



Predictive Analytics for Deal Sourcing and Valuation

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Introduction

Historically, deal sourcing, the process of identifying target firms for acquisition or investment, has relied heavily on personal networks, intuition, and manual research. However, the advent of data-driven deal sourcing has revolutionized the investment landscape, providing investors with sophisticated tools to enhance their decision-making processes. As artificial intelligence (AI) gains traction globally, companies worldwide are racing to harness its potential. Private Equity (PE), Venture Capital (VC) firms, Investment Banks (IB) and family offices are increasingly turning to AI to gain a competitive edge and capitalize on new opportunities. By leveraging advanced algorithms and machine learning techniques, predictive analytics can identify patterns and trends in historical data to forecast future outcomes, helping private equity firms make more informed and accurate valuations.

Predictive Analytics: A Game-Changer for Private Equity Firms

As PE firms are constantly on the lookout for promising investment opportunities, they are turning to predictive analytics to forecast potential returns of an investment. This dynamic approach allows for continuous refinement as new data becomes available, ensuring that decisions are always based on latest insights, helping PE firms with the following benefits:



Smart Deal Sourcing

By analyzing market data and company performance, predictive analytics empowers PE firms to identify and target high-potential investments



Enhancing Due Diligence and Valuation Processes

Advanced data analytics tools enables PE firms to conduct thorough due diligence, uncovering hidden risks and opportunities to make informed investment decisions



Optimized Portfolio Performance

Predictive modeling helps PE firms to forecast future performance and make data-driven decisions to maximize returns and optimize their investment portfolio



Staying Ahead of the Curve

In a fiercely competitive market, predictive analytics gives PE firms a significant advantage by enabling them to identify and capitalize on emerging trends

*Evalueserve, with its industry expertise and cutting-edge solutions like **Insightsfirst** and **Spreadsmart**, can empower PE firms to harness the transformative technology of predictive analytics and AI-powered financial data extraction, providing actionable insights, enhanced decision-making capabilities and optimized investment strategies*

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The Challenges in Deal Sourcing

Identifying and securing high-quality investment opportunities is paramount in the highly competitive landscape, which presents several key challenges for investment firms:

1

Volume and Quality

The sheer number of potential deals makes it difficult to identify the most promising opportunities efficiently



2

Early Identification

Identifying early-stage companies is challenging due to limited track records and the reliance on traditional methods



3

Time Constraints

Slow due diligence processes delay deals and risk missed opportunities in a fast-paced market



4

Bias and Subjectivity

Human bias, including overconfidence and confirmation bias, can distort deal evaluations and cause missed investment opportunities

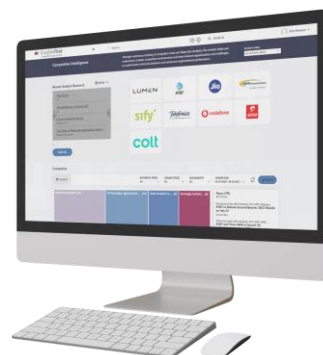


The Solution - Accelerating Deal Sourcing with AI-Driven Intelligence

Evalueserve's **Insightsfirst** platform enhances deal origination by leveraging artificial intelligence and generative AI capabilities. By monitoring over 200,000 sources, including competitor websites and market publications, Insightsfirst provides real-time insights to help PE firms identify relevant deal opportunities.

Key Benefits of Insightsfirst for Deal Sourcing:

- ✓ Real-time monitoring of 200,000+ data sources
- ✓ Identification of competitor movements and market trends
- ✓ Trigger-event-based alerts and actionable deal signals
- ✓ Integration with Intapp DealCloud for a unified deal pipeline
- ✓ Customizable dashboards to track sectors, targets, and signals



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Integrated Deal Origination and Management Platform

The integrated platform comprising **Insightsfirst** and **DealCloud** enables users to spot trigger-based events in target markets in a systematic manner using lead indicators that are fed into an AI engine – thus, identifying new deal origination opportunities and building the pipeline faster. The integrated solution identifies new deal-making prospects, track dormant ones, bolster top-of-the-funnel activities, and provide relationship management.

