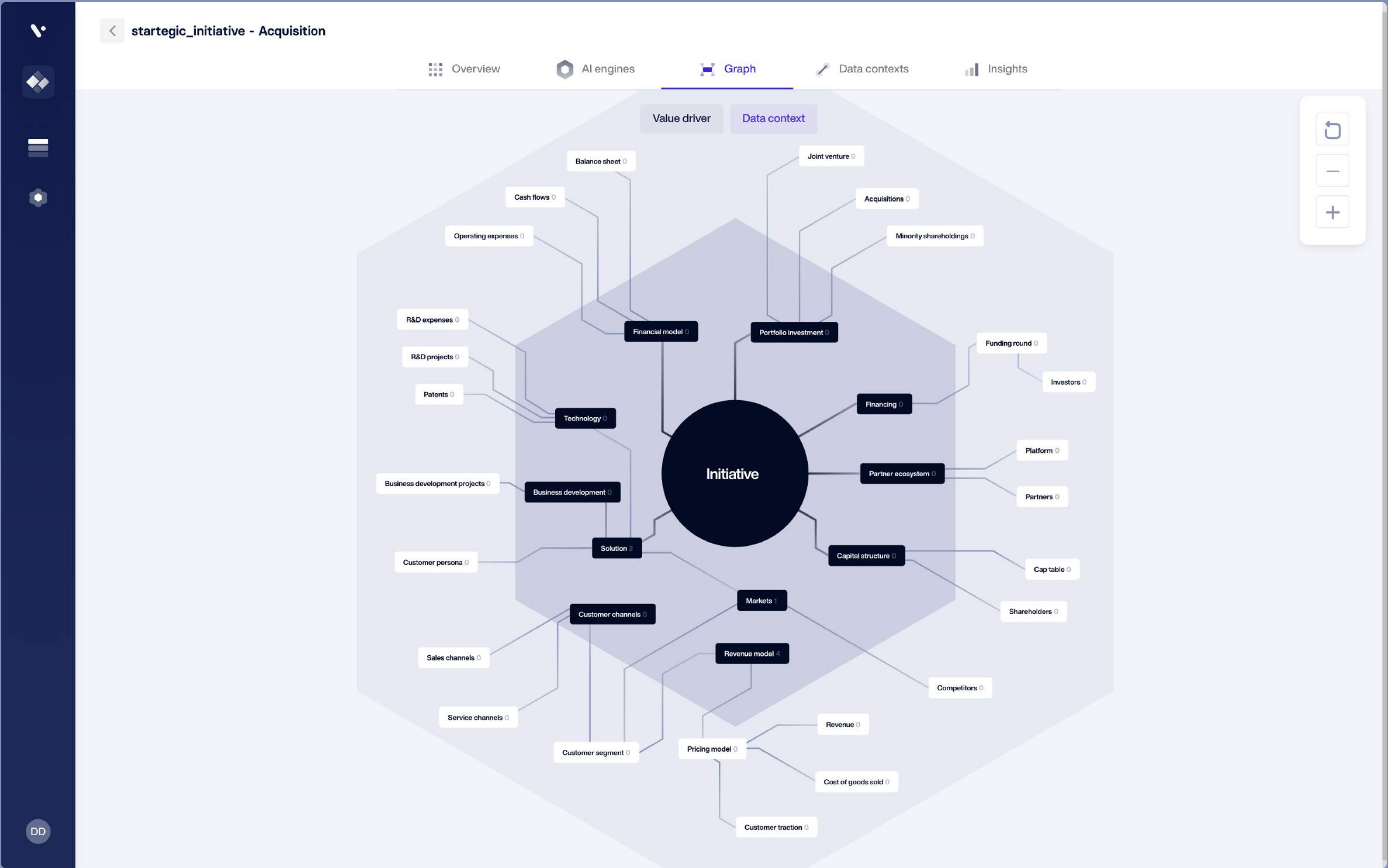
DECISION AUGMENTATION

Know how to outperform in M&A

DeOS decision graph organises insights to explain cause and effect instead of static dashboards and recommends how likely a company should be acquired.

