TECHNICAL DILIGENCE

Ampeer

Know the technology you're buying – before you're committed.

Buy-side technical diligence for acquirers and investors – and readiness assessments for the founders about to be on the other side. Founder-led and PE-backed vertical SaaS.

> I don't read technology from the outside. I've *been through diligence as a target, worked it across three acquisitions, and then operated the companies afterward* – so I know both what a review catches and what only surfaces in year two. The judgment being sold was **earned as an operator, not observed as a consultant.**

THE PREMISE

The technology is the part of a target you can't see from the data room.

You run your own financial and commercial diligence; the technical layer is the one you can't staff internally on a deal clock. **51% of investment bankers now call technology the single most burdensome part of due diligence** – ahead of financial, legal, and commercial. And what it hides – architecture that won't scale, a rebuild the roadmap depends on, a key person who holds it all – surfaces after close, when it's expensive and no longer negotiable.

Every finding is sorted by what it means for the deal – so the read is a decision, not a checklist.

FIND

Never inventoried – by them or anyone. The risk you can't see from a data room.

FIX

Real practices, just unproven. Cheap to close once you own it – but you should know first.

FRAME

Too expensive to change on the deal clock. You price it in, or plan the rebuild – with eyes open.

And scrutiny is intensifying, not easing: **84% of bankers expect greater cybersecurity due-diligence scrutiny over the next 12–24 months** – 43% significantly. Reps and warranties cover less than they used to; increasingly, what you don't verify is what you inherit.

Source: SRS Acquiom / Mergermarket, 2026 M&A Due Diligence Study (survey of 150 senior US investment-bank executives).

THE ENGAGEMENTS

Ways to work with me.

The same operator's read, pointed at whichever side of the deal you're on.

Buy-side Technical Diligence

SCOPED PER DEAL

Know what you're buying before you commit. An operator's read on a target's technology – the technical risks, their materiality, and the priorities – with commercial and price calls left to the deal team.

WHAT IT EXAMINES	Dependency & license provenance · Architecture & concentration risk · Security posture & evidence · Operational resilience · Key-person & knowledge risk · IP ownership & provenance · Delivery predictability · Scalability & performance
YOU GET	A diligence report – findings severity-graded and sorted deal-breaker / resolve-before-close / first-100-days, an evidence index, and a value-creation read – plus a deal-team walkthrough.
WHO IT'S FOR	PE firms and operating partners, strategic acquirers, and investors who want the technology assessed by someone who has integrated acquisitions afterward – not just inspected them once.
SHAPE	Timed to the deal. Read-only review access, with optional scoped testing by written approval.

Technical Diligence Readiness Assessment

2 WEEKS · FIXED · MOSTLY ASYNC

Find what diligence will flag – while there's still time to act on it. A structured, mostly asynchronous assessment, for the founder about to be on the other side of this.

YOU GET	Four artifacts in one report, plus a 60-minute walkthrough: a **Risk Register** sorted Find/Fix/Frame, a one-page **Architecture Snapshot**, a 90-day **Remediation Playbook**, and an **Investor Q&A Cheat Sheet**.
HOW IT WORKS	**Intake** (days 1–3, ~90 min of your time) → **Assessment** (days 4–10, no time from you) → **Walkthrough** (day 10, a 60-minute live review).
BEST FOR	Founder-led SaaS 6–18 months from a raise, audit, or acquisition – and investors who want a portfolio company diligence-ready first.

AI Readiness Scan

FIXED-FEE · EXECUTIVE DECK

Where AI will actually create value – and what's in the way. A decision aid for a founder weighing AI investment: the 3–5 decisions in front of you, each rated for confidence.

YOU GET	An executive deck: a decision-confidence summary, a capability read, the **AI Technical Debt Index**, an opportunity matrix, 90-day and 12-month roadmaps, and illustrative ROI.
BEST FOR	Founders deciding where to spend on AI over the next 12–24 months – and buyers who want a target's AI posture read as an optional diligence module.

TRACK RECORD

Few diligence firms get to see the outcome years later.

Roughly fifteen years building vertical SaaS across the full capital stack – venture-backed founder, PE-owned operator, post-acquisition integration leader, and a recapitalization at a reported ~$500M valuation. The vertical was hospitality; the problems that recur aren't specific to it.

2013	Co-founded **Gather**, an event-management platform for restaurants and venues. Led product and engineering; scaled to **$10M ARR** and ~**110 people**. Raised a **$2.5M Series A** from Storm Ventures and Ludlow Ventures.
2017	Took a **strategic investment from Vista Equity Partners** – diligenced by the same firm whose diligence methodology I later used to run acquisitions. **Enlightened Hospitality Investments** (Danny Meyer's growth fund) joined the board in 2019.
2020	Gather merged with **Tripleseat**. As **VP of Engineering** and then **General Manager**, helped grow ARR from **$20M to $60M+** and the engineering team from 10 to 25. Took the platform to **SOC 2** and **PCI** at **99.99% uptime**, and built payments into a profit center.
2023–25	GM across three acquired business lines – **EventUp, Attendease, and Merri** – owning post-acquisition integration and P&L for each. **General Atlantic** took a majority stake in 2023 at a reported **~$500M valuation**.

Both sides of the table

Diligenced by Vista in 2017 – the same firm that had diligenced Gather – then ran the technical diligence on the EventUp acquisition and two more acquired divisions for years after their deals closed. The operating discipline comes from having lived both roles, not just observed them.

Calibrated, not just experienced

A diligence firm delivers a report and leaves. I stayed – so I know what the report caught, what it missed, and what surfaced in year two instead.

A clear-eyed view of your technical position – before anyone else gets one.

The fastest way to start is a short conversation about where you are in the process, and I'll come back with a scoped way to help. And if the deal closes, I can lead the technical integration and post-close remediation that follows – see the companion Advisory & Fractional Engagements brief. No drawn-out sales process.

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