

2024 M&A Software Landscape



Executive Summary

The M&A software landscape is evolving rapidly, driven by advances in artificial intelligence (AI). While still in its infancy, the integration of AI into M&A software tools is reshaping how mergers and acquisitions are conducted. Fintalent, through extensive interactions with leading Corporate M&A divisions, Private Equity firms, and portfolio companies, identified the critical role of software in enhancing the efficiency and agility of M&A processes.

M&A software enables teams to source deals more effectively, manage their pipelines, execute deals with greater agility, and maintain robust networks of relationships and information. To provide a comprehensive overview, this report categorizes M&A software into several key areas, assessing their maturity and AI adoption.

Software Categories & Maturity

The most mature categories are Virtual Data Rooms (VDR) and Deal Marketplaces, with Virtual Data Rooms representing 34% of the software providers in our report. Deal Marketplaces, although popular, are yet to become a reliable source for strategic buyers. AI adoption varies across categories, with high usage in Analysis & Diligence (83%), Deal Sourcing (55%), and Data Resources (43%).

Artificial Intelligence in M&A

AI's impact on M&A is profound, with 34% of vendors leveraging AI to enhance their offerings. AI enables faster data reviews, automated legal analysis, and improved deal sourcing. However, its adoption in Deal Marketplaces remains limited (15%). As AI becomes a standard feature, its role in streamlining due diligence, providing predictive insights, and enhancing decision-making will only grow.

Geographical Insights

The USA leads in the number of M&A software providers, with significant contributions from markets like Sweden and Poland. European vendors match the US in number but often lack the brand recognition and reach of their American counterparts.

The Future of M&A Software

Despite the heavy reliance on traditional methods like Excel, the M&A software landscape is poised for growth and consolidation. Advanced tools and comprehensive data resources are becoming essential for sophisticated deal-making, reducing the need for intermediaries and fostering a more transparent and agile M&A market.

In conclusion, M&A software is becoming indispensable for modern deal-making, offering tools that enhance efficiency, strategic alignment, and network management. As AI integration deepens, these tools will further revolutionize the M&A landscape, making it imperative for professionals to adapt and leverage these technological advancements.

M&A software is in its infancy, but AI is taking over

Fintalent is not a software provider. But conversations with our clients – leading Corporate M&A divisions, Private Equity firms and portfolio companies – always led to the same place.

How is your M&A team structured?
What does your pipeline look like?
How are your processes organized?
How agile and flexible is your deal execution?

Ultimately, freelancers are one element M&A divisions can add to their toolkit to become more flexible. But software is another fundamental piece to build a successful programmatic M&A approach.

Software enables M&A teams to source more deals, faster; identify deals that make strategic sense; manage their deal pipeline; and ultimately manage their biggest asset, their network of relationships and information across all their activities.

So analyzing the software landscape became a useful addition to our activities at Fintalent, and we have developed fruitful relationships with many vendors along the way.

Software Categories & Maturity

Naturally, we needed to categorize the different vendors. But M&A software is still a fairly immature industry, so some of the decisions in terms of categorizing different players have been made based on our own knowledge, sometimes contrary to how a vendor might categorize themselves.

The most mature categories in M&A software today are Virtual Data Rooms (VDR) and Deal Marketplaces. Virtual Data Rooms represent 34% of software providers in our report, with new players and propositions arising every year, and the oldest vendors being almost 30 years old.

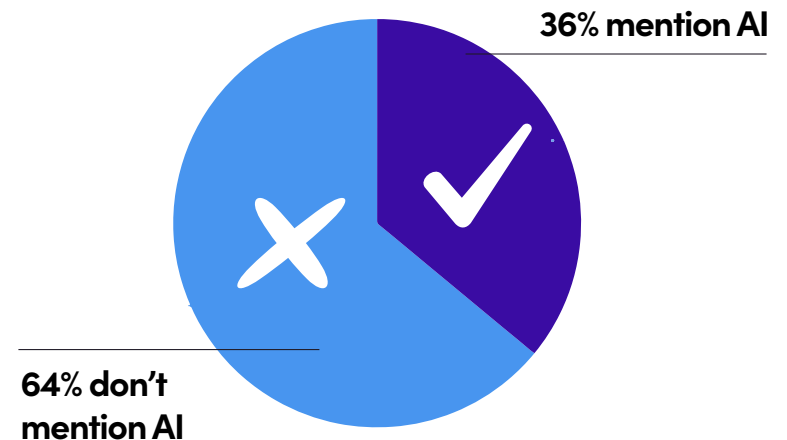
Deal Marketplaces like Flippa have been going through boom years and become household names, even if they haven't made the leap to become a reliable source for strategic buyers just yet.

We have talked to Blake Hutchison, CEO of Flippa, to provide more context on the current state of deal marketplaces.

Deal sourcing providers and data resource providers have a significant overlap, and we differentiated the two categories by separating players with a significant added value through deal sourcing services, such as FinQuest, from traditional data providers like PitchBook.

An up-and-coming category of M&A software is Post-merger integration. We considered

AI Software Providers Claiming To Use "AI"



removing the category altogether, but since established CRM and Pipeline Management players like DealRoom are putting more and more emphasis on post-closing activities, decided to keep it. With BeesWall, there is an interesting new dedicated PMI knowledge sharing provider mentioned in this report. Artificial intelligence takes over M&A

34% of vendors in our report openly communicate that they leverage some form of AI for their product or service, and we expect this number to rapidly rise.

The categories with the most usage of AI were Analysis & Diligence (83% using AI), Deal Sourcing (55%) and Data Resources (43%). Analysis & Diligence benefit from faster reviews of data and documents, for example through Kira's automated legal review, while Data Providers like CBInsights can leverage their proprietary data to provide valuable synergetic insights.

Deal Marketplaces, on the other hand, are a laggard - with only 15% leveraging AI. While AI is commonly flagged as a feature and key benefit, this will drastically change as AI becomes a normalized must-have, and even now, some solutions could be using AI in the background, while not being flagged as such. One caveat: Some announcements on AI may be hidden on certain channels or in the

background and thus not be available for public knowledge and mentioning in this report. USA lead the game

Almost half of listed M&A software providers originate in the USA. Notably, markets like Sweden and Poland contribute smaller purpose-built niche players. Europe as a whole is comparable to the US in terms of vendors, but notably, US M&A software vendors tend to have more prolific brands and audiences.

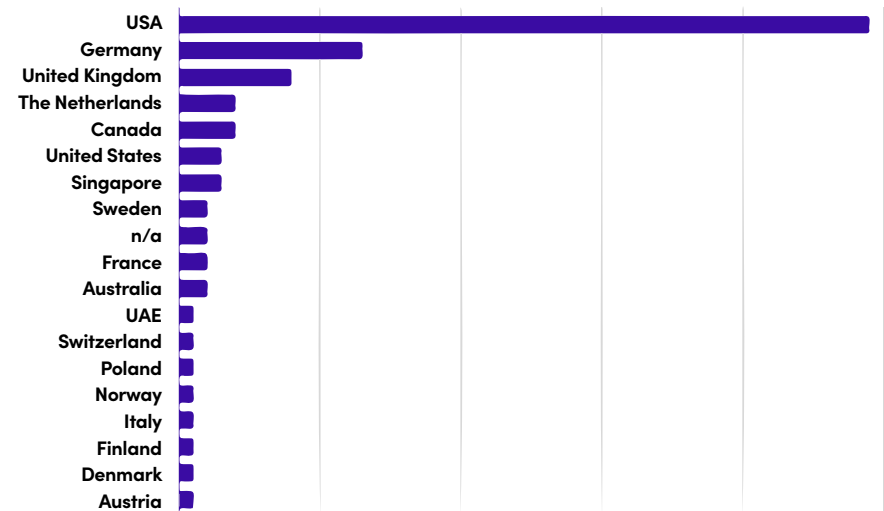
M&A software is in its infancy

M&A as a discipline is still widely managed in Excel sheets, and lags behind other, less conservative corporate disciplines in terms of technology adoption. But with M&A becoming a core tool for corporations, we can expect the M&A software landscape to continuously grow, and consolidate - DealRoom have shown that Data Rooms and Pipeline Management can be integrated in one tool, and data resource

providers add more and more service offerings on top of their existing data stack.

Advisors who are not ready to adapt will not benefit from this development - the more sophisticated tools and data become, the less intermediaries are required to supply data or manage processes. What remains is a highly transparent, agile M&A market, where resources and information can be accessed on-demand, and connected in real time.

Distribution Of M&A Software Providers, By Country



M&A Software Landscape 2024 Overview



Fintalent: The Platform To Access PMI Experts On-Demand

Fintalent.io is an M&A & PMI staffing platform that provides access to 3,000+ professionals across the globe. Our clients get instant access to top-tier M&A and PMI talent instantly – so if the deal pressure is on, they can execute and leverage opportunities.

What's your business model?

You contract the professional through us. Fintalent.io invoices you 100% of the rate, and pays out 80% to the freelancer. No hidden fees. Transparent and fair pricing for both sides.

What do talents typically charge?

These are the current average hourly rates per seniority on our platform:

- Analyst: €110
- Associate: €130
- Manager: €170
- Senior: €200

What are the payment terms?

Our terms are flexible. You decide together with the talent on what terms and commitment level you would like to operate.

Sector experience

Our talents provide detailed information about their sector experience, categorized in 2,900+ sectors.

Industrials



Health Care



FinTech



Financial Services



Energy



Consumer Staples



Consumer Discretionary



Communication Services



Regions

You can access our PMI expert community globally, in 40+ countries.

Europe

40%

USA

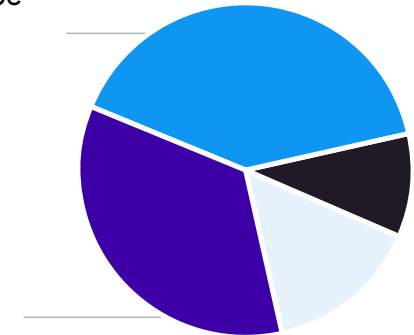
35%

APAC

10%

MENA

15%



How long is a typical project? When can I cancel?


The typical project length on our platform is 3-6 months, but shorter and longer projects are of course possible.

Fintalent: Key Use Cases For Our M&A Freelance Platform




Corporate Development & M&A

Complex corporate projects such as carve-outs and divestitures.



Due Diligence

Conduct or manage your financial and commercial due diligence.



Capital Raising

Supporting the next growth or succession stage of mature ventures.



Value Creation & Post-Merger Integration

Transformation, change, and post-merger integration capabilities.

Analysis & Diligence To create

Software in the Analysis & Diligence category helps companies thoroughly evaluate potential mergers or acquisitions. These tools typically offer advanced analytics, financial modeling, and risk assessment features to ensure comprehensive due diligence and informed decision-making.



Analysis & Diligence

<https://ca.linkedin.com/company/kirasystems>
<https://kirasystems.com/>

Kira Inc.

Canada

Kira Systems streamlines due diligence in M&A and private equity with machine learning software for efficient and accurate contract analysis and document review.

What makes them different?

- Easy-to-use machine learning software with no consulting engagement or technical expertise required
- Pre-built, award-winning machine learning models covering various types of contracts
- Trusted by some of the world's largest corporations and professional services firms for contract search, analytics, and knowledge management

AI capabilities



Yes, Kira technology uses machine learning to extract important information from contracts.



Analysis & Diligence

<https://www.linkedin.com/company/litir>
<https://litir.app/>

Litir

Denmark

Litir is an AI-powered platform for automating investment research and analysis tasks for M&A & Private Equity professionals.

What makes them different?

- Litir is an AI-powered platform that serves as an AI copilot for investment analysis, helping investors and analysts to get more work done efficiently.
- The platform leverages AI technology to automate tedious tasks in investment research and analysis, saving time and effort for users.
- Litir offers an intuitive interface and user-friendly experience, making it easy for users to navigate and utilize the platform for their investment analysis needs.

AI capabilities



Yes, Litir explicitly implements AI by leveraging it to automate tedious tasks in investment research and analysis. The platform offers an AI copilot for investment analysis, which provides features like instant data collection, detailed valuation metrics, dynamic visualizations, and standardized outputs.



Analysis & Diligence

<https://www.linkedin.com/company/omoi/about/>
<https://helloomo.ai/>

OmoAI

n/a

OmoAI provides AI-powered search and chat for data rooms, integrating with existing software, for M&A and Private Equity professionals.