Different views on the business depending on your role empower you to drill down as deep as you need and explainable AI provides you with full transparency into the decision-making process answering questions on financial value, synergy, and strategic relevance to risk.

Become a superhuman decision-maker and navigate uncertainty with best-in-class insights into how to achieve your goals.



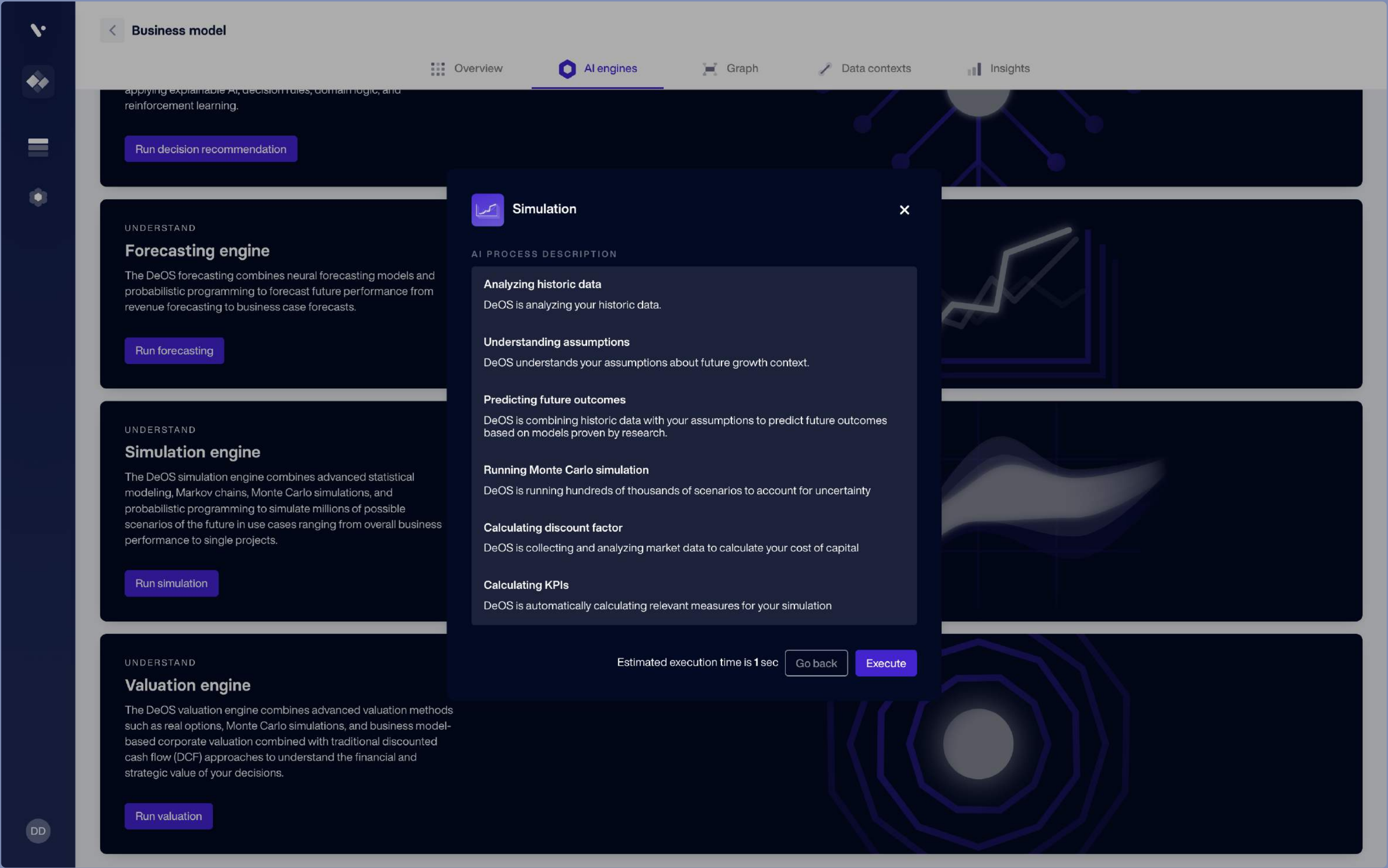
DECISION CENTRIC DATA MANAGEMENT

Create a digital twin of your target

DeOS semantic data graphs let you create a digital twin of your target and model the business in a meaningful way.