Insightsfirst Supports Originating and Sourcing New Business Deals/Opportunities

Evalueserve empowers deal teams by enriching their sales pipelines through AI and generative AI technologies that identify potential opportunities aligned with team-specific investment criteria. The Insightsfirst platform can be tailored to individual mandates, ensuring relevance and precision in deal sourcing. Integrated within DealCloud, the GenAI chatbot provides deal professionals with fast, directional insights by processing both structured and unstructured queries. Additionally, firms benefit from domain-specific intelligence delivered by Evalueserve’s industry experts, who embed market, target, and stakeholder insights directly into DealCloud—helping teams uncover curated opportunities and accelerate deal closures.



AI-driven Outcomes

Keep tab on relevant companies or market segments to spot potential leads or deal opportunities using AI and Generative AI engines



Faster Identification

Stay on top of relevant market-related developments by converting signals into execution-ready opportunities



Faster Go-to-market

Notify colleagues and take prompt actions on whom to contact and with what information to build deal-winning relationships



Streamlined Deal Execution and Management

Stay organized during the business approval process and keep the entire team up-to-speed on engagement progress once a mandate is signed

*Evalueserve's integration of its proprietary Insightsfirst platform with **Intapp's DealCloud** delivers a powerful, unified solution that enhances deal execution, relationship management, and strategic targeting for private equity firms. This seamlessly integrated platform enables users to systematically track trigger-based events across industries and geographies, uncover high-potential deal-making opportunities aligned with investment theses, and significantly streamline the end-to-end deal management process—from initial sourcing to execution and post-deal tracking.*

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The Challenges in Valuation Process

In the dynamic landscape of private equity (PE), accurate and timely valuations are critical for informed investment decisions. However, traditional valuation methods often grapple with challenges such as manual data extraction, inconsistent financial reporting, and time-consuming analysis, leading to inefficiencies and potential inaccuracies.

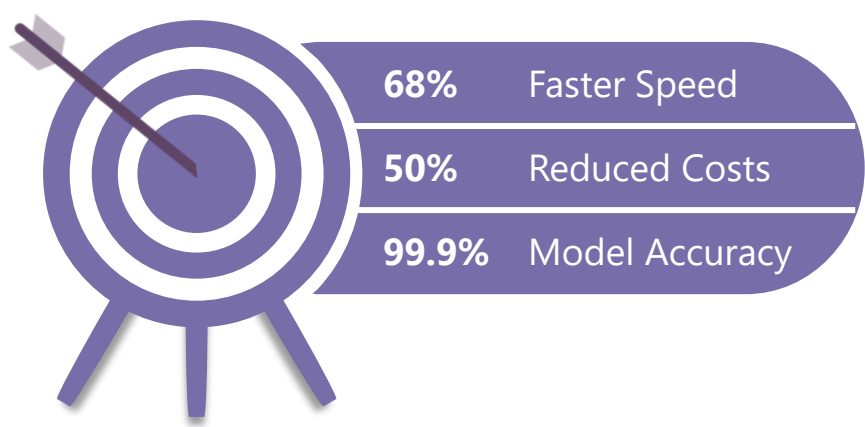
Evalueserve addresses these challenges by leveraging predictive analytics and automation tools, enhancing the valuation process for PE firms.

Spreadsmart: Automated Financial Spreading Platform

Spreadsmart is Evalueserve's AI-powered financial data extraction platform designed to automate the process of financial spreading. Spreadsmart replaces conventional manual data entry processes with automated data extraction to configurable templates. The web-based platform leverages a combination of patented mapping technology, AI, OCR, custom algorithms, and ML/DL models to achieve a 70+% efficiency vs manual extraction with a near 100% final output accuracy.