What makes them different?

- OmoAI is a full-stack AI solution for M&A and corporate investment teams, combining proprietary data with AI models to enhance deal sourcing, due diligence, and risk assessment workflows.
- OmoAI provides responses grounded in facts, allowing users to save time by summarizing documents, synthesizing reports, and analyzing financial statements across various file types, with built-in source citations for fact-checking.
- OmoAI is a trusted co-pilot for investment teams, offering seamless integrations with websites, wikis, cloud drives, and SaaS applications, and is compatible with any software stack, with secure data storage and an analytics dashboard for usage and satisfaction tracking.

AI capabilities



Yes, OmoAI explicitly implements AI by providing AI-powered search and chat for data rooms, context-aware answers from documents, and integrating with existing software. It also combines proprietary data with AI models to supercharge investment workflows and offers a full-stack AI solution for M&A and corporate investment teams.



Analysis & Diligence

<https://www.linkedin.com/company/planful-inc>
<https://planful.com/why-planful/planful-predict/>

Planful

USA

Planful aids M&A and Private Equity pros by enhancing financial planning, budgeting, forecasting, and scenario analysis, improving financial visibility and decision-making post-acquisition.

What makes them different?

- Planful offers an end-to-end financial close, consolidation, and financial planning & analysis (FP&A) cloud software, providing a comprehensive solution for the Office of the CFO.
- Planful Predict, a suite of AI-powered solutions, enhances financial decision-making by providing intelligent insights, error detection, pattern identification, and forecast recommendations.
- Planful's AI integration improves data preparation and analysis, increasing precision and accuracy without requiring data science expertise. This accelerates access to actuals, enables insightful reporting and analysis, and facilitates financial and operational planning.

AI capabilities



Yes, Planful explicitly implements AI through their Planful Predict suite of AI-powered solutions that help finance and business leaders make confident, intelligent financial decisions with greater agility and accuracy. The AI engine checks for errors, identifies patterns, and augments efforts with intelligent forecast recommendations.



Analysis & Diligence

<https://uk.linkedin.com/company/quantacap>
<https://www.quantacap.com/>

Quantacap

United Kingdom

Quantacap provides AI-powered data-driven M&A due diligence solutions for eCommerce businesses.

What makes them different?

- 10X faster investment Due Diligence with AI-powered automation
- Full P&L built from raw data, including daily and transaction level details
- Ability to combine data from multiple platforms (such as Amazon and Shopify) without needing access to marketplace accounts

AI capabilities



Yes, Quantacap uses AI for their due diligence analysis.



Analysis & Diligence

<https://www.linkedin.com/company/strategybridgeai/>
<https://www.strategybridge.ai/>

StrategyBridgeAI

Germany

StrategyBridgeAI provides automated, data-driven analyses for M&A and Private Equity, leveraging financial data and expertise to deliver objective, detailed insights.

What makes them different?

- StrategyBridgeAI delivers automated business analyses that capture all relevant data for holistic decision-making.
- The AI technology generates objective business and industry analyses that feel human-made by leveraging relevant competition data and financial industry expertise.
- StrategyBridgeAI only requires information about the company or industry of interest and individual requirements from the user.

AI capabilities



Yes, StrategyBridgeAI explicitly implements AI. Their technology delivers automated business analyses using AI to generate objective business and industry analyses by leveraging relevant competition data and financial industry expertise.



Analysis & Diligence

<https://at.linkedin.com/company/valutico>
<https://www.valutico.com>

Valutico

USA

Valutico provides M&A and Private Equity professionals with tools for robust value assessment and access to a comprehensive database for comparable company analysis.

What makes them different?

- Valutico is the world's leading valuation platform, offering a range of data-driven tools to perform accurate company valuations faster and more accurately than ever before.
- Valutico provides access to 9 of the world's leading valuation methods and 28 powerful variations, allowing users to choose the most appropriate approach for their specific needs.
- Valutico's all-in-one platform comprises three modules that address specific valuation requirements for private or listed enterprises, providing access to industry and country-specific valuation parameters.

AI capabilities



No



Analysis & Diligence

<https://de.linkedin.com/company/vencortexio>
<https://www.vencortex.io/>

vencortex

Germany

Vencortex.io optimizes M&A and Private Equity decisions through AI integration and comprehensive market insights.

What makes them different?

- DeOS - the Decision Optimization System is a new category of software that combines human intuition with AI to optimize management decisions from data to actions.
- DeOS decision templates streamline unique processes into a reusable, transparent system infused with industry best practices, allowing users to get started with a single click.
- DeOS augmented analytics empower everyone with concrete answers on how to achieve their business goals, revolutionizing business by accelerating speed, enhancing productivity, mitigating risks, and fostering a competitive edge.

AI capabilities



Yes, this company explicitly implements AI. Vencortex.io provides a Decision Optimization System (DeOS) that integrates AI with human intuition to enhance decision-making. They automate complex analyses, offer actionable insights, and optimize management decisions from data to actions.

CRM & Pipeline Management

To create

CRM & Pipeline Management software streamlines the management of relationships and deal pipelines in the M&A process. These platforms typically include features for tracking prospects, managing communications, and forecasting deal progress, enabling more efficient and organized deal execution.



CRM & Pipeline Management

<https://www.linkedin.com/company/4degrees>
<https://4degrees.ai/use-cases/mergers-acquisitions-crm/>

4Degrees

USA

4Degrees is a CRM platform designed to streamline the M&A process from deal sourcing to post-merger integration, offering task assignment, automation, deal tracking, and more.

What makes them different?

- Streamline M&A process from deal sourcing to post-merger integration
- Discover news, funding announcements, and other important events to engage with key deal flow sources
- Save time on data entry with automated contact and company record enrichment

AI capabilities



No



CRM & Pipeline Management

<https://www.linkedin.com/company/project-affinity>
<https://www.affinity.co/>

Affinity CRM

USA

Affinity CRM offers relationship intelligence for M&A and Private Equity, integrating data for deal tracking, facilitating introductions, and enhancing decision-making.

What makes them different?

- Patented technology: Affinity CRM utilizes patented technology to structure and analyze millions of data points across emails, calendars, and third-party sources.
- Artificial intelligence: Affinity CRM leverages artificial intelligence to analyze relationship strength and identify the best paths to warm introductions. This AI-powered feature provides users with valuable insights and recommendations to enhance their networking and deal-making capabilities.
- Holistic view of networks: Affinity CRM offers a centralized and automatically updated database that provides users with a holistic view of their networks. This eliminates the need for manual upkeep and ensures that users have access to the most up-to-date information about their contacts and connections.

AI capabilities



Yes, Affinity CRM explicitly implements AI. They use artificial intelligence to analyze relationship strength and illuminate the best paths to warm introductions.



CRM & Pipeline Management

<https://www.linkedin.com/company/dealroom>
<https://dealroom.net/>

DealRoom

USA

DealRoom provides intuitive M&A software solutions for private equity firms, streamlining workflow and enhancing deal efficiency.

What makes them different?

- DealRoom aims to disrupt traditional and inefficient M&A processes, which often lead to failed deals and unfulfilled value for stakeholders.
- DealRoom provides M&A software solutions for both buy-side and sell-side transactions, offering a better way to optimize the M&A process.
- Trusted by leading M&A practitioners, DealRoom drives efficiency and unlocks synergy realization, making it the preferred choice for the best in the industry.

AI capabilities



No



CRM & Pipeline Management

<https://www.linkedin.com/company/deven-software>
<https://www.devensoft.com/>

Devensoft

USA

Devensoft offers a suite of software solutions for M&A and Private Equity professionals, streamlining deal management, due diligence, and integrations, catering to businesses of various sizes with a customer-centric approach.

What makes them different?

- Highly flexible acquisition and integration management software platform for M&A professionals
- Used by some of the most respected companies in the world
- Customer-centric approach in every aspect of its business

AI capabilities



No



CRM & Pipeline Management

<https://www.linkedin.com/company/eknow-inc>
<https://www.eknow.com/>

Eknow

USA

EKNOW, Inc. develops a cloud-based SaaS platform for managing corporate development, mergers, acquisitions, and transformation initiatives in the M&A & Private Equity industry.

What makes them different?

- EKNOW has the longest industry track record of continuous M&A platform development and innovation, with over 20 years of experience in the field.
- EKNOW M&A Tools are easy to learn yet astoundingly powerful, enabling small teams to orchestrate and track at a massive scale.
- EKNOW M&A Tools offer seamless integration of every M&A stage and activity, providing real-time integration of people, processes, and information.

AI capabilities



No



CRM & Pipeline Management

<https://www.linkedin.com/company/dealcloud-inc>
<https://www.intapp.com/dealcloud/>

Intapp DealCloud

USA

Intapp DealCloud provides a comprehensive platform for M&A and Private Equity professionals, streamlining pipeline management, centralizing deal execution, integrating fundraising processes, and providing a single source of truth for decision-making.

What makes them different?

- Unified deal and relationship management platform
- AI-powered and purpose-built for better performance and growth
- Centralized firmwide intelligence and transformation into actionable insights

AI capabilities



Yes, this company explicitly implements AI. They mention that Intapp DealCloud is AI-powered and purpose-built.



CRM & Pipeline Management

<https://www.linkedin.com/company/m-accelerator>
<https://www.ibm.com/products/merger-acquisition>

M&A Accelerator

USA

M Accelerator - Streamlines M&A processes, offers real-time, 360-degree view of transactions, facilitates prospect targeting, execution strategy, planning, synergy capture, and monitoring.

What makes them different?

- M Accelerator offers startup programs for ideation, early-stage, and later-stage startups, as well as custom acceleration-style programs for international institutions, accelerators, private equities, and incubators.
- M Accelerator provides hands-on, practical experience in marketing skills and tools to help startups develop and promote their ideas.
- M Accelerator runs cohorts for early-stage startups and teams, and offers assessment calls to potential participants.

AI capabilities



No



CRM & Pipeline Management

<https://www.linkedin.com/company/mergerware>
<https://www.mergerware.com/>

Mergerware

USA

MergerWare is a SaaS platform for M&A and Private Equity professionals, offering deal discovery, due diligence, and post-merger integration to enhance deal value through process standardization and efficient management.

What makes them different?

- Comprehensive customer success value chain: MergerWare offers a comprehensive training plan to help customers adopt their solution quickly and efficiently. They provide 24/7 support and a team of dedicated customer success managers to assist customers every step of the way. They also take periodic feedback from customers to improve their service and empower customers to achieve their business goals.
- Dedicated 24/7 technical support: MergerWare has a dedicated 24/7 technical support team to guide customers through every aspect of their business acquisition strategy.
- Tailor-made solutions and product customization: MergerWare's technical team evaluates customer requirements and tailors their solution to help customers achieve success in their business acquisition strategy.

AI capabilities



No

<https://www.linkedin.com/products/microsoft-dynamics-microsoft-dynamics-365-sales/>
<https://dynamics.microsoft.com/en-us/>

Microsoft Dynamics 365

USA

Microsoft Dynamics 365 offers tailored solutions for M&A and Private Equity, enhancing investment management, optimizing processes, and reducing risks.

What makes them different?

- AI-powered business applications: Microsoft Dynamics 365 offers AI-powered CRM and ERP business applications, allowing organizations to adapt and innovate with intelligent technology.
- Complete data integration: Dynamics 365 enables organizations to connect and access organizational data from hundreds of sources, providing a complete picture of the entire business.
- Productivity and agility: With low-code tools and integration with Microsoft Power Platform, Dynamics 365 helps organizations increase productivity, collaborate effectively, and quickly modify processes to respond to changing needs.

AI capabilities



No

<https://www.linkedin.com/company/navatar-group>
<https://www.navatargroup.com/>

Navatar

USA

Navatar provides CRM and cloud solutions for financial firms in the M&A and Private Equity sectors, offering deal lifecycle management, relationship nurturing, pipeline visibility, sourcing strategy, business development, fundraising, and investor relations.

What makes them different?

- Premier investment management software provider for the financial services sector
- Integrated workflows for investor relations, deal management, fundraising, and virtual data rooms
- Used by over 600 firms in over 35 countries worldwide

AI capabilities



No



CRM & Pipeline Management

<https://www.linkedin.com/company/navima-io/>
<https://www.navima.io/>

Navima.io

USA

Navima.io is an end-to-end platform for M&A, offering secure collaboration, playbooks, expert network, real-time dashboards, data security, and project management tools.