Visual data management allows business users to apply their expertise without the need for data crunching.

Decision-centric data management increases the speed and efficiency of collecting data from your target and helps you to focus on what matters to predict financial performance. Data rooms as they should be.



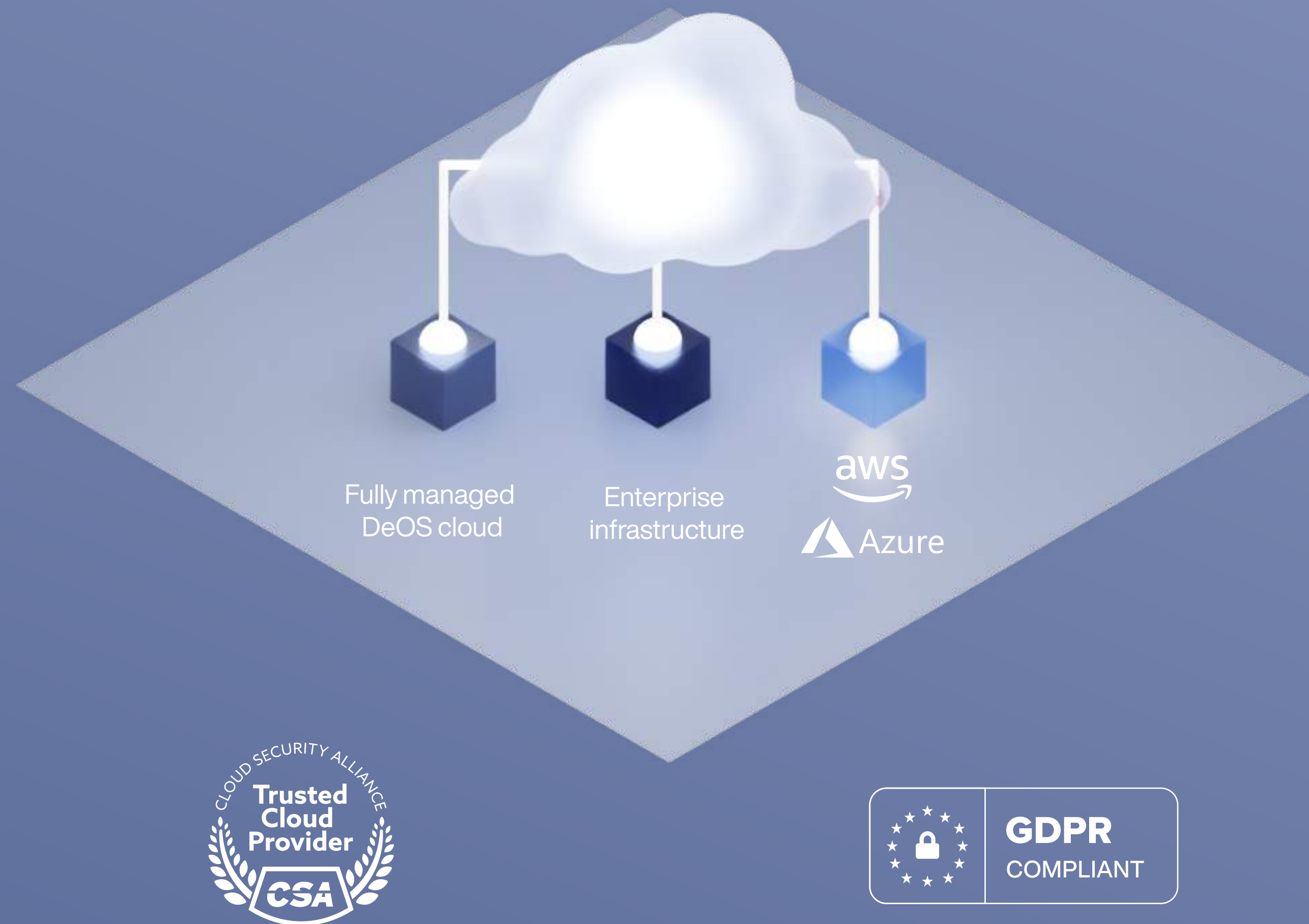
VALUATION

Simulate and predict the future

DeOS simulation, forecasting, and valuation engines learn how the business of the targets evolves.

