So Far So Good…How to Keep It That Way

CASE STUDY - VBGU1

Service:
IT Independent Verification & Validation (IVV)

Client:
Venture Capital firm

Requirement:
Technology Diligence prior to Series A investment in security technology

Situation:
One of the most active and experienced VC firms in the network communications sector was in process to make a multimillion-dollar investment in an emerging network security management solutions company.

The legal, financial and commercial due diligence results were positive. One critical area needed deeper review. How solid is the technology? Does it perform as promised? How well is it architected? Are the personnel well skilled?

Scope:
Staffing: 7 person days.
Deliverable: a 15-page report.

Discovery:
Semaphore Technology Diligence (S4TD) practice found the architecture utilized and future technology direction to be appropriate. Existing software products are being leveraged to serve development needs (as opposed to attempting to develop all behavior in-house). The products are then augmented and customized to meet business requirements. The developed and in-development components support the necessary workflow to accomplish stated business requirements.

S4TD determined that the client had done an excellent job of selecting and implementing technology in support of corporate business goals and strategies. S4TD considered the current development process used to be improving but currently insufficient. S4TD highly recommended that a formal software development process be implemented to maximize the potential for future development efforts to be accomplished successfully.

S4TD found a capable and dedicated core team in place to perform necessary tasks to develop and maintain product. Internal development resources were well-qualified individuals with significant experience who understood what was necessary to support corporate business goals.

Outcome:
1. The decision was made by the VC firm to proceed with the investment with significant additional confidence.

2. Based on S4TD findings, existing and yet to be executed development plans were modified to include architectural enhancements recommended by S4TD.

3. Internal IT used S4TD recommendations as a vehicle to foster change in development processes that were previously held at bay by management.

4. In addition to receiving visibility and guidance the VC received the additional benefit of inoculation from the diligence engagement.