What makes them different?

- Navima supports the end-to-end M&A process across buy-side, sell-side, and alliances, enabling teams to increase deal flow, bring consistency to M&A projects, and make data-driven decisions.
- All documents, playbooks, tasks, and reports are securely managed from one location, easily accessed via the cloud, eliminating bottlenecks and silos.
- Navima provides support from a highly experienced team, offering advice on digitalizing the M&A process and a structured onboarding process at no extra cost. Additionally, it offers access to industry-leading playbooks from successful M&A deals.

AI capabilities



Yes, Navima.io explicitly implements AI in their platform. They use AI to support the end-to-end M&A process, make data-driven decisions, and provide industry-leading playbooks based on best practices from successful global M&A deals.



CRM & Pipeline Management

<https://de.linkedin.com/company/smartmerger>
<https://www.smartmerger.com/>

smartmerger.com

Germany

Smartmerger.com is a digital M&A solution that connects people and data, streamlines processes, and offers educational resources.

What makes them different?

- Efficiency gains in M&A transactions of more than 30%: Smartmerger.com offers a unique set of applications specifically designed for mergers and acquisitions, resulting in significant efficiency gains.
- Seamless connection of people and data across all M&A processes: Smartmerger.com provides a smart M&A workspace that seamlessly connects people and data, allowing for maximum value delivery in current and future transactions.
- Smart data management and real-time analysis: With smart data management, Smartmerger.com allows users to gain better data insights despite the volume of data and frequency of updates. Real-time analysis and reporting capabilities enable faster and better decision-making.

AI capabilities



No

Data Resources

Data Resource software provides access to extensive databases and information repositories crucial for M&A activities. These tools offer detailed company data, industry reports, and market analysis, helping users gather essential information for making well-informed merger or acquisition decisions.

<https://www.linkedin.com/company/analyzemarkets>
<https://www.analyzemarkets.com/> 

AnalyzeMarkets

UAE

AnalyzeMarkets provides M&A and Private Equity professionals with intelligence and databases on M&A, real estate, venture capital, joint ventures, private equity, fundraising, and IPOs, enabling informed investment decisions.

What makes them different?

- AnalyzeMarkets is an AI Global Financial Data and Investment Intelligence Platform that utilizes big data, proprietary algorithms, and deep learning AI technology.
- The platform provides access to all proprietary Databases, Deal Flow, Opportunities, and Deals Intelligence across multiple asset classes.
- AnalyzeMarkets' subscription-based AI Global SaaS Platform enables businesses, investors, and investment professionals to make timely and informed decisions.

AI capabilities



Yes, this company explicitly implements AI. They use big data, proprietary algorithms, and deep learning AI technology in their AI Global Financial Data and Investment Intelligence Platform.

<https://www.linkedin.com/company/cb-insights>
<https://www.cbinsights.com/> 

CB Insights

USA

CB Insights provides market intelligence and data analytics for informed investment decisions in M&A & Private Equity.

What makes them different?

- Machine learning technology mines vast numbers of unstructured documents to derive insights into the future of the global economy.
- Clients include top-tier companies such as Cisco, Salesforce, and Gartner, as well as leading VCs like NEA and FirstMark Capital.
- Platform enables organizations to make technology decisions quickly and with confidence, covering areas such as fintech, VC trends, innovation, digital health, and tech, media & telecom.

AI capabilities



Yes, this company explicitly implements AI. CB Insights uses machine learning technology to mine vast amounts of unstructured documents such as patents, earnings calls, news articles, company websites, regulatory filings, and social media to derive insights into the future of the global economy.



Data Resource

<https://www.linkedin.com/company/coresignal>
<https://coresignal.com/>

coresignal

USA

Coresignal: Provides fresh public web data on companies and professionals for M&A and Private Equity.

What makes them different?

- Cutting-edge data discovery and update systems ensure a constant supply of fresh public web data for businesses.
- Extensive datasets covering all essential aspects of information about companies, professionals, and tech products.
- Constant flow of new data with over 884 million new records added to the database annually, and updates based on user preferences.

AI capabilities



No



Data Resource

<https://www.linkedin.com/company/datarade>
<https://datarade.ai/>

Datarade

USA

Datarade connects companies with over 500 premium data providers globally, allowing them to find, compare, and access data products for various use cases.

What makes them different?

- Datarade provides an overview of thousands of data providers, giving users the full picture of available data options.
- Datarade allows users to preview data samples instantly and find pricing information, making it easy to benchmark and compare data products.
- Datarade offers complimentary sourcing advice from a team of data acquisition specialists, providing helpful guidance in finding the right data for specific needs.


AI capabilities



No

DealRoom

Data Resource

<https://www.linkedin.com/company/dealroom-co/>
<https://dealroom.co/> 

Dealroom.co

The Netherlands

Dealroom.co is a global data platform for intelligence on startups, innovation, high-growth companies, ecosystems, and investment strategies in the M&A & Private Equity industry.

What makes them different?

- Dealroom.co is a global data platform that provides intelligence on startups, innovation, high-growth companies, ecosystems, and investment strategies.
- Dealroom.co combines machine learning and data engineering with robust verification processes and a strong network of ecosystems to offer real-time data and predictive technology.
- Dealroom.co helps clients discover new companies and source deals, measure and grow their tech ecosystem, stay at the forefront of innovation, find the right investors, and launch their own startup database for their ecosystem.

AI capabilities



Yes, this company explicitly implements AI. They combine machine learning and data engineering with robust verification processes and a strong network of ecosystems.

delphai

Data Resource

<https://www.linkedin.com/company/delphai/>
<https://www.delphai.com/> 

Delphai

Germany

Delphai provides structured B2B company data to help M&A and sales managers identify the right companies for deal origination and lead assessment.

What makes them different?

- Unified, structured, and automated firmographics: Delphai provides users with access to unified, structured, and automated firmographics, allowing them to bring their data quality to the next level. This feature helps users save time and increase growth by providing accurate and reliable B2B company data.
- Extensive company profiles and data sources: Delphai offers users access to over 25 million company profiles, including information from more than 20,000 news sources in multiple languages.
- Efficient target identification and competitive advantage: Delphai helps users find new targets efficiently and master their competitive advantage.

AI capabilities



No



Data Resource

https://www.linkedin.com/company/emis-insights
https://www.emis.com/

EMIS

United Kingdom

EMIS provides industry, company, and deals intelligence for M&A and Private Equity, supporting investment decisions in emerging markets.

What makes them different?

- EMIS is a leading curator of multi-sector, multi-country research for the world's fastest growing markets.
• EMIS provides a unique combination of research from globally renowned information providers, local and niche specialist sources, proprietary analysis, and powerful monitoring and productivity tools.
• EMIS delivers trustworthy intelligence for over 370 industry sectors and 10.5 million companies across 197 markets, making it a comprehensive and reliable source of information for strategic, investment, and risk decisions.

AI capabilities

No
[Red X icon]



Data Resource

https://www.linkedin.com/company/factset
https://go.factset.com/marketplace/catalog

Factset

USA

FactSet provides detailed analytics for M&A and PE, including deal tracing, investor profiles, and a Mergers DataFeed with over 600,000 transactions.

What makes them different?

- FactSet offers advanced screening tools that allow users to test ideas and discover new investment opportunities by searching for public and private companies that meet specific criteria.
• FactSet's Today's Top News feature provides current events, market trends, and personalized snapshots of portfolio signals and news, giving users valuable insights into market conditions.
• FactSet's portfolio management solution, PM Hub, allows users to monitor intraday performance and risk, simulate trade ideas, customize visuals, and connect directly with research analysts, providing a comprehensive and personalized portfolio management experience.

AI capabilities

No
[Red X icon]



Inex One

Sweden

Inex One is a market research company that simplifies the process of conducting market research.

What makes them different?

- Inex One offers access to 30 expert networks and 15 survey firms, providing a wide range of expertise and research capabilities in one platform.
- The platform is AI-powered, minimizing administrative work and streamlining communication and workflow for efficient market research.
- Inex One operates on a pay-per-use model, allowing clients to avoid upfront commitments and only pay for the services they need.

AI capabilities



Yes, this company explicitly implements AI. They offer an AI-powered platform that provides AI summaries, efficient booking, smart surveys, and simple billing.

Data Resource

<https://www.linkedin.com/company/inex-one>
<https://inex.one/>



MergerMarket

USA

MergerMarket provides predictive M&A intelligence and AI-driven analytics to identify market players and trends.

What makes them different?

- Proprietary M&A intelligence: Mergermarket provides clients with exclusive access to M&A intelligence, allowing them to maximize their opportunities in the market.
- AI-driven predictive analytics: The platform utilizes advanced machine learning to offer predictive analytics, enabling clients to identify potential M&A opportunities and threats.
- Human insights: Mergermarket offers exclusive investigative journalism and insights from leading journalists and analysts, ensuring clients stay ahead of industry trends and win deals.

AI capabilities



Yes, MergerMarket explicitly implements AI through AI-driven predictive analytics, generative AI search, and leveraging advanced machine learning to deliver M&A intelligence.

Data Resource

<https://www.linkedin.com/company/mergermarket>
<https://info.mergermarket.com/>

mergr

Data Resource

<https://www.linkedin.com/company/mergr/>
<https://mergr.com/> 

Mergr

USA

Mergr - Private Equity / M&A Database

What makes them different?

- **Comprehensive Database:** Mergr provides a web-based interconnected database that includes private equity firms, public and private companies, their M&A activity, and the advisors involved. This comprehensive database allows users to easily access information on M&A transactions, companies, and professionals in the industry.
- **Customizable Search and Filtering:** Users can create custom lists and filter the database based on various criteria such as firm characteristics, investment interests, acquisition or divestiture histories, target sector, size, and situation.
- **Integration and Data Access:** Mergr offers integration with Salesforce, allowing users to connect their dataset of investor, company, and advisor records with their Salesforce instance.


AI capabilities



No



Data Resource

https://uk.linkedin.com/company/bureau-van-dijk_8162
<https://www.bvdinfo.com/> 

Orbis (Bureau Van Dijk)

United Kingdom

Bureau van Dijk - A Moody's Analytics Company is a leading provider of company information and data solutions.

What makes them different?

- **Orbis is the most powerful comparable data resource on private companies, covering both private and listed companies.** It provides extensive data, timely insights, and cutting-edge tools to simplify the decision-making process and navigate an era of exponential risk.
- **Orbis offers a wide range of functionalities and features, including financial data, legal entity details, M&A activity, news, corporate structures, and ownership information.**
- **Orbis provides comprehensive global company reference data, encompassing firmographics, company size metrics, and corporate hierarchies.** It offers industry-leading coverage of over 489 million entities and promotes enterprise-wide interoperability.

AI capabilities



No



PALTURAI

Palturai

Germany

Palturai leverages network intelligence to create a visual representation of relationships and reveal hidden connections for businesses in M&A & Private Equity.

What makes them different?

- **Palturai BusinessGraph:** Palturai offers a unique data model called the BusinessGraph, which consists of millions of companies, individuals, and their relationships.
- **Empowering Networks:** Palturai empowers businesses to understand and utilize their own networks effectively.
- **Trusted by Industries:** Palturai is trusted by banks, insurance companies, and government agencies. The Palturai BusinessGraph is utilized by numerous loyal customers to maximize the effectiveness of their sales, detect economic fraud, and optimize various business processes through efficient and rapid research.

AI capabilities



Yes, their network graph is powered by AI.

Data Resource

<https://www.linkedin.com/company/kantwert-gmbh/>

<https://palturai.com/>



Data Resource

<https://www.linkedin.com/company/pitchbook>

<https://pitchbook.com/>

PitchBook

USA

PitchBook provides comprehensive data on global capital markets, detailed info on companies, investors, funds, investments, exits, and people; facilitates networking within VC, PE, and M&A ecosystem.


What makes them different?

- Trusted by industry-leading organizations worldwide
- Powerful research and unmatched insights built on best-in-class data
- Robust public and private market datasets, meticulously kept and ever-expanding

AI capabilities



No

<https://www.linkedin.com/showcase/refinitiv-asset-management/>
<https://www.refinitiv.com/en/financial-data/deals-data/mergers-and-acquisitions-deals-database> 

Refinitiv

Singapore

Refinitiv provides a database of detailed information on M&A transactions, market analysis, and league table rankings, with various delivery mechanisms and service frequencies.