Empower your analysts to predict the value drivers of the business, simulate likely growth scenarios, and provide a probabilistic valuation for the target so decision-makers drastically reduce the risk of M&A decisions.

The DeOS models outperform top-tier investments bank by up to 50% by applying experience that would require humans 300 years to acquire in the blink of an eye.



ENTERPRISE GRADE SECURITY

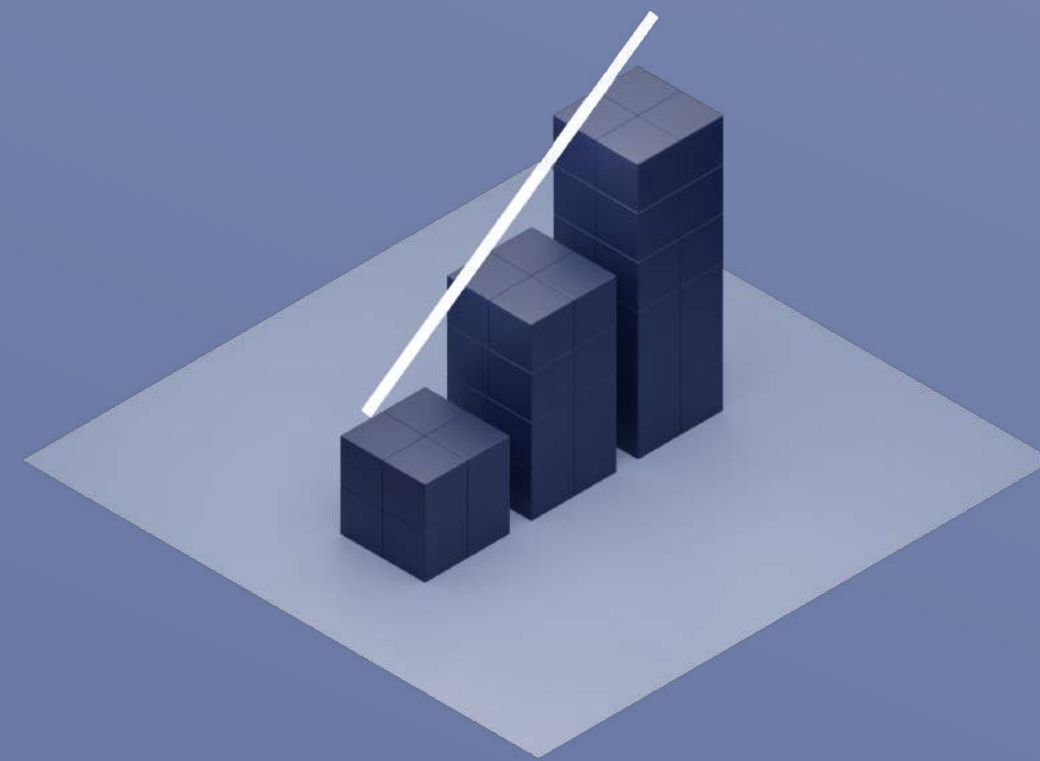
Decisions at the speed and scale of cloud

DeOS offers flexible deployment options depending on your needs. Whether you want a fully managed SaaS solution or run in your virtual private cloud we have got you covered. All with built-in enterprise-grade security and governance.

Role-based data access keeps your data secure and makes it shareable across business functions in your company and beyond.

Our DeOS is made and hosted in Germany and is 100 % compliant with GDPR. All our cloud center providers are certified with ISO/IEC 27001, 27017, 27018, and ISO/IEC 9001:2015.

