

— SCALE-READINESS DILIGENCE

Not whether the technology works. Whether the company can deploy it at scale.

Deep-tech ventures that win demos and close pilots look ready to scale. Most are not. The architecture is coupled to early customers. Delivery depends on founders. The partner ecosystem needed to carry the product at scale does not yet exist. When the next round goes in, capital flows into structural repair — not growth. **The Scale-Readiness Diligence makes that risk visible before the commitment.**

WHAT IT IS

An independent, structured assessment commissioned by the fund. It applies the Scaling System Maturity Framework — **Technology, Organisation, Trust** — to evaluate whether a target company's deployment maturity matches the commercial ambition behind the investment thesis.

The question it answers is not "does the technology work" — that is already in your diligence pack. It is whether the company can deploy it reliably across enterprise buyers, through partners, without rebuilding from scratch each time.

WHEN TO USE THIS

Use when a fund is evaluating a **follow-on, Series A/B investment, or dual-use expansion thesis** where the technology works, customers are real, but deployment scalability is still unproven.

HOW IT WORKS — FOUR WEEKS

WEEK 1 — ARCHITECTURE

Architecture Coherence

Core complexity separated from accidental. Whether early decisions are quietly setting the deployment ceiling.

WEEK 2 — STRESS TEST

Where scale breaks

The system pressure-tested across all three dimensions to locate the binding constraint and what fails next.

WEEK 3 — ALIGNMENT

Route to scale

Whether the commercial motion matches the enterprise buying process and the partner ecosystem exists to deliver at scale.

WEEK 4 — SYNTHESIS

The investor read

Everything resolved into the Scale-Readiness Scorecard — the IC-ready deployment-maturity assessment.

WHAT YOU WALK AWAY WITH

The Scale-Readiness Scorecard — not a report, a decision instrument.

- **SSMF maturity rating** across Technology, Organisation, and Trust — Levels 1–4.
- **The primary deployment risk**, named — and what it costs if unaddressed.
- **Binding constraint** identified across the three dimensions.
- **A clear investor read** — structured IC-ready deployment-risk assessment.

FORMAT

Four weeks

4 sessions · 90 min + async

ACCESS

Fund-coordinated

company architecture · team · delivery & partner records

DELIVERY

Remote

INVESTMENT

Fixed fee

scoped per assignment

WHAT IT EXAMINES — THREE LENSES

01 · TECH · ORG

Architecture & Platform Coherence

Does the system architecture support multi-site, multi-partner enterprise deployments — or is it tightly coupled to early-customer constraints?

02 · ORG

Organisational Scalability

Can the team sustain delivery at enterprise velocity without heroics and without founder bottleneck?

03 · ORG · TRUST

Deployment & Ecosystem Readiness

Can the venture convert pilots into production deployments without the founder in the room? Does the partner model function — SIs, delivery partners, carrying the full product?

INDEPENDENCE

The assessment is complete in itself. Any later portfolio-company work is **separately scoped, fund-initiated**, and never embedded in the diligence recommendation.