What makes them different?

- Broad and differentiated data sets: Refinitiv offers access to a wide range of financial markets data and infrastructure, providing customers with the information and insights they need to make critical investing, trading, and risk decisions. With over 40,000 customers and 400,000 end users across 190 countries, Refinitiv is a leading provider in the industry.
- Advanced technology integration: Refinitiv leverages advanced technologies like AI and machine learning to enhance the use of their data.
- As part of the London Stock Exchange Group (LSEG), Refinitiv is underpinned by the strength and stability of a more than 300-year-old organization.

AI capabilities



Yes, their analytics capabilities are "AI-powered".

<https://www.linkedin.com/company/spglobal>
<https://www.spglobal.com/marketintelligence/en/campaigns/sp-capital-iq-pro> 

S&P Capital IQ

Canada

S&P Capital IQ provides market intelligence, advanced visualization for insights, real-time monitoring, deep company data, covers M&A deals, and streamlines Private Equity workflow.

What makes them different?

- Unrivaled insights and leading data and technology solutions
- Trusted solutions, data, and expertise that drive multiple workflows across organizations
- Access to over 40,000 machine-learning nodal forecasts and other essential data for informed decision-making

AI capabilities



No

Deal Marketplaces

Deal Marketplace platforms facilitate the buying and selling of businesses by connecting buyers with sellers. These tools typically offer listing services, deal matching, and communication features, making it easier for parties to find and negotiate potential transactions.

Interview with Blake Hutchison, Chief Executive Officer, Flippa

Deal marketplaces like Flippa have gained enormous traction over the past years. Who are typical buyers on your platform?

Flippa has an enormous base of buyers and investors with around 400,000 active weekly. We see three types of buyer on the platform. Side Hustlers looking for supplementary income. They will typically look for something sub \$100k.

Acquisition entrepreneurs looking to own and run full-time and finally, Institutional investor and buyers.

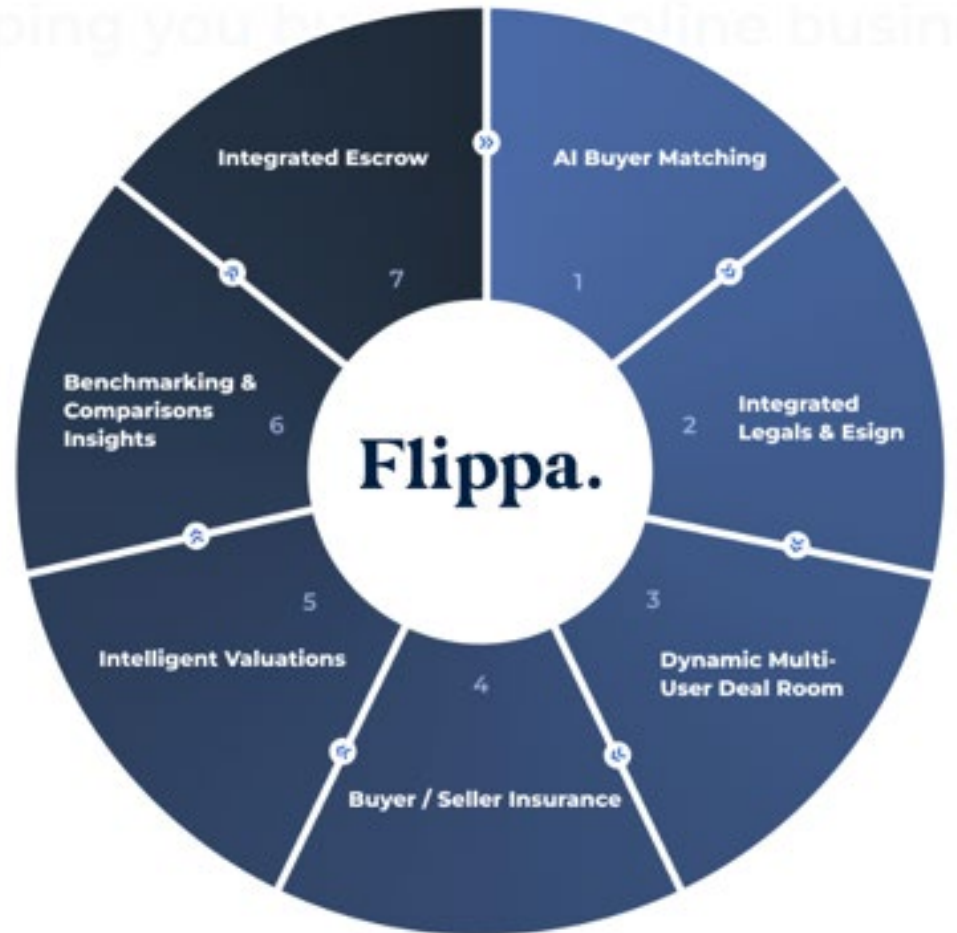
The latter dominates the marketplace typically doing deals between \$1m to \$10m... sometimes higher. They are obviously the most experienced and with the capital to deploy, they are obviously very influential and sought after.

How has the ecosystem of sellers on deal marketplaces developed, and do you see a difference in types of businesses or valuations?

It's like traditional M&A. Multiples do differ by business model and also scale of business. The fundamentals are still relevant - business model, size, growth rate and defensibility.

Tell us about some of your plans with Flippa, and what capabilities you are currently developing to make your deal marketplace more attractive.

We continue to work on the precision of our AI Buyer Matching and we've just added deal insurance. Buyer and Seller Protect, powered by leading Insurer CFC, provides peace of mind for each respective party and we are proud to bring reps and warranties insurance to a more approachable deal size. We'll also be adding an impressive Intelligence and Insights product to provide transparent market insight plus we will lift the lid and go behind the scenes to show off our buyer directory, giving users of the Flippa platform an unfair advantage. They will be able to pitch buyers directly.



AI is the topic on everyone's mind: What is your strategy regarding AI and what impact do you see in your business?

It's enormously powerful. We are currently leveraging AI and LLM's for sentiment analysis i.e. how interested is a buyer, and we've been investing in pinpoint buyer matching at scale, i.e. is the buyer likely to be interested. Using cutting edge machine-learning, we have developed a system that matches our buyers with quality listings picked specifically for them by leveraging the latent (or hidden) intent of their actions and behaviour which informs their preference. The AI relies on Graph Neural Networks (GNNs) to provide recommendations by allowing for multiple inputs. By identifying all the inputs (users, listings, search terms, etc) and connecting them via edges (viewed, watched, searched-for, acquired), a graph can be constructed which outlines the highly dimensional journey of a user plus matching at scale. Ultimately, we don't believe that AI will do deals stand-alone (advisory and brokerage is critical) but we do believe AI will fundamentally transform benchmarking, valuations, due diligence and buyer matching... all of which are key components of the deal making process. Our goal is to make brokers far more efficient and in turn, get deals done for buyers and sellers.

Learn more about Flippa:
flippa.com

Flippa.





Deal Marketplace

<https://www.linkedin.com/company/acquiredotcom>
<https://acquire.com/>

Acquire.com, Inc.

USA

Acquire.com facilitates M&A and Private Equity transactions by providing a marketplace for buying and selling startups, with expert support and technology to simplify the acquisition process.

What makes them different?

- Largest startup acquisition marketplace
- Facilitated \$500m+ in closed deals
- Fast, safe, and easy SaaS acquisitions

AI capabilities



No



Deal Marketplace

<https://www.linkedin.com/company/boopos>
<https://www.boopos.com/>

Boopos

USA

Boopos offers a platform for M&A and Private Equity professionals with vetted deals, M&A advisory, valuations, acquisition suggestions, and financing for SaaS businesses.

What makes them different?

- Boopos is the leading marketplace for online businesses with embedded financing, offering a unique platform that connects sellers and buyers in the online business industry.
- Boopos provides comprehensive M&A expert advisory services, including valuations, insights, and targeted acquisition suggestions for their network of strategic buyers.
- Boopos offers acquisition financing specifically tailored for SaaS and other subscription-based businesses, providing funding and support to qualified buyers looking to acquire online businesses.

AI capabilities



No



Deal Marketplace

<https://www.linkedin.com/company/business-exits-inc>
<https://businessexits.com/>

Business Exits Inc

USA

Business Exits Inc specializes in M&A and Private Equity, offering targeted marketing, extensive buyer database, and comprehensive sale preparation.

What makes them different?

- Large pool of buyers with billions of dollars in cash
- Provides free valuation to understand the worth of your business
- Connects you with service providers (accountants, attorneys, quality of earnings providers) to prepare your business for sale without earning any kickbacks or referral fees.

AI capabilities

No



Deal Marketplace

<https://www.linkedin.com/company/dealeapp/>
<https://www.deale.es/>

Deale

United Kingdom

Deale is a platform for buying and selling businesses, focusing on secure and confidential transactions for small and medium-sized enterprises in the M&A & Private Equity industry.

What makes them different?

- Deale helps SMEs tap into M&A opportunities and connect with investors, benefiting the 90% of SMEs who are not familiar with the benefits of an M&A strategy.
- Deale enables investors to discover deals online in under 20 minutes, providing clear access to investment opportunities.
- Deale empowers advisors to expand their global reach and easily connect with prospect clients outside their local network.

AI capabilities

No



Deal Marketplace

<https://www.linkedin.com/company/dealstream>
<https://dealstream.com/>

DealStream

USA

DealStream is a platform for AI-driven deal sourcing, exclusive deals, networking with 100,000+ dealmakers, and private equity services including funding and investment.

What makes them different?

- DealStream offers a unique deal sourcing experience through its proprietary intelligent search agent, Search Genius.
- DealStream takes a proactive approach to deal marketing, unlike other passive solutions. With a database of over 200,000 dealmakers, the platform uses advanced AI software to find the best prospects for a deal and sends targeted emails to them.
- DealStream provides access to a vast private marketplace, offering not only businesses for sale but also investment properties, financial assets, funding sources, and more. Users can expand their network by connecting with over 100,000 dealmakers from around the world, making it a valuable platform for entrepreneurs, business owners, private investors, fund managers, and intermediaries.

AI capabilities



Yes, DealStream claims to use AI for their search.

Deal Marketplace

<https://de.linkedin.com/company/deutsche-unternehmerb-rse>
<https://www.dub.de/>

DUB Deutsche Unternehmerrbörse

Germany

DUB.de is a platform for M&A and Private Equity, offering a large community, extensive reach, high contact rate, and transparency.

What makes them different?

- Experience: DUB.de has been in existence since 2011.
- Community: Over 80,000 registered and active users.
- Reach: Regularly reaches up to 1.2 million potential buyers.

AI capabilities



No



Deal Marketplace

<https://www.linkedin.com/company/empire-flippers>
<https://empireflippers.com/>

Empire Flippers

USA

Empire Flippers - A curated marketplace for buying and selling online businesses, with a focus on M&A and Private Equity.

What makes them different?

- Curated marketplace for buying and selling established and profitable online businesses
- Hassle-free process for selling websites and online businesses, including transfer to the buyer
- High quality options for acquisition, with most businesses rejected before going live on the marketplace

AI capabilities



No



Deal Marketplace

<https://www.linkedin.com/company/flippa>
<http://flippa.com/>

Flippa

Australia

Flippa.com is an online marketplace for buying and selling online businesses and digital assets, offering tools and services to facilitate transactions.

What makes them different?

- Leading platform and network: Flippa is the leading platform and network connecting online business owners with buyers worldwide. It has established itself as the go-to platform for buying and selling online businesses.
- Extensive business value listed: Each month, over \$41 million worth of business value is listed for sale on Flippa. This demonstrates the platform's large and active marketplace, providing ample opportunities for buyers and sellers.
- Easy to use and safe environment: Flippa is chosen by owners of various online businesses because it offers an easy-to-use and safe environment. It provides a user-friendly interface for listing and showcasing businesses, facilitates connections and negotiations, and ensures secure transactions.

AI capabilities



Yes, Flippa has announced an AI-powered tool for matching buyers and businesses.



Deal Marketplace

<https://www.linkedin.com/company/websiteclosers-com>

<https://www.websiteclosers.com/> 

WebsiteClosers

USA

WebsiteClosers.com provides M&A and Private Equity services for digital businesses, offering operational and transactional experience, valuations, negotiations, and SBA financing expertise.