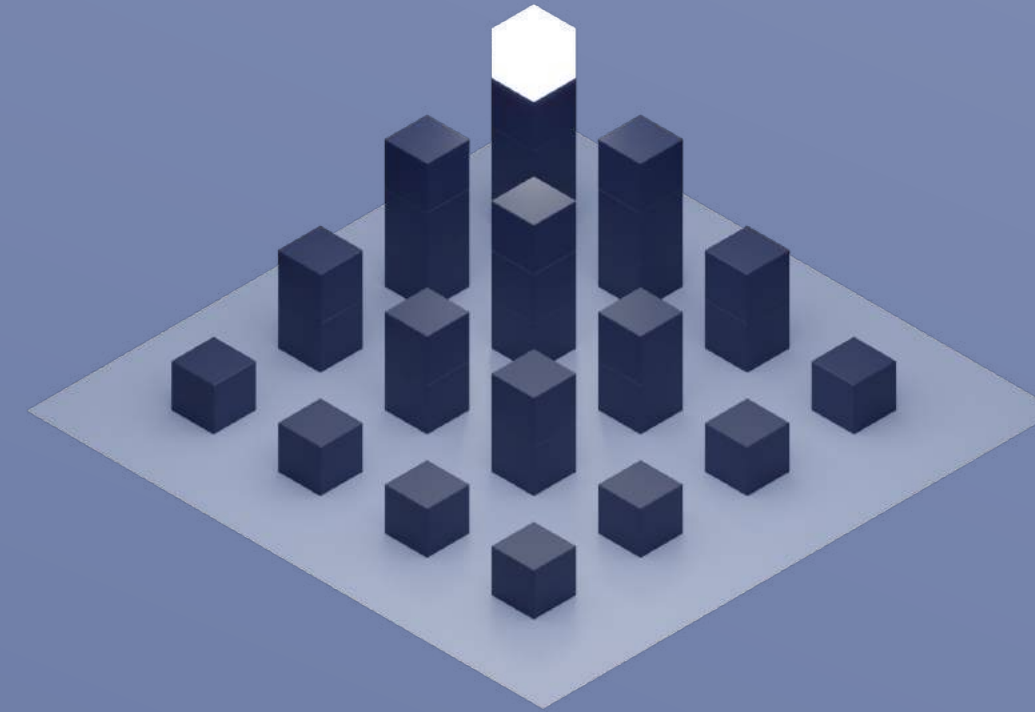
Optimized decision-making powers outperforming business results



EFFICIENCY

Increase the ROI of data and analytics

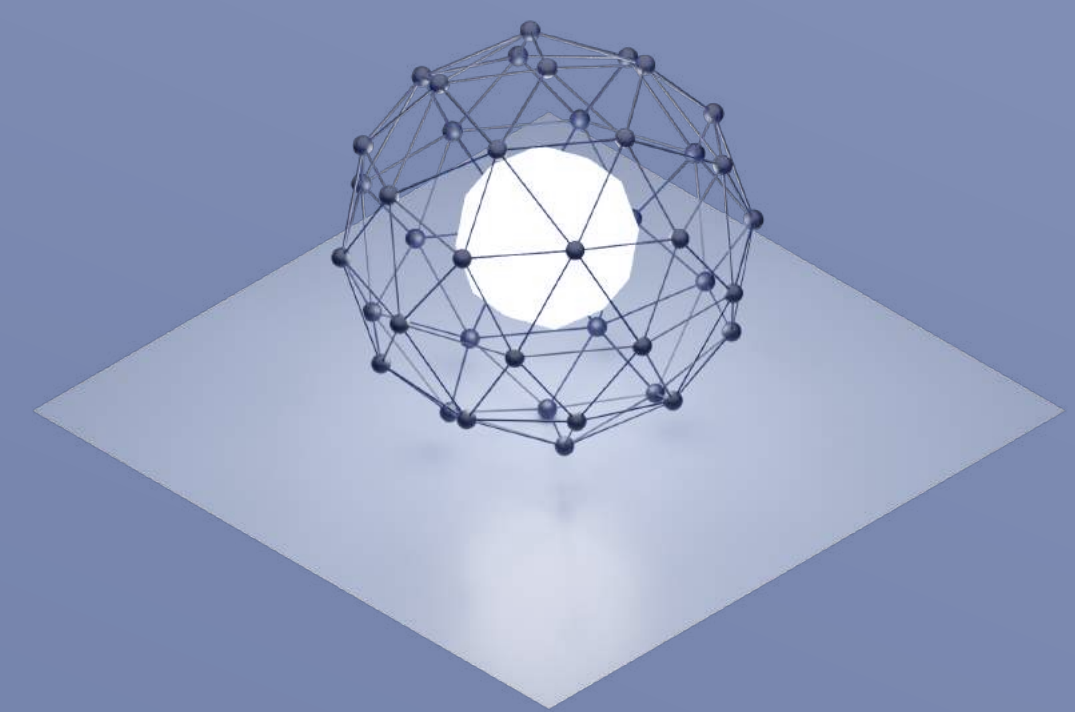
Insights automation with out-of-the-box AI increase the ROI of data & analytics by over 500% saving dozens of FTE days for every single decision.