Key Benefits of Spreadsmart for Valuation

- ✓ **Automated Data Extraction:** Utilizes Optical Character Recognition (OCR) and proprietary algorithms to extract data from various document formats, including PDFs, JPEGs, PNGs, TIFFs, and Excel files
- ✓ **Customizable Templates:** Supports configurable templates tailored to specific valuation models and reporting requirements
- ✓ **Integration Capabilities:** Offers built-in APIs for seamless integration with existing systems, facilitating streamlined workflows



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Use Cases

1. Deal Origination - AI-driven screening & recommended targets

- Evalueserve’s **Insightsfirst**, integrated with platforms like DealCloud (by Intapp), uses AI and GenAI to continuously scan thousands of middle-market businesses, surface signals and identify high-fit targets aligned with a fund’s strategy and historical investment patterns
- It enriches pipelines proactively with “trigger-based events” in target markets, enabling deal teams to react faster and build deeper relationship intelligence
- Human analysts, working in tandem with AI, provide domain-specific context across segments like fintech, healthcare and energy to ensure relevance and accuracy

2. IC Preparation - Data-backed forecasts, market trends & risk signals

- Experts use automated intelligence tools to create industry analysis and benchmark comparables, preparing cleaner Imp Mems and financial models for Investment Committees
- Pre-built analytics and reporting accelerators help build IC memos with quantified forecasts, competitor trends and risk signals so teams reach decisions with greater confidence
- NLP-based competitive intelligence and predictive analytics via Insightsfirst help answer queries in natural language and surface predictive signals relevant to IC deliberations

3. Portfolio Monitoring - Predictive dashboards & early-warning alerts

- Evalueserve’s portfolio monitoring services combine AI-powered early warning trigger (EWT) tracking, covenant compliance checks, and generative AI for dynamic risk detection Evalueserve
- Case studies demonstrate deployment of PowerBI-driven dashboards that reduced portfolio-review time from 2-4 hrs to ~30 mins
- Customized financial trackers, valuation updates, and overnight support for monitoring >100 assets illustrate how they detect risks early and enable swift value creation

How Private Equity Firms Benefit

Stage	What Evalueserve Does	Value Delivered
Deal Origination	Continuous AI-screening + analyst validation	Sharper deal flow, broader funnel, strategic speed
IC Preparation	Forecasts, market insights, risk signals via analytics	Data-backed memos, higher conviction decision-making
Portfolio Monitoring	Predictive dashboards + early alerts + automation	Proactive interventions, operational improvement

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Drive Investment Opportunities Through Evalueserve

Evalueserve provides end-to-end financial valuation and advisory support, assisting PE firms in managing staffing challenges. Their team of valuation experts offers services ranging from core products like trading and transaction comps, WACC analysis, to ad hoc products such as purchase price allocation studies and Pro-Forma Comps. Customized templates developed by Evalueserve bring efficiency and standardization to the valuation process.

Additionally, Evalueserve supports PE firms with financial modeling, including accretion/dilution analysis, discounted cash flow (DCF), and leveraged buyout (LBO) models. The expertise extends to liquidity analysis, capital structure evaluation, and industry benchmarking, providing a comprehensive approach to valuation.

Comprehensive Support Across the Investment Lifecycle

Evalueserve's services encompass the entire investment lifecycle, offering solutions in deal sourcing, valuation, and portfolio monitoring. Their AI and automation-powered solutions enable firms to source more deals, tap into hidden insights, and efficiently handle unexpected volatility. With a team of highly experienced analysts, Evalueserve delivers domain-specific insights that drive decision-making.

Proven Impact and Client Success

Evalueserve's approach has led to significant improvements for PE firms. For instance, a leading mid-market-focused private equity firm collaborated with Evalueserve to manage data and financials of its portfolio companies. Evalueserve organized and analyzed the data, converting them into structured packs and providing actionable insights for strategic decision-making.

In another case, Evalueserve helped a private equity firm streamline operations and enhance portfolio company analysis, driving growth strategies and establishing a Center of Excellence for their operations.

Conclusion

Evalueserve's AI-based predictive analytics, delivered through the Insightsfirst platform and supported by expert valuation services, empower private equity firms to enhance deal sourcing and valuation processes. By integrating advanced technology with domain expertise, Evalueserve provides a comprehensive solution that addresses the evolving needs of the private equity industry.

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Thank You