What makes them different?

- Full-service brokerage: WebsiteClosers offers a comprehensive range of services beyond simply connecting buyers and sellers. They provide consultations, tailored sales strategies, detailed market analysis, business valuations, coaching for business growth, and customized sales packages.
- Extensive financing options: WebsiteClosers has established relationships with various lenders throughout the country, allowing them to refer a high number of business deals.
- Expertise in digital business models: With a team of highly trained brokers who have backgrounds in digital business, WebsiteClosers specializes in selling technology, internet, and digital businesses.

AI capabilities



No

Deal Sourcing

Deal Sourcing software assists in identifying and generating potential M&A opportunities. These platforms use various methods, including AI and big data analytics, to discover suitable targets, track industry trends, and provide insights into potential deals.

Interview With Tanguy Lesselin, CEO & Co-Founder, Finquest

At Finquest, you combine a software and a service offering to help your customers. Why did you choose this route as opposed to a pure software/data or service play?

As we started our journey to providing M&A and investment opportunities to private equity firms and corporates, we quickly realized that no private company dataset was comprehensive and searchable enough to cover deal sourcing needs. In fact, even aggregating all existing private company data sources was very far from sufficient due to under-coverage and data overlap. So we added a layer of AI and probability-weighted data to considerably enhance the searchability in the private company space. We also realized that we were able to add tremendous additional value when we interviewed target CEOs to accelerate the constitution of a highly relevant and comprehensive top of the funnel pipeline for deals.

Pure-play databases don't have the level of data necessary to solve the problem, and service providers don't have access to the level of data needed to do so either. It is the sum of all these parts (or as we say, Data x AI + People) that results in the most powerful, comprehensive solution to deal sourcing in the

lower middle market – where the majority of companies are unknown to investors leveraging the traditional deal-sourcing channels.

How do you see AI influencing deal sourcing, and how are you implementing it?

The issue in deal sourcing is not a lack of AI, but rather a lack of data. This may seem counterintuitive given what people have come to expect from AI and the recent explosion of Generative AI, but AI alone is not the answer. Anyone who has dealt with private company data (or the lack thereof) will tell you that it is an entirely different beast. At Finquest, AI enables us to enrich the data on more than 200 million private companies and structure it in ways, and at a scale that was not possible before AI. The result is that the data becomes more reliable, and we can make more companies discoverable.

We use AI in several ways:

To check the data quality from external sources before deciding on whether to select and integrate these sources.

To reduce the noise in the data through deduplication and consolidation, which is especially important when you're dealing with

as much data as we are.

To effectively classify companies, which is a massive task, for which we have had to invent a new meta-language to describe companies' business activities in ways that are more effective and superior to any industry classification system.

We also use our own algos to estimate company revenues, and we now have more than 160 million companies with a known or estimated revenue, at a high accuracy rate, precisely driven by our ability to classify and cluster companies to select the right comparables.

As the data problem is solved, then you can use AI to redefine the user experience between the human and the machine. And this is the ultimate goal of course, but private company data is not there yet, by itself. An AI-enabled user interface is entirely useless without the robust, and large, dataset supporting it and that's what we're focusing on. It's all about intent and the things our clients value most are finding hidden opportunities and comprehensively mapping a market so they can make smarter decisions. Not just a fancy front-end.

Apart from AI, which other trends do you observe in deal sourcing?

In terms of data and technology trends in deal sourcing, AI is the breakaway success story. Digitalization has been happening steadily for years but the most prevalent trends we see are a shift in attitudes and sophistication when it comes to finding investment opportunities that add the most value.

One notable trend is an increase in interest in the lower middle market for whitespace opportunities. This is because of the relative scarcity of deals for companies with revenues over say, US\$ 200 million (a segment in which most, if not all, opportunities are intermediated) compared with the still untapped lower end of the market, enabling buyers and investors to capture proprietary opportunities at cheaper prices.

A somewhat related trend is for buyers and investors increasingly looking to adjacencies on the value chain, in products or services, or in target markets, as corporates and private equity are getting more sophisticated in their value creation strategies.

Investment data is becoming incredibly contested. How do you stay ahead of the competition?

If you look at the data that most end-users have direct access to, then yes, it is - and has been - incredibly contested for years. But that competition is only occurring on a subset of the market, as available data sets are generally skewed towards sponsor-backed companies, and those that want to be found.

In the white space that we are opening up, it's not contested. Our biggest true competitor is Google Search - but it does not allow for a comprehensive view, nor does it allow you to classify companies or have any idea of their revenue size. How we stay ahead of the competition is simple and goes back to our unique deal sourcing formula of Data x AI + People. We invest heavily in each of those areas and consider the intention of each piece of the puzzle in solving the problem of effective deal sourcing.

Learn more about FinQuest:
finquest.com

FINQUEST





Deal Sourcing

<https://ca.linkedin.com/company/bankers-deals-inc>
<https://bankersdeals.com/>

Bankers Deals

Canada

Bankers Deals is a tech-driven global deal origination and sourcing platform for M&A and Private Equity.

What makes them different?

- Tech-driven global deal origination and sourcing: Bankers Deals is a cloud-based deal discovery platform that utilizes data-driven algorithms to connect deal makers globally. It provides a solution for both buy-side firms and sell-side advisors to source and originate M&A opportunities in the middle to lower market.
- Expanded M&A network: Bankers Deals solves the problem of limited relationship networks in traditional M&A deal making models.
- SaaS-based and mobile-ready solution: Bankers Deals offers a software-as-a-service (SaaS) platform that is mobile-ready, providing a consistent user experience across devices. It features two-factor authentication for security and confidentiality and utilizes real-time data-driven algorithms for deal discovery.

AI capabilities



No



Deal Sourcing

<https://www.linkedin.com/company/cyndx>
<https://www.cyndx.com/>

Cyndx

USA

Cyndx is an AI-driven financial technology company that provides a platform to simplify fundraising and M&A activities.

What makes them different?

- AI-powered search and discovery engine: Cyndx utilizes artificial intelligence (AI) and natural language processing (NLP) to analyze and understand data, delivering precise and actionable deal opportunities.
- Access to private market data: Cyndx's dynamic NLP algorithm evolves with changing markets, allowing users to get up-to-date market data for any sector or sub-sector.
- Unique and actionable insights: Cyndx helps users identify companies projected to raise capital by providing robust profiles with funding, growth metrics, intellectual property (IP), financials, and contact information. With a precision rate of 86.1%, users can trust the quality-assured results to make informed investment decisions.

AI capabilities



Yes, their search is enhanced by AI.

Dealsuite

Deal Sourcing

<https://www.linkedin.com/company/dealsuite.com/>
www.dealsuite.com 

Dealsuite

The Netherlands

Dealsuite is an M&A platform that streamlines the process, matches investment criteria with deals, connects with M&A advisors, and offers a proprietary platform with detailed filtering, email notifications, and a matching algorithm.

What makes them different?

- Dealsuite is an industry-leading provider of communication and matchmaking software for professionals active in M&A.
- Dealsuite offers a private online platform that enables M&A advisors, investment firms, and corporate M&A to exchange buy-side and sell-side propositions in real time.
- Dealsuite is a plug-and-play SaaS solution that is easy and intuitive to use, with over 1,400 firms active on the platform in more than 40 countries.


AI capabilities



No

FINQUEST

Deal Sourcing

<https://www.linkedin.com/company/finquest-deal-sourcing>
<https://finquest.com/> 

Finquest

Singapore

Finquest leverages Data, AI, and People to make over 200+ million companies discoverable globally, specializes in off-market deals, provides comprehensive target lists, connects clients to decision-makers, and maintains confidentiality.

What makes them different?

- Finquest is the go-to deal sourcing provider for some of the largest funds and acquisitive Corporates in the world, managing a combined USD \$1.5 Trillion in direct private equity investment.
- Finquest harnesses the power of Data, AI, and People to make over 200+ million companies discoverable to financial investors and strategic acquirers globally, helping PE and Corporate M&A teams source off-market deals in the lower- and mid-market.
- Finquest's data is uniquely gathered, organized, and augmented by AI, and then moderated by humans, making it unrivaled in breadth and searchability. They provide a comprehensive target list in any sector and region, connecting clients to decision-makers while maintaining confidentiality throughout the process.

AI capabilities



Yes, this company explicitly implements AI. They use AI to gather, organize, and augment their data, making it unrivaled in breadth and searchability. The data is then moderated by humans.



Deal Sourcing

<https://www.linkedin.com/company/grata-data>
<https://grata.com/>

Grata

USA

Grata provides a deal sourcing platform for M&A and PE professionals, offering market mapping, deal tracking, and a proprietary engine to find and engage with private companies.

What makes them different?

- **Comprehensive Coverage:** Grata provides the deepest data on over 12 million hard-to-find companies, ensuring that users never miss a deal opportunity.
- **Advanced Search Functionality:** Grata's search engine technology, powered by ML and NLP, offers a top-class search functionality that is second to none, allowing users to easily find, research, and engage with private companies.
- **Superior Data Quality:** Users praise Grata for its superior data quality, with up to 25 data points per company and surprisingly accurate contact information. This ensures that dealmakers have access to the most comprehensive and reliable information to make informed decisions.

AI capabilities



Yes, this company explicitly implements AI. Grata uses ML (Machine Learning) and NLP (Natural Language Processing) technology to power its intuitive and dynamic search engine.



Deal Sourcing

<https://www.linkedin.com/company/inven-ai/>
<https://www.inven.ai/>

inven

Finland

Inven - AI-powered company data platform for M&A professionals to find acquisition targets faster and more efficiently.

What makes them different?

- Inven harnesses AI technology to help M&A professionals find acquisition targets, saving them time and allowing them to find what they might otherwise miss.
- With Inven, users can easily find relevant companies just by searching with a single example company, thanks to the advanced search that combines millions of data points.
- Inven provides actionable insights and accurate company lists, allowing users to outperform their competition by sourcing more deals faster and getting a market overview quickly. Additionally, users can connect with company owners easily using Inven's access to leading contact data.

AI capabilities



Yes, Inven explicitly implements AI in its company data platform to help M&A professionals find acquisition targets. It uses AI algorithms and NLP solutions to analyze millions of data points from various sources, providing users with actionable insights and accurate company lists.



Deal Sourcing

<https://www.linkedin.com/company/sourcescrub>
<https://www.sourcescrub.com/>

SourceScrub

USA

SourceScrub is a market-leading Deal Sourcing Platform for investment and M&A teams, providing a complete, accurate, and connected view of private markets.

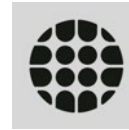
What makes them different?

- Most complete, accurate, and connected view of the private company universe: SourceScrub provides users with access to over 150,000 sources and 15 million companies, creating an unmatched web of insights. This comprehensive database allows users to have a holistic view of the private markets.
- High percentage of deals sourced from SourceScrub: According to a UserEvidence survey of SourceScrub customers, a significant percentage of deals in the pipeline were sourced from SourceScrub.
- Trusted by leading dealmakers: SourceScrub is trusted by prominent dealmakers in the industry. Users rely on the platform to expand their opportunities and improve their sourcing strategies.

AI capabilities



Yes, this company explicitly implements AI. They use a proprietary Expert-in-the-Loop AI process to connect sources and companies, creating an unmatched web of insights.



Deal Sourcing

<https://www.linkedin.com/company/tailskew/>
<https://tailskew.com/>

Tail&Skew

USA

Tail&Skew provides a platform for finding comparable companies for M&A and private equity purposes.

What makes them different?

- Tail&Skew allows users to find the closest companies to compare against their own, providing valuable insights for strategic decision-making.
- Requests are handled in about 60 seconds, ensuring a quick and efficient user experience.
- The platform offers tips for an optimal experience and is currently a beta product, allowing users to perform three searches for free before creating an account with just an email address.

AI capabilities



No



<https://se.linkedin.com/company/valu8-company-intelligence>
<https://www.valu8group.com/>

Deal Sourcing

valu8

Sweden

Valu8 provides detailed company data, ownership information, and insights into the financial landscape of private companies in Europe, catering to the needs of M&A and Private Equity professionals.

What makes them different?

- Valu8 is the leading European platform for accelerating Private Equity and M&A deal origination.
- Valu8 enriches traditional data with alternative web-based data layers and company keywords to improve segmentation and data quality.
- Valu8's advanced search engines combine traditional and alternative data layers with machine learning and AI to suggest sector relevant company clusters and company similarity scores.

