

# Vendor Due Diligence (VDD) System

*Seller-Prepared. Buyer-Proof. Evidence-First Diligence that Protects Valuation.*

## What It Is

A structured, evidence-backed Vendor Due Diligence system that lets the seller (or sponsor) control the diligence narrative, reduce surprises, and accelerate timelines with a buyer-ready package: traceable evidence, prime-grade QA gates, and a remediation roadmap that ties findings to valuation and deal actions.

## Who It's For

- PE-backed or founder-led sellers preparing for sale/recap
- Sponsors seeking to pre-empt buyer 'gotchas'
- Sell-side bankers and corp-dev teams needing process acceleration
- Diligence primes that want a clean, repeatable VDD module under their banner

## Jobs-to-Be-Done

- Avoid value haircuts by eliminating unknown tech risk
- Stop diligence chaos with a disciplined VDR structure and evidence index
- Make the pack buyer-ready—credible, complete, defensible
- Fix what matters first with a remediation plan tied to business impact and timing

## Why Buyers Accept It (Differentiators)

- Evidence-first: every claim meets a minimum evidence standard
- Prime-grade QA: PASS/WARN/FAIL gates prevent half-baked releases
- Financial translation: findings roll into an EBITDA/valuation bridge
- Modern risk coverage: SBOM/OSS, Cloud FinOps, data lineage, AI/model risk
- Subcontractor-ready: clear module boundaries and deliverables

## Service Catalog (SKU-Style)

### Add-On Modules (High Credibility / High ROI)

- E) Tech QoE Add-On — Translate tech findings into EBITDA bridge and sensitivities
- F) Cloud FinOps — Waste decomposition, savings range, implementation backlog
- G) SBOM/OSS — License flags, critical/high vuln exposure, cost-to-cure
- H) Data Quality & Lineage — DQ scorecard, lineage audit, escrow/indemnity triggers
- I) AI / Algorithmic Risk — AI-BOM, governance gaps, reserve estimate for drift/compliance

## Vendor Due Diligence (VDD) System - cont'd.

### Delivery Model & Cadence

- Format: Fixed-fee deliverable pack; T&M with caps when data readiness is unknown; or hybrid (Core fixed + Remediation T&M)
- Operating rhythm: 15-min kickoff + VDR checklist; Data sufficiency gate within 72 hours; Weekly stakeholder review (30 min); Final QA gate before any buyer-facing release

### Inputs Required

- VDR access + named data owner; basic exports (ticketing, cloud billing, repo summaries, security posture, as available)
- Current architecture overview + systems inventory; finance POC for EBITDA assumptions

### Scope Guardrails (Avoid Scope Creep)

- Not a full post-close transformation (unless added)
- Not legal advice (deal-term mapping is options guidance)
- Not a replacement for buyer diligence—sell-side control + acceleration

### Positioning (One-Line)

“AlphaStratz VDD creates a buyer-ready diligence package with traceable evidence and valuation translation—so sellers reduce surprises, reduce haircuts, and move faster to close.”

**Next Steps — Book a VDD Readiness Sprint to stand up your VDR, evidence standards, and red-flag plan within two weeks.**

Contact: rkindred@alphastratz.com • [www.alphastratz.com](http://www.alphastratz.com)