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FOR PRIVATE EQUITY, VENTURE CAPITAL & CORPORATE DEVELOPMENT

VALUE SPAN ASSESSMENT FOR BUY-SIDE INVESTORS

See whether a target gains value or loses it as AI scales

Agentic AI is changing what industrial software is worth. Some solutions become key systems of record that AI agents depend on. Others become low-margin data pipes or get absorbed by larger platforms. The Industrial Value Span™ cuts through the noise, distinguishing between foundational software that compounds in value and overhyped, thin-layered applications that leave investors exposed.

THE QUESTION WE ANSWER

Which step of the AI decision does this company own, how is that valued , and what would disrupt it?

THE CHALLENGE

Conventional diligence misses the market shift. We don't.

De-risk the asset stack

Guard against capital allocation into commoditizing point solutions or "feature-wrappers" that will be absorbed by agentic workflows within 12–18 months.

Test against shop-floor reality

Gain objective, shop-floor validation to justify deployment timelines and protect valuations amidst shifting market sentiment.

Match governance to AI claims

A thin layer over a generic AI model can look like a platform, but without evidence on domain logic and governance, the risk only surfaces after close.

THE FRAMEWORK

Lifecycle processes from raw telemetry to governed autonomy

01	02	03	04	05	06
CONNECT	CONTEXTUALIZE	ANALYZE	OPTIMIZE	DECIDE	GOVERN
FEEDS THE DECISION		SHAPES IT	EXECUTES IT		GOVERNS IT

ELEVATED

Holds value agents cannot work without.

DEMOTED

Survives as a system of record but loses decision authority.

ABSORBED

Agents perform the work the solution held.

NET NEW

No legacy category currently performs the function.

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HOW THE INDUSTRIAL VALUE SPAN ASSESSMENT WORKS

Six weighted dimensions, scored on contribution to value, acting as a margin guardrail

1	**Value Span Vector & Decision Ownership**	How does the product feed, shape, execute or govern the decision?
2	**Strategic Goal Decomposition**	Can it turn corporate strategy into live operating constraints for agents?
3	**Proprietary Logic Defensibility**	Could a generic foundation model replicate its domain logic, or does it carry authoritative IP?
4	**Interoperability, AgentOps & Headless Readiness**	Does it fit an open, decoupled IT/OT architecture that operations can manage?
5	**Keystone Coexistence & Neutrality**	Does it complete a keystone's span, or own a neutral category no keystone can?
6	**Certified Governance & Safety**	Can it prove, audit and escalate every autonomous action?

WHAT THE ASSESSMENT ANSWERS

- Which decision step does the target own today, and is that position moving up or down?
- Will its category be elevated, demoted or absorbed as agents take on the work?
- Is its domain logic defensible, or could a generic AI model replicate it?
- Is the likely exit a keystone acquisition or an independent, vendor-neutral category?
- What liability comes with its autonomous actions, and can it prove control?

WHAT YOU RECEIVE

- Value Span map of the target and its closest comparables
- Deep analysis of the lifecycle span, market conditions, and factors contributing to risk and opportunities
- Weighted scorecard across six dimensions, with the evidence behind each score
- Vulnerability findings: commoditization, absorption and governance exposure
- Exit-path view: likely acquirers or the case for a neutral category
- Post-close priorities that move the company up the span

HOW WE ENGAGE

1 DISCOVER
Map the target and its competitors across the six stages.

2 CONFIRM
Score each dimension against evidence from product, architecture and customers.

3 EVALUATE
Test absorption risk, defensibility and the realistic exit path.

4 OPTIMIZE
Set post-close priorities that raise decision ownership.

WHEN TO USE IT Thesis development · Pre-LOI screening · Confirmatory diligence · Portfolio review · Exit positioning

Gain velocity.

Start with an Industrial Value Span ™ assessment of one target or one portfolio company.

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