AI capabilities



Yes, they search through their data layers with AI.



<https://nl.linkedin.com/company/venture-iq>
<https://www.ventureiq.nl/>

Deal Sourcing

VentureIQ

The Netherlands

VentureIQ provides software and services for M&A and Private Equity teams, offering company scouting, selection support, and AI-driven deal flow management.

What makes them different?

- Venture IQ provides leading corporates and investors with company scouting and selection support, helping them find better companies faster.
- Venture IQ offers powerful software and services to map out markets and targets for investment, innovation, and M&A teams, allowing them to build proprietary company databases with minimal effort and automate company screening.
- Venture IQ empowers M&A, investment, and innovation teams with data-driven insights, enabling them to focus on the deals that matter and confidently take action, knowing the context and complete market landscape.

AI capabilities



No



Deal Sourcing

<https://www.linkedin.com/company/arxcf/>
<https://arx.deals/>

arx

France

Arx provides a CRM and workspace for M&A and Private Equity professionals, facilitating deal sourcing, management, and networking.

What makes them different?

- Expertise in M&A and Private Equity: Arx has a team of professionals with a strong command of digital tools, enabling them to address the specific needs of the industry.
- Innovative and intuitive workspace: Arx offers a Deal Flow Tracking tool (CRM), a Transactional Network, and a collaborative transactional database, with strong synergies between these three services.
- Active community of M&A professionals: Arx has a community of M&A professionals, investors, advisors, in-house M&A teams, and executives who share real-time and privileged information, providing valuable networking opportunities for clients.

AI capabilities



No

Post-Merger Integration

Post-merger Integration software focuses on the smooth integration of merged or acquired entities. These tools offer project management, process optimization, and communication features to ensure successful consolidation of operations, systems, and cultures.



Post-merger Integration

[beeswall.com](https://www.beeswall.com)

BeesWall GmbH

Switzerland

BeesWall GmbH provides a secure platform for businesses to easily access and manage enterprise information, increasing SME company valuation and streamlining M&A processes.

What makes them different?

- **Digital Knowledge Library Tailored for Simple Data Governance:** BeesWall GmbH offers a digital knowledge library specifically designed for easy data governance in the life sciences and financial industries during mergers and acquisitions. This library helps users find team information quickly and effortlessly, saving time and increasing productivity.
- **Reduction of Information Overload and Fatigue:** By using BeesWall, users can avoid feeling overwhelmed and fatigued by information overload.
- **Enhanced Data Security and Access:** BeesWall helps organizations reduce the risks of data breaches, weaknesses in data storage, and unauthorized access.

AI capabilities



No



Post-merger Integration

<https://www.linkedin.com/company/leanix>
<https://www.leanix.net/en/products/enterprise-architecture-management>

LeanIX

Germany

LeanIX - Enabling technology landscape transformation for M&A and Private Equity professionals through effective IT architecture transition management.

What makes them different?

- **LeanIX offers a Continuous Transformation Platform (CTP) that provides SaaS solutions for managing enterprise architecture, SaaS, and microservices landscapes.**
- **LeanIX is the single source of truth for Corporate IT and Product IT, allowing organizations to create transparency of the present and make data-driven decisions for the future.**
- **LeanIX's Enterprise Architecture solution includes AI capabilities, out-of-the-box integrations with best-in-class partners, and a user-friendly interface, making it a powerful tool for managing technology landscapes and driving transformation.**

AI capabilities



Yes, AI supports their data analytics capabilities.



Post-merger Integration

<https://www.linkedin.com/company/smartsheet-com>

<https://www.smartsheet.com/>

Smartsheet M&A

USA

Smartsheet provides operational frameworks for evaluating targets, tracking due diligence, managing workstreams, and planning integration to close deals faster in M&A & Private Equity.

What makes them different?

- Backed by enterprise-grade security: Smartsheet is trusted by over 90% of Fortune 100 companies and is used by more than 75% of the companies in the Fortune 500. This demonstrates the platform's ability to implement, manage, and automate processes across a broad array of departments and use cases while ensuring the highest level of security.
- Flexible solutions fit your work at any scale: Smartsheet provides a foundation for managing projects, programs, and processes that can scale to meet the needs of companies of all sizes. This flexibility allows organizations to confidently deliver value as their business requirements evolve.
- Trusted by experts: Smartsheet goes beyond best practices to ensure the safety and security of its users.

AI capabilities



No

Shortlisting

Shortlisting & Scouting software helps identify and evaluate potential M&A targets. These platforms typically provide tools for initial screening, detailed analysis, and competitive benchmarking, assisting companies in creating a shortlist of viable acquisition candidates.



Shortlisting & Scouting

<https://www.linkedin.com/company/madiscover/>
<https://www.madiscover.com/>

Madiscover

Austria

MADiscover offers a target screening tool for efficient M&A target identification, supports strategy planning with a watch list of potential targets, and provides demos for interested professionals.

What makes them different?

- Faster than human error-prone manual search.
- Flexible - provides details and comparisons when needed.
- Systematic - offers insights and allows for comparison of relevant targets.

AI capabilities



No



Shortlisting & Scouting

<https://www.linkedin.com/company/qmarkets>
<https://www.qmarkets.net/products/q-scout-m-and-a-software-tool/>

Qmarkets

USA

Qmarkets offers innovation management software to enhance M&A and Private Equity professionals' strategic corporate scouting portfolio.

What makes them different?

- AI-enhanced platform: Qmarkets offers an AI-enhanced platform that allows organizations to define and manage intelligent crowdsourcing processes. This platform helps identify, review, and implement the most relevant ideas, trends, or insights, leading to immediate ROI for the organization.
- Renowned clients: Qmarkets has a strong track record with renowned clients such as Ford, Intel, Coca-Cola, and UBS.
- Comprehensive innovation management capabilities: Qmarkets provides a comprehensive set of innovation management capabilities, including technology scouting software, customizable landing pages, private discussion threads, customizable submission forms, and powerful analytics and reporting tools.

AI capabilities



No

DealCircle

Germany

DealCircle connects M&A Advisors and Buyers worldwide, enhancing transaction transparency and efficiency through data and technology.

What makes them different?

- DealCircle operates a Big-Data-driven platform with over 250,000 profiles of Family Offices, Private Equity, MBI, and Corporates, making it a valuable resource for M&A advisors looking to identify suitable buyers and conduct market outreach.
- For buyers, DealCircle serves as a sourcing tool that provides access to relevant M&A deals from hundreds of advisors, increasing the efficiency of the deal sourcing process.
- DealCircle aims to make M&A processes in the Small- and lower Midcap-Market more efficient, simplifying the daily work of M&A advisors and investors by facilitating the identification, execution, and integration of M&A transactions for inorganic growth.

AI capabilities



Yes, they use intelligent search technology.

Strategic Finance & Analysis

Strategic Finance & Analysis software supports the financial planning and analysis required in M&A transactions. These tools offer capabilities for financial modeling, valuation, scenario analysis, and performance tracking, aiding in the strategic financial management of deals.



CAENA

Caena

USA

Caena is a dealflow automation software for investors and startups, simplifying venture financing and eliminating inefficiencies.

What makes them different?

- Caena offers automated financial modelling and investor matching tools for startups and small businesses, helping them save money and reduce inefficiencies in venture financing.
- For investors, Caena provides deal sourcing, filtering evaluation, and portfolio management tools, streamlining the investment process and increasing efficiency.
- Caena offers useful insights for financial modelling and fundraising, as well as custom funding recommendations suited to individual needs through a short quiz.

AI capabilities



No

Strategic Finance & Analysis

<https://uk.linkedin.com/company/caena-io>

<https://caena.io/>



Datarails

United States

Datarails provides an AI-powered chat service for automating data consolidation, reporting, and planning, enabling quick, real-time financial analysis and decision-making for M&A & Private Equity professionals.

What makes them different?

- AI-powered chat service that provides quick answers based on complete and consolidated finance data from across a company
- Single source of truth for all finance-related questions, including budgets, forecasts, variance, and spend
- Real-time generation of answers and charts, automating ad hoc reports and saving time on one-time tasks

AI capabilities



Yes, Datarails enables AI-based "FP&A chats"

Strategic Finance & Analysis

<https://www.linkedin.com/company/datarails>

<https://www.datarails.com/solutions-fpna-genius/>



Strategic Finance & Analysis

<https://www.linkedin.com/company/diligent-board-member-services>
<https://www.godiligent.ai/>

Diligent

USA

Diligent develops AI solutions for automating and enhancing fraud and AML compliance teams' customer due diligence controls, used by fintechs and banks.

What makes them different?

- Diligent is the leading governance, risk and compliance (GRC) SaaS company, serving over 25,000 customers globally with 1 million users.
- Diligent's innovative platform provides leaders with a connected view of governance, risk, compliance, and ESG across their organization, empowering them to drive greater impact and accountability.
- Diligent's AI-powered assistants automate manual tasks for fraud and AML compliance teams, streamlining workflows, enhancing risk assessment, reducing customer friction, and slashing time and cost to comply.

AI capabilities



Yes, AI used for data analysis.



Strategic Finance & Analysis

<https://www.linkedin.com/company/domotalk>
<https://www.domo.com/de>

Domo

United States

Domo provides a cloud-native platform that makes data accessible and actionable for everyone in an organization, but no specific details are provided on how they serve M&A and Private Equity professionals.

What makes them different?

- Domo provides a cloud-native data experience platform that makes data visible and actionable with user-friendly dashboards and apps.
- Domo helps companies optimize critical business processes at scale and in record time, sparking bold curiosity that powers exponential business results.
- Domo's secure data foundation enables data integration, governance, and infrastructure, supporting a data-driven culture of healthy curiosity and transformative action.

AI capabilities



Yes, Domo explicitly implements AI by using a cloud-native platform that uses AI and data science to make data accessible and actionable for everyone in an organization.

Virtual Data Room (VDR)

Virtual Data Room software provides a secure online environment for sharing sensitive documents during M&A transactions. These platforms offer features such as access controls, encryption, and activity tracking to ensure the confidentiality and integrity of shared information throughout the due diligence process.

Interview with Kison Patel, Founder & CEO, DealRoom

What makes a good Virtual Data Room in 2024?

A top-notch Virtual Data Room in 2024 really needs to focus on security, user-friendliness, and cutting-edge technology. For us at DealRoom, it's about providing iron-clad security with advanced encryption and multi-factor authentication to protect sensitive information. It's also crucial that the VDR integrates seamlessly with other tools, enhancing the user experience and boosting productivity by connecting ERP systems, project management tools, and incorporating AI to bring predictive insights and smarter data handling.



With DealRoom and FirmRoom, you offer a broader range of solutions than just a Virtual Data Room. Tell us about the thinking behind that.

The idea behind expanding beyond just a traditional VDR with DealRoom and FirmRoom was born from recognizing the complex needs of M&A transactions. M&A isn't just about securely storing documents—it's about managing an entire project. That's why we integrated project management capabilities and due diligence tracking right into the software, transforming the VDR into a comprehensive platform that supports the entire M&A lifecycle, making the process more integrated and less siloed."

Many VDR providers are starting to implement AI into their solutions. What are your thoughts on this, and can you tell us about your plans in this regard?

Implementing AI is a game-changer for the VDR space. At DealRoom, we're excited about the potential of AI to revolutionize how due diligence is conducted. We're actively developing AI tools that can automatically sort and analyze data, highlight risks, and even predict the outcomes of certain M&A activities. Our goal is to make our platforms not just a place to store information but a dynamic tool that actively aids in decision-making."

There are again plenty new VDR providers entering the space in 2024. Why do you think a competitive and established market like VDR still attracts new startups?

The VDR market remains attractive for startups because it's at the intersection of several rapidly evolving trends: increased regulatory scrutiny, the growing importance of data security, and the global nature of business today. New technologies and approaches are constantly emerging, which provides a fertile ground for innovation. Startups come in with fresh ideas on how to solve these problems, often driving advancements that benefit the entire industry.

Learn more about DealRoom, FirmRoom, and M&A Science:

<https://dealroom.net/>

<https://firmroom.com/>

<https://www.mascience.com/>

 **DealRoom**



VDR

<https://www.linkedin.com/company/box>
<https://www.box.com/en-nl/collaboration/virtual-data-room>

box

United Kingdom

Box is a Cloud Content Management company that provides virtual data room solutions for M&A and Private Equity.