QUALITY

Less risk better financial returns

Better decisions empower you to reduce risk by over 71% resulting in \$84M lower VaR for the average M&A transaction.

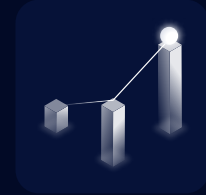


LEARNING

Build your future advantage on intelligence

Build your future advantage on optimised decision-making. The #1 predictor of business success across industries.

One platform. Endless use cases.



Competitive
positioning



Accelerator
investment



Acquisition target
scouting



Corporate venture
capital investment



Business model
diagnosing



Competitive
positioning



Corporate
venturing



Customer scouting



Digital transformation
investment



Divestiture



Innovation project
investment



Business incubation



Accelerator
project



Acquisition



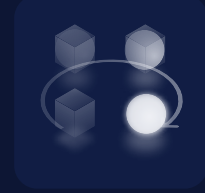
Asset sale



Business model
diagnosing



Business model
management



Business model
transformation



Capex investment



Carve out



Cash flow model
transformation



Corporate
venturing



Investment
banking



It outsourcing



Joint venture



Make or buy



Marketing partner
scouting



New product
development



OEM scouting



Operating model
transformation



Partner scouting



Post merger
integration

“

Using DeOS allowed us to reduce the time from **21 FTE days to a few hours**. The result – faster value for our C-level and more efficiency for our department.

”

Capgemini 

Dr. Nikolaus Lipusch, Director AIE

Hitting the top strategic technology trends for top business leaders for 2022

Decision optimisation will surpass all other types of AI initiatives and create **\$2.9 trillion of business** value and 6.2 billion hours of worker productivity globally.

Gartner

Pieter den Hamer
Senior Director Artificial Intelligence

Looking at the impact of strategic decisions manual data analysis, spreadsheets and just relying on the involved people is not acceptable. **Software for decision augmentation is desperately needed** to lower the chance of error and to avoid bias in strategy decisions.



Dr. Karl Michael Popp
Senior Director Corporate Strategy and Corporate Development

More than **33%** of winning organisations **will use decision augmentation** technology to outcompete by 2023.

Gartner

Get started with DeOS in 30 days

Scope

01

Get a full audit of your most critical decisions

We'll help you to discover the most critical decisions to be optimised to define the scope of your journey to outperforming decision-making.

Decision audit

1 - 3 day workshop

Build

02

We re-engineer your decision-making process

Our decision specialists help you optimise your decision-making process, define the required insights, data, AI services and tasks, and create a custom decision template dedicated to your needs.

Decision engineering

5 - 10 days

Deliver

03

Experience the power of decision optimization

We deliver your fully customised dedicated instance of DeOS, onboard your team and data and guide your team to let you experience the full power of decision optimisation in action and create your success story.

DeOS pilot

15 - 20 days

Scale

04

Bring the whole company with you

The most successful companies make optimised decision-making a core capability of their organisations. Let us help you spread the word, up-skill your people, and advance your DeOS use cases.

