

ACCELERATING TIME-TO-VALUE
FOR INDUSTRIAL INVESTMENT

Industrial Investment Diligence: Uncover the Reality Below the Model

We help investors test whether a digital industrial thesis is commercially viable, operationally executable, and scalable after close.



\$200B → \$1.5T

A global market of \$200 billion invested, rising to \$1.5 trillion.

70–80%

Pilot and scale failure rate.

The spreadsheet can rationalize a return, but the factory floor determines whether it is real.



DISCOVER MARKET TRUTH BEFORE CAPITAL IS DEPLOYED

In industrial technology, a flawed assumption rarely looks wrong in the model. However, a steep price gets paid in integration friction, adoption resistance, brownfield constraints, weak data foundations, or customers unwilling to pay for the promised modernization.

WHY CONVENTIONAL DILIGENCE BREAKS DOWN



Horizontal Strategy Consultants

Strong on market narrative, but too far from specific manufacturing sub-sectors, machine constraints, and operational adoption risk.



Pure Technology Diligence

Reads cloud architecture and code quality, but misses OT, factory-floor latency, legacy controls, and brownfield integration limits.



Overstretched Operating Partners

Valuable experience but often spread across the portfolio and unable to dive deeply into a single diligence question at speed.



AI-Only Market Scans

Fast, but hallucination-prone and biased without market experts who can validate what the tools surface and what they miss.



OUR ROLE: SPECIALIZED PRODUCTION INTELLIGENCE

We bring industrial vision, an extensive network, and expertise to strategic engineering—combining market validation, IT/OT/ET integration fluency, industrial AI/data architecture expertise, and post-close value creation experience.

As a group of industry executives who have held senior roles with major global providers of software, industrial automation, and industry analyst firms, we have worked intimately with virtually every major provider of software and industrial automation, financial services firms, and major manufacturers.

Our clients ranged from startups to fortune 10. Now we each apply our 35+ years of experience in the real world to help you maximize the potential of your strategies and investments and minimize your risks.

THE OPERATIONAL TECHNOLOGIES EXPERTISE ADVANTAGE

	INDUSTRIAL AI AND DATA ARCHITECTURE	Distinguish defensible data moats from repackaged vaporware.
	ENTERPRISE STRATEGY AND AGILITY	Evaluate the organizational DNA required to move beyond pilot purgatory.
	IT/OT/ET	Identify integration friction before the value creation plan breaks.
	WORKFORCE MODERNIZATION AND MARKET DISRUPTION	Translate change into EBITDA impact and exit multiple logic.
	SUSTAINABILITY & ENERGY TRANSITION	Audit the green premium to separate long-term margin from subsidized hype.

Better diligence. Stronger outcomes.

We bring the operational realism and technical depth that separate good investments from great ones.

THE VELOCITY INDUSTRIAL INVESTMENT FRAMEWORK

A focused engagement model that moves you beyond conventional missteps, by narrowing the investment funnel, analyzing ideas through the lens of commercial reality, and accelerating post-close value creation via expert guidance.

1

DISCOVER

Build the hunting rubric: sectors, use cases, disruption drivers, operational profile, and legacy technology baseline.

2

CONFIRM

Execute commercial diligence beyond the spreadsheet; test product-market fit and IT/OT/ET integration risk.

3

EVALUATE

Assess leadership, knowledge/skill/ability gaps, ecosystem fit, channel strategy, buyer personas, and technology readiness.

4

OPTIMIZE

Guide sales, product, marketing, partnerships, and operating cadence to scale value after close.

Core Advisory Services

HIGH-VELOCITY MARKET SCANNING

Separate burning-platform demand from nice-to-have software features.

COMMERCIAL DUE DILIGENCE

Validate adoption, willingness to pay, competitive viability, and GTM path.

PRE-ACQUISITION ASSESSMENTS

Test leadership, process maturity, technology readiness, market adoption, and partner ecosystem fit.

INTERIM OPERATING PARTNER SUPPORT

Sharpen sales, product, marketing, channels, partnerships, and board-level operating cadence.

We Serve You Across the Investment Spectrum

PARTNERS & MDS

Insurance on the multiple expansion thesis: move faster, pre-empt auctions, avoid digital value traps.

PRINCIPALS & VPS

Improving operational reality section of the IC memo: hard data, fast no, and fewer wasted diligence cycles.

OPERATING PARTNERS

De-risking the digital playbook: vet the tech stack and integration path before day-one accountability begins.

Stop underwriting assumptions.

Start with a Pre-acquisition Assessment to test technology readiness, product-market fit, and scalability before capital is deployed.

Get started.

Visit www.velocityindustrialpartners.com