What makes them different?

- End-to-end data protection
- Securely work together on files
- Automate processes with Box Relay

AI capabilities



Yes, this company explicitly implements AI. They offer Box AI, which includes Box AI for Notes and Box AI for Documents. These AI capabilities allow users to ask questions and get instant answers, as well as create content in seconds.



BRAINLOOP

VDR

<https://www.linkedin.com/company/brainloop-ag>
<https://www.brainloop.com/en-gb/solutions/brainloop-dealroom/>

Brainloop

Germany

Brainloop DealRoom provides a high-security virtual dataroom solution for confidential M&A, due diligence, and outlicensing projects.

What makes them different?

- Brainloop DealRoom: Brainloop offers a high-security digital platform called DealRoom, which is designed for sharing large volumes of data during confidential transactions such as M&A, due diligence, and outlicensing projects.
- Brainloop MeetingSuite: Brainloop MeetingSuite is a solution for effectively preparing meeting documents and securely integrating internal and external participants. It allows for the management of submitted documents and ensures secure collaboration during meetings.
- Brainloop BoardRoom: Brainloop BoardRoom is a solution for highly secure communication with the board. It enables secure document sharing, collaboration, and decision-making processes for board meetings.

AI capabilities



No



VDR

<https://www.linkedin.com/company/sharefile>
<https://www.sharefile.com/industry/vdr>

Citrix Sharefile

USA

ShareFile provides a virtual data room solution for managing complex and confidential deals, with advanced reporting capabilities to support compliance.

What makes them different?

- Secure file sync and sharing: Citrix ShareFile offers secure file sync and sharing across corporate and personal devices, ensuring that data is protected with encryption both in storage and in transit.
- Easy-to-use technology: ShareFile provides an easy-to-use platform that simplifies document and client-facing workflows. Users can securely collaborate with partners or clients, automatically sync documents, and invite collaborators to upload files to a private portal.
- Advanced reporting and compliance support: ShareFile offers advanced reporting capabilities, allowing users to track document views, searches, data transfers, and messaging activity. This feature provides quick access to audit trails and supports compliance requirements.

AI capabilities



No



VDR

<https://www.linkedin.com/company/clinked>
<https://clinked.com/virtual-data-room/>

Clinked

United Kingdom

Clinked offers a Virtual Data Room solution for secure sharing and management of sensitive business information.

What makes them different?

- Virtual Data Room solution for secure sharing and storage of sensitive business information.
- High level of security and compliance standards, including ISO27001 certification and Amazon AWS S3 data centres.
- Customizable workspaces, controlled access permissions, and real-time activity stream for efficient collaboration and project management.

AI capabilities



No



VDR

<https://www.linkedin.com/company/a95-datarooms.com>

DataRooms

USA

DataRooms.com provides virtual data rooms for M&A and private equity transactions, offering features such as real-time activity tracking, full-text search with OCR, and advanced Q&A management.

What makes them different?

- Fast, intuitive user experience: DataRooms.com offers a user-friendly platform that is designed to deliver the best performance and simplicity for users.
- End-to-end document security: DataRooms.com ensures the security of documents by preventing saving, printing, copying, pasting, and screenshots. Custom watermarks can also be applied for added security.
- Real-time activity tracking and reporting: DataRooms.com provides tamperproof audit trails that record all user activity, including viewing time and location. This feature allows for comprehensive tracking and reporting of document access.

AI capabilities



No



VDR

Der sichere deutsche Datenraum

<https://www.linkedin.com/company/a95-dataroom-x.de/>

DataroomX

Germany

DataroomX is a German data room provider offering highly secure and DSGVO-compliant data rooms for M&A and private equity transactions.

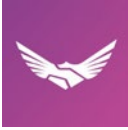
What makes them different?

- Highly secure data rooms hosted exclusively on high-performance servers in Germany
- DSGVO-compliant and German company with software made in Germany
- Fair flat rates and triple certified for ease of use and courteous customer service

AI capabilities



No



VDR

<https://www.linkedin.com/company/finsight>
<https://dealvdr.com/> 

DealVDR

USA

DealVDR provides a secure and cost-effective virtual data room for M&A, due diligence, investor reporting, and asset sales, with industry-leading analytics and 24x7 support.

What makes them different?

- Competitive pricing and cost-effectiveness compared to legacy providers
- Easy setup and management with all necessary functionality for secure file and user management
- Industry-leading analytics and fanatical 24x7 support, with a 20% savings guarantee and a list of satisfied clients including major corporations and financial institutions.

AI capabilities



No

DFIN

VDR

<https://www.linkedin.com/company/dfinsolutions>
<https://www.dfinsolutions.com/> 

DFIN

USA

DFIN provides risk and compliance solutions for M&A and private equity.

What makes them different?

- Donnelley Financial Solutions (DFIN) is a leading global risk and compliance solutions company.
- DFIN offers affordable software, seamless Excel integration, and 24/7/365 expert support with their ActiveDisclosure platform.
- DFIN provides insightful technology, industry expertise, and data insights at every stage of a business and investment.

AI capabilities



No



VDR

<https://www.linkedin.com/company/digify>
<https://digify.com/virtual-data-room.html>

Digify

Singapore

Digify provides a virtual data room solution for M&A and Private Equity, allowing companies to protect and control confidential documents.

What makes them different?

- Speed up your deals with data room insights: Digify provides data room insights that help speed up deals by identifying the right investors to follow up with at the right time.
- Security you can count on: Digify is certified for ISO27001, the gold standard in information security. The platform offers various security features, including encryption, dynamic watermarking, one-click NDAs, and more.
- Impress your investors with your branded data room: Digify allows users to customize their data room and documents with their logo, brand colors, and avatars. This personal touch helps build trust with data room guests. Advanced branding options, such as white-labeled URLs, are also available to enhance the branding experience.

AI capabilities



No



VDR

<https://www.linkedin.com/company/docsend>
<https://www.docsend.com/features/virtual-data-room/>

DocSend

USA

DocSend provides a virtual data room for secure document sharing and management during M&A and private equity transactions.

What makes them different?

- Easy-to-use modern virtual data room: DocSend provides an intuitive and user-friendly platform for organizing and sharing due diligence files. Users can easily keep track of all the deal files they need to send and receive, and deal partners can upload files even without a DocSend account.
- Smart permission management: DocSend offers advanced permission management features for virtual data rooms. Users can restrict access to certain email addresses and domains, and add an extra layer of security with passcode protection.
- Personalized data rooms: DocSend allows users to customize their virtual data rooms with logos and banner images, providing a personalized viewing experience for viewers.

AI capabilities



No



VDR

<https://www.linkedin.com/company/epiqglobal>
<https://www.epiqglobal.com/en-us/services/restructuring-bankruptcy/virtual-data-room>

Epiq

USA

Epiq provides customizable virtual data room solutions for large-scale, complex tasks in corporate restructuring and bankruptcy, including a Google-powered database search tool.

What makes them different?

- Epiq is a global technology-enabled services leader in the legal industry and corporations.
- Epiq takes on large-scale, increasingly complex tasks for corporate clients.
- Epiq offers customizable virtual data room solutions for secure sharing of privileged restructuring data.

AI capabilities



No



VDR

<https://www.linkedin.com/company/fordata-vdr/>
<https://fordatagroup.com/>

ForData

Poland

Fordata Virtual Data Room provides a platform for securely sharing confidential documents and supporting M&A transactions, audits, and private equity/venture capital deals.

What makes them different?

- No. 1 Virtual Data Room in Europe: Fordata Virtual Data Room is recognized as the top virtual data room provider in Europe, offering a platform for securely sharing confidential documents and facilitating online due diligence and M&A transactions.
- 24/7 Support: Fordata provides exceptional customer support, combining speed and industry expertise. They offer a dedicated team, including a project manager, direct contact, training, and technical support, ensuring that clients receive assistance whenever they need it.
- Security and Compliance: Fordata Virtual Data Room prioritizes the security and compliance of data. They offer features such as block editing, dynamic watermarks, and activity monitoring to protect sensitive information and ensure regulatory compliance.

AI capabilities



Yes, this company explicitly implements AI. They have introduced an AI-Powered Redaction tool in their Fordata Virtual Data Room solution. This tool helps reduce redaction time and increase accuracy by utilizing artificial intelligence technology.



VDR

https://www.linkedin.com/company/high_q
<https://legal.thomsonreuters.com/en/products/highq>

HighQ

USA

HighQ is an intelligent work and client engagement platform for M&A & Private Equity.

What makes them different?

- HighQ is an intelligent work and client engagement platform that empowers leading law firms.
- HighQ provides a unique platform to bring together like-minded individuals and help them improve their productivity and business.
- HighQ offers a legal business management software solution that reduces time spent on tedious tasks, improves collaboration, and increases productivity.

AI capabilities



Yes, this company explicitly implements AI. The HighQ platform offered by Thomson Reuters utilizes artificial intelligence to streamline legal business management processes, automate workflows, and provide document and contract analysis.



VDR

<https://www.linkedin.com/company/idgard/>
<https://www.idgard.com/>

idgard

Germany

idgard is a highly secure cloud service by TÜV SÜD, offering enterprise file transfer and virtual data rooms.

What makes them different?

- Highly secure cloud service: idgard is a highly secure cloud service that combines virtual data rooms and secure data transfer. It is certified by TÜV SÜD and operates exclusively in Germany, ensuring the privacy and security of data.
- GDPR compliance: idgard is fully GDPR compliant, making it safe to use for processing sensitive data. It guarantees the protection of data and ensures that unauthorized access is technically impossible.
- Sealed Cloud Technology: idgard utilizes patented and certified Sealed Cloud Technology, which excludes any unauthorized access to data and connection information. Even idgard employees cannot access the data, ensuring its perfect protection at all times.

AI capabilities



No



VDR

<https://www.linkedin.com/company/multipartner>
<https://www.multipartner.com/>

Multipartner

Italy

Multipartner develops Virtual Data Rooms and Virtual Workspaces for secure management and exchange of confidential documents and data, with a focus on M&A and Data Protection.

What makes them different?

- Multipartner develops Virtual Data Rooms for the exchange and management of confidential documents and data, as well as Virtual Workspaces for secure collaborative work.
- The company offers a highly secure platform for managing and sharing confidential data between selected profiled users, widely used for corporate data management, communication with stakeholders and investors, Due Diligence, M&A, IPO, NPL management, Tenders, and Board Communication.
- Multipartner is certified ISO 9001, ISO/IEC 27001, and ISO/IEC 27017-27018, providing clients with higher levels of reliability and security in their digital solutions.

AI capabilities



No



VDR

<https://www.linkedin.com/company/net-files-gmbh>
<https://www.netfiles.com/>

netfiles

Germany

Netfiles GmbH is a leading provider of highly secure data rooms, offering solutions for secure data exchange, collaboration, and board communication.

What makes them different?

- Highly Secure Data Rooms: netfiles offers highly secure data rooms that allow for the secure provision, sharing, and collaboration on data. It is ideal for due diligence, secure data exchange with business partners, and confidential board communication.
- Easy to Use: netfiles is exceptionally easy to use and requires no installation of software. All you need is a web browser. It offers intuitive usability for both users and administrators, without the need for extensive training.
- Leading and Reliable Service: netfiles has been in business for more than 20 years, making it one of the first and leading providers of virtual data rooms. With their extensive experience, users can benefit from reliable operation and a trusted service.

AI capabilities



No



VDR

<https://www.linkedin.com/company/onehub>
<https://www.onehub.com/solutions/virtual-data-room>

Onehub

USA

Onehub provides secure, cloud-based virtual data rooms for streamlined collaboration, precise permissions, and advanced activity tracking in M&A and Private Equity.

What makes them different?

- Onehub offers secure and easy-to-use virtual data rooms for seamless collaboration and sharing of private data with colleagues and customers.
- Onehub provides advanced activity tracking, high-quality previews, customizable organization, precise permissions, and branded design options for optimized file management.
- Onehub ensures secure storage and sharing of data with 256-bit, bank-level encryption, streamlined collaboration, and straightforward pricing options.

AI capabilities



No



VDR

<https://www.linkedin.com/company/smartroom>
<https://smartroom.com/>

SmartRoom

USA

SmartRoom is a leading VDR company trusted by financial service professionals for secure file-sharing and collaboration in M&A and Private Equity.