DeOS rollout

custom

Kick-off &
project scope

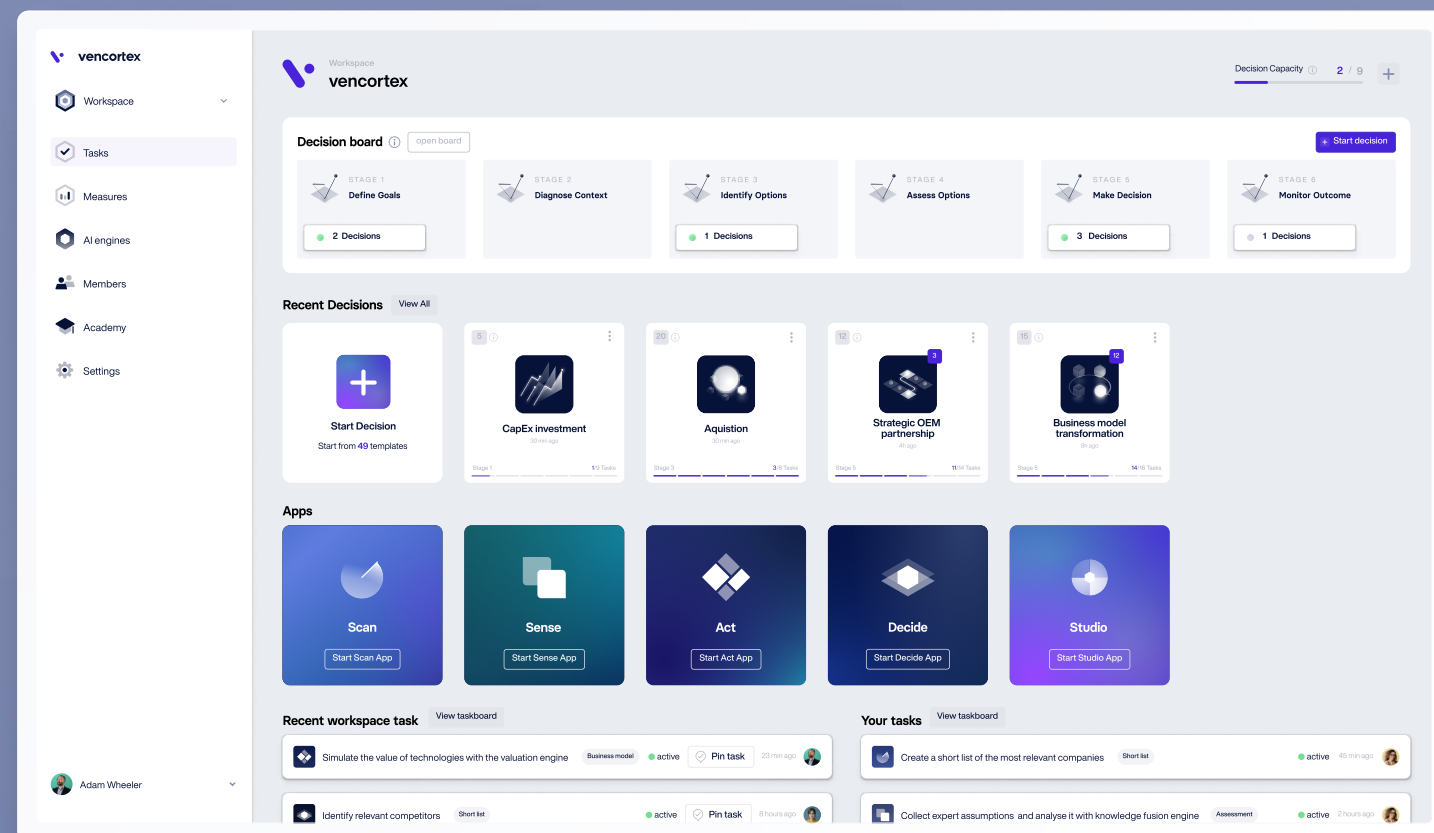
Validated
use case

Go Live &
rollout

Ongoing success
& partnership

Ready to power next-generation M&A decisions?