What makes them different?

- Better Speed, Security, and Service: SmartRoom offers upload speeds at 5MB's per second, making it faster than other data room platforms. It also provides the most advanced multi-layered security, ensuring the highest level of protection for sensitive information. Additionally, SmartRoom offers dedicated project managers to provide excellent service and support.
- Less Effort, Greater Efficiency, Better Value: SmartRoom reduces administrative redundancies by 30%, saving users an average of 15 hours per week on M&A due diligence.
- Bank-Grade Virtual Data Room Security: SmartRoom's security features include the highest level of encryption and infrastructure protection. Their SmartLock technology allows for remote document detonation, extending security beyond the data room platform.

AI capabilities



No



VDR

<https://www.linkedin.com/company/sterlingcheck>
<https://www.sterlingvdr.com/>

Sterling

USA

Sterling provides premium virtual data room solutions for M&A and private equity deals, offering secure file sharing, content collaboration, and end-to-end support.

What makes them different?

- Premium virtual data room solutions: Sterling offers virtual data room solutions that enable seamless file sharing and content collaboration among all deal participants. Their solutions provide best-in-class security and unrivaled end-to-end support.
- Bespoke technology for high-stakes dealmaking: Sterling has developed bespoke technology that simplifies virtual data room deal management and project collaborations.
- Thought leadership and insights: Sterling provides a range of thought leadership content, including blogs, reports, news, and press releases. They offer insights and guides on various topics related to dealmaking and the global hospitality sector, among others.

AI capabilities



No



VDR

<https://www.linkedin.com/company/vault-rooms-virtual-data-rooms>
<https://vaultrooms.com/>

Vault Rooms

United States

Vault Rooms provides a secure and affordable Virtual Data Room (VDR) solution for businesses involved in M&A and Private Equity transactions.

What makes them different?

- Industry Trusted - Secure File Sharing: Vault Rooms provides a highly secure platform for businesses to safely share business-critical documents. The platform includes layers of bank-level security to ensure the confidentiality and integrity of the shared information.
- Ease of Use: Vault Rooms offers an intuitive and user-friendly interface, streamlining document management for businesses. Users can easily collect, organize, share, and track their business-critical documents, making the process efficient and hassle-free.
- Affordable Pricing: Vault Rooms offers transparent and affordable pricing plans, tailored to fit different budgets. This ensures that businesses of all sizes can access the benefits of a virtual data room without any surprises or hidden costs.

AI capabilities



No



Virtual Data Room

<https://www.linkedin.com/company/admincontrol-as>
<https://admincontrol.com/>

Admincontrol

Norway

Admincontrol offers Board Portals & Data Rooms tailored for M&A and Private Equity, enabling better decision-making through secure collaboration.

What makes them different?

- Board Portals & Data Rooms: Admincontrol offers tailor-made products for board and management work, as well as due diligence in private and public companies. These products provide digital document sharing, collaboration, and access control, allowing all board work to be collected into a single platform.
- Designed for the purpose: Admincontrol's solutions are specifically designed for board work and due diligence, ensuring that they meet the unique needs and requirements of decision-makers. This focus on purpose allows for a more efficient and effective collaboration platform.
- Security & full control: Admincontrol is ISO 27001:2013 and SOC 2 Type II certified, ensuring the highest level of security for sensitive information. This certification provides customers with peace of mind and full control over their data, further enhancing the trustworthiness of Admincontrol's platform.

AI capabilities



No



Virtual Data Room

<https://www.linkedin.com/company/ansarada>
<https://www.ansarada.com/>

Ansarada

Australia

Ansarada provides AI-powered Virtual Data Rooms and secure file sharing for M&A and Private Equity transactions.

What makes them different?

- Confidently control the outcome from the outset in M&A, divestments, capital raising, restructures and more.
- GRC software to manage risk, compliance and resilience
- Transform your file sharing into a fortress

AI capabilities



Yes, they offer AI-automation and insights.



Virtual Data Room

<https://www.linkedin.com/company/blackroom-saas>
<https://www.blackroom.cc/>

Blackroom

France

Blackroom offers innovative data room solutions tailored for M&A and Private Equity, featuring direct imports, bulk renaming, and real-time analytics to streamline deal management.

What makes them different?

- Innovative Data Rooms: Blackroom offers cutting-edge data rooms with features like direct imports, bulk renaming, and real-time analytics, setting new standards in deal management.
- Tailored for M&A: The solution is meticulously crafted for M&A boutiques and corporate development teams, understanding the unique challenges they face and providing a solution perfectly aligned with their needs.
- Join the Evolution: By choosing Blackroom, users join a community of forward-thinkers who are reshaping the future of deal management, with exclusive webinars and discussions to stay ahead in the game.

AI capabilities



No



Virtual Data Room

<https://www.linkedin.com/company/caplinked>
<https://www.caplinked-partners.com/cp0nvi97n17y-fintalent>

Caplinked

USA

CapLinked provides secure virtual data rooms and deal room solutions for M&A and private equity transactions.

What makes them different?

- Enterprise application for larger firms with complex needs and large quantities of data
- Self-serve accounts for smaller clients who need to safeguard limited amounts of information
- Application programming interface (API) for clients who need to embed robust information security capabilities in their own applications

AI capabilities



No



Virtual Data Room

<https://www.linkedin.com/company/datasiteglobal>
<https://www.datasite.com/>

Datasite

USA

Datasite provides an end-to-end platform for M&A and Private Equity professionals, offering capabilities for document management, diligence preparation, and data security.

What makes them different?

- Complete platform for M&A and other high-value transactions, including fundraising and restructuring
- Unique combination of technology and always-on assistance to shorten deal times and boost success rates
- Device and browser agnostic, allowing users to make deals wherever they like

AI capabilities



No



Virtual Data Room

<https://www.linkedin.com/company/drooms-software>
<https://drooms.com/>

Drooms

Germany

Drooms provides a secure virtual data room solution for M&A and Private Equity transactions, with 24/7 support and due diligence assistance.

What makes them different?

- Unmatched data security with privately owned, georedundant servers and data storage in Switzerland and Germany, ensuring GDPR compliance.
- Advanced technology and intelligent AI solutions developed in-house facilitate seamless collaboration across all stages of the asset lifecycle, controlling the flow of information and speeding up the time to transaction.
- Easy to use interface, allowing users to get started right away.

AI capabilities



Yes. Drooms explicitly implements AI for workflow management.



Virtual Data Room

<https://www.linkedin.com/company/ethosdata-limited>
<https://www.ethosdata.com/>

EthosData

United Kingdom

EthosData offers a virtual data room for M&A and Private Equity, providing quick setup, dedicated support, and enterprise-grade security.

What makes them different?

- Launch in as little as five minutes
- Top-rate security with enterprise-grade protection
- 24/7 support from experienced teams of professionals

AI capabilities



No



Virtual Data Room

<https://ca.linkedin.com/company/firmex>
<https://www.firmex.com/virtual-data-room/>

Firmex

Canada

Firmex provides secure virtual data rooms for M&A and Private Equity, offering document sharing, due diligence support, compliance, and transactions with 24/7 customer support.

What makes them different?

- Most widely used virtual data room: Firmex is the most trusted and widely used virtual data room, with over 20,000 new data room projects opened every year. It offers value, versatility, security, and control for all confidential sharing needs.
- Advanced user management and document uploading: Firmex provides advanced user management features, allowing users to easily add and manage individual or group permissions.
- Power tools for power users: Firmex offers power tools for power users, including features like redaction to reduce risk during the diligence process, Q&A management for efficiently answering large volumes of questions, and the ability to view the content of the data room from the perspective of any user.

AI capabilities



No



Virtual Data Room

<https://www.linkedin.com/products/dealroom-firmroom/>
<https://firmroom.com/>

FirmRoom

USA

FirmRoom is a premier virtual data room platform for secure document sharing and M&A due diligence.

What makes them different?

- Cloud-based virtual data room: FirmRoom offers a cloud-based virtual data room solution, allowing organizations in the financial sector to securely manage mergers and acquisitions due diligence. This enables efficient document management and file sharing, ensuring data is easily accessible and organized.
- Advanced data tracking and analytics: FirmRoom provides data tracking and analytics capabilities, allowing users to transform, retrieve, and classify documents and folders. This feature enables users to gain valuable insights from the data, enhancing decision-making and improving overall efficiency.
- Robust security features: FirmRoom offers a range of robust security features to protect sensitive information. Users can assign permissions for viewing, printing, and downloading documents.

AI capabilities

No



Virtual Data Room

<https://www.linkedin.com/company/idealsvdr>
<https://www.idealsvdr.com/>

iDealsVDR

n/a

iDealsVDR provides a secure platform for sharing and collaborating on business-critical documents, supporting M&A and Private Equity professionals in deal sourcing, due diligence, and closure.

What makes them different?

- Secure and confidential document sharing: iDeals provides a Virtual Data Room (VDR) solution that allows businesses to securely share and collaborate on business-critical documents.
- Intuitive and easy to use: iDeals' VDR is considered "the most intuitive and easy to use data rooms in the market" by customers, according to G2.
- Independent certification and advanced innovations: iDeals is independently certified for over a hundred controls, covering processes, applications, infrastructure, and people. The company has also introduced multiple advanced data room innovations.

AI capabilities

No



Imprima

United Kingdom

Imprima is an AI-powered Virtual Data Rooms provider offering advanced data room services, contract review, lease abstraction, and VDR indexing for M&A and Private Equity transactions.

What makes them different?

- Imprima is the leading Virtual Data Rooms provider, trusted with over \$1 trillion worth of transactions in over 160 countries.
- Imprima offers the most secure, reliable, and easy-to-use data room technology in the industry, with a comprehensive security approach and ISO 27001 accreditation.
- Imprima's AI-powered features, such as smart redaction, smart translation, and smart summaries, provide unparalleled accuracy and efficiency in legal and due diligence processes.

AI capabilities



Yes, they allow AI-powered contract reviews.

Virtual Data Room

<https://www.linkedin.com/company/imprima>
<https://www.imprima.com/>



Intralinks

USA

SS&C Intralinks streamlines fund reporting/investor communication, optimizes buy-side M&A processes with AI, ensures document security, and connects to a vast M&A network.

What makes them different?

- Industry-leading virtual data room technology for secure information flow
- Facilitation of strategic initiatives such as mergers and acquisitions, capital raising, and investor reporting
- AI-powered due diligence tools and ISO 27701 certification for maximum deal security and privacy

AI capabilities



Yes, they offer AI-powered due diligence tools.

Virtual Data Room

<https://www.linkedin.com/company/ssc-intralinks>
<https://www3.intralinks.com/>



Virtual Data Room

<https://www.linkedin.com/company/midaxo-ltd>
<https://www.midaxo.com/>

Midaxo

USA

Midaxo provides a cloud-based work management platform for corporate development and M&A, leveraging AI and automation to streamline strategic initiatives and enhance productivity.

What makes them different?

- Midaxo Cloud is an enterprise-grade platform for modern deal-making, delivering repeatable business outcomes and faster inorganic growth.
- Midaxo Cloud leverages automation, AI, and machine learning to digitally transform the transaction process, increasing team productivity and consistency, enabling faster deal closings, and reducing transaction risks.
- Midaxo customers have closed over 5,000 transactions valued in excess of \$1 trillion, making it a widely used work management solution for corporate development.

AI capabilities



Yes, their deal intelligence is supported by AI.



Virtual Data Room

<https://www.linkedin.com/company/virtualvaults>
<https://www.virtualvaults.com/>

Virtual Vaults

The Netherlands

Virtual Vaults is an all-in-one platform for M&A and Private Equity professionals, providing tailored workspaces, advanced security for due diligence, and tools for document management, collaboration, and secure data sharing.

What makes them different?

- Hyper-efficient preparation tool for M&A dealmakers
- Ultra-secure data room for due diligence
- Detailed look into the history of your deal after it closes

AI capabilities



No

Seize Opportunities. Reduce Risk. With Your Agile M&A Team.

Get started on the Fintalent.io platform today to connect with your future M&A team members.

The right M&A and PE talent, just when you need it.

Fintalent Ltd.
85 Great Portland Street, 1st Floor, London, W1W7LT,
United Kingdom

<https://fintalent.io>

Created, edited and designed by Tobias Liebsch.