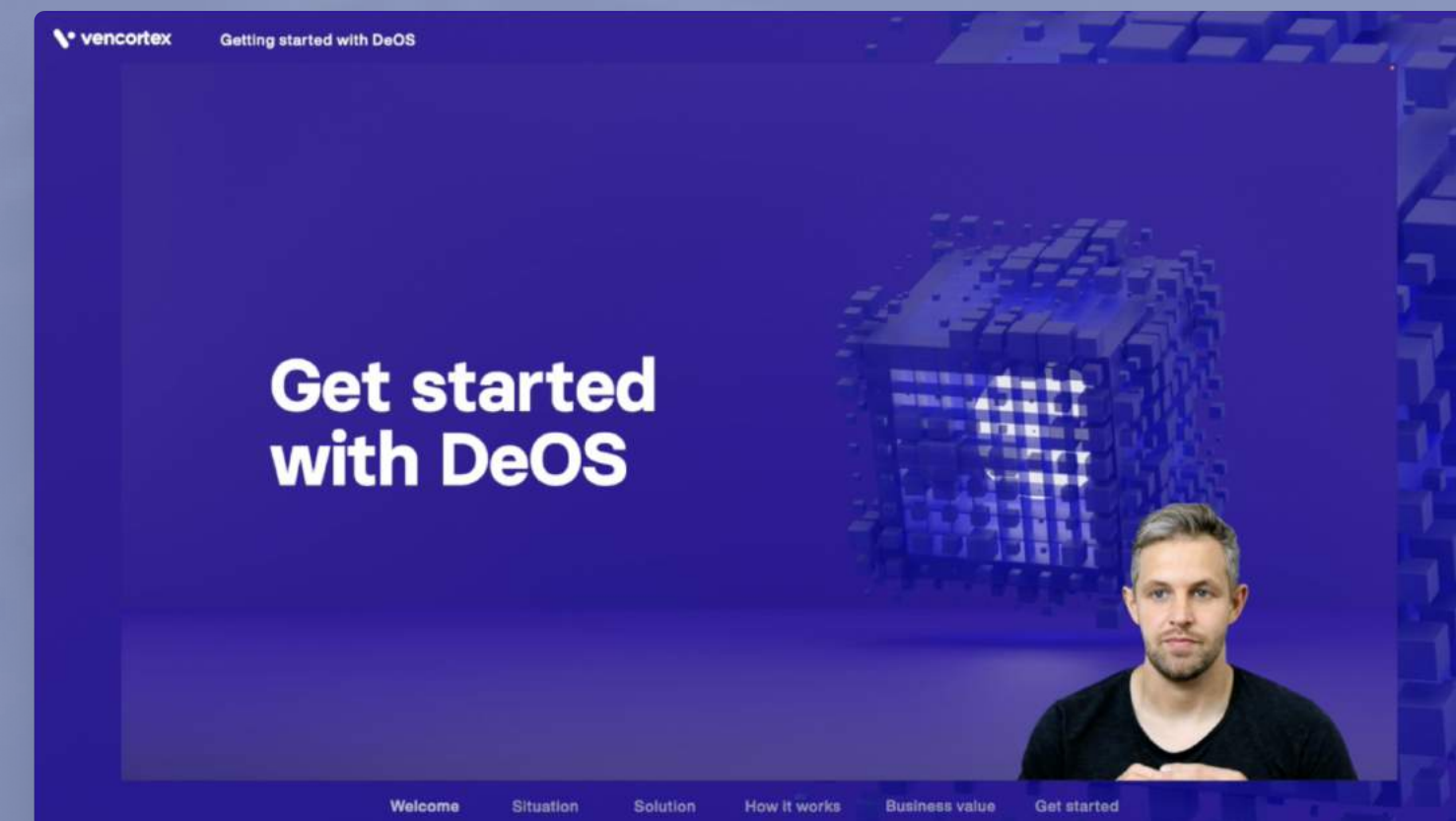
Give DeOS a test drive



Experience the full power DeOS can deliver for your business with a custom PoC delivering you business value from day one.

[Get started](#)

Get a personalized demo



Schedule a personal demo and see what value DeOS can deliver for your company in your most relevant use-case.

[Book a demo](#)