WIZEFLOW

The investability Index - Know your score before a buyer does.

THE WIZEFLOW INVESTABILITY INDEX

Company Readiness Report

Project Turner, measured the way a buyer will see it.

COMPANY	Project Turner (fictional company)
PREPARED FOR	The CEO and shareholders
EVIDENCE AS AT	31 October 2026
ISSUED	13 November 2026
INDEX REFERENCE	WIX-2026-0001

Strictly confidential. This report assesses the company. Owner readiness is measured separately, in a personal report addressed to the owner alone.
The Index assesses readiness. It is not a valuation, an audit, a quality of earnings review, investment advice or a guarantee of any outcome.

AT A GLANCE

Buyers will want Project Turner. On today's evidence, they would pay for the story and discount the proof.

COMPANY SCORE

61 / 100

CONDITIONALLY READY tier capped by Management & Governance



Eight dimensions, 125 data points, scored on 63 documents.

WHAT ATTRACTS A BUYER
69
Attractor score

WHAT DECIDES THE DEAL
54
Decider score

EARLIEST CREDIBLE LAUNCH
Q2 2028
Set by the finance lead's tenure

CLAIMS THAT FAILED CROSS CHECKING
6
See page 8

GAPS TO CLOSE
17
3 could stop a deal

WORST PLAUSIBLE CASE
54
If the largest customer leaves

In summary

Project Turner scores 61 out of 100. It is attractive to a buyer: retention is strong and the position in industrial cybersecurity is hard to copy. But the closer a buyer looks, the weaker the evidence gets. Six claims in management's own materials do not survive cross checking, normalised earnings are up to a quarter below the reported figure, the core code may not be owned, and the largest customer can walk away on a sale. Management & Governance sits below 50, so the tier is capped at Conditionally Ready. On the evidence, a sale within twelve months would be priced on these gaps. The earliest launch the evidence supports is the second quarter of 2028.

What would move the score most

1. **Close the deal breakers now.** Legal & Compliance 55 to about 70. Financial Quality 58 to about 68.
2. **Start the critical path: a finance lead.** Management & Governance 47 to about 63. Lifts the tier cap.
3. **Neutralise the change of control clause.** Customer Concentration & Retention 60 to about 72.

Together: 61 to about 68. The full gap closing roadmap is on pages 11 to 13.

HOW TO READ THIS REPORT

One score, eight dimensions, and the evidence behind each.

A buyer has seen hundreds of companies like yours. You will probably sell one. This report gives you their view of the company first, while there is still time to act on it.

ATTRACTORS

What brings a buyer to the table

Growth, customer retention, operational scalability and strategic position. These shape how much a buyer wants the company.

DECIDERS

What the deal turns on

Financial quality, management and governance, legal and compliance, transaction readiness. These decide whether a deal survives diligence, and at what price.

The scale

The score runs from 0 to 100 and places the company in one of four tiers.

SCORE	TIER
0 to 39	NOT READY
40 to 59	CONDITIONALLY READY
60 to 79	MARKET READY
80 to 100	PREMIUM ASSET

The decider gate. If any deciding dimension scores below 50, the tier cannot rise above Conditionally Ready, whatever the total. Buyers do not average away a broken IP chain.

The dashed line on every bar marks 60, the point at which a dimension stops costing you in a negotiation.

How sure we are

Every finding carries an evidence grade, so you can see what is proven and what rests on your word.

● Verified
Scored on documents we have read and checked against each other.

◐ Corroborated
Management's account, supported by at least one independent document or interview.

○ Self reported
Management's account alone. A buyer will test it, so we score it conservatively.

This Index: 104 data points verified, 13 corroborated, 8 self reported.

What this report is not

Not a valuation. It explains why a buyer would pay less, and where to start. It does not say what the company is worth.

Not a sales pitch. The report is yours, to use with your own team or any adviser you choose.

Not a questionnaire. Software reads the documents. Senior people judge what they mean, and sign their names to it.

Not a compliment. Scoring is deliberately hard. A first score between 40 and 65 is normal for an owner led company.

THE COMPANY SCORE

Project Turner scores 61. Buyers will want it. The deal will turn on four things.

SECTOR	REVENUE	ARR	EBITDA
B2B software, industrial cybersecurity	€14.2m (FY2025)	€11.8m	€2.1m reported, adjusted

BASED	PEOPLE	OWNERSHIP
Ghent, Belgium, since 2014	92	Owner 71%, co founder 19%, angel investor 10%

#	DIMENSION	ROLE	WEIGHT	SCORE	EVIDENCE
1	Financial Quality	DECIDER	15%	58	Verified
2	Growth Trajectory	ATTRACTOR	15%	74	Verified
3	Management & Governance	DECIDER	15%	47	Corroborated
4	Customer Concentration & Retention	ATTRACTOR	12%	60	Verified
5	Operational Scalability	ATTRACTOR	10%	60	Corroborated
6	Legal & Compliance	DECIDER	13%	55	Partly self reported
7	Strategic Positioning	ATTRACTOR	10%	81	Corroborated
8	Transaction Readiness	DECIDER	10%	55	Verified
	Company score		100%	61	CONDITIONALLY READY

ATTRACTOR SCORE · 69

This is the story that brings buyers to the table, and it is a good one. Strategic Positioning at 81 is the core of the equity story.

DECIDER SCORE · 54

This is what a diligence team tests after they have fallen for the story. Management & Governance below 50 caps the tier at Conditionally Ready.

WHAT WE FOUND, DIMENSION BY DIMENSION

For each dimension: what we found, why the gap exists, what a buyer is likely to do with it, and what a score of 70 would look like.

1 · DECIDER · 15%

Financial Quality

58

Verified

WHAT WE FOUND	Accounts for 2023 to 2025 are complete, but only 2025 is audited. Roughly €1.4m of multi year licence revenue in 2024 was recognised up front. Of €0.6m in EBITDA adjustments, €0.35m relates to the owner and is undocumented, and €0.15m of "one off" recruitment cost appears in all three years.
WHY IT EXISTS	Finance was built for statutory compliance, not for a buyer. The external accountant prepares the accounts; nobody inside owns the management view of earnings.
WHAT A BUYER WILL DO	A quality of earnings review is likely to restate both. Expect the buyer to work from a normalised EBITDA of €1.6m to €1.75m, not €2.1m: a base up to a quarter lower, before any multiple is applied.
WHAT 70 LOOKS LIKE	Two audited years, licence revenue recognised over the contract term, and a written bridge for every adjustment.

2 · ATTRACTOR · 15%

Growth Trajectory

74

Verified

WHAT WE FOUND	ARR grew 31% organically in 2025, down from 38% in 2024. Pipeline covers 2.4 times next year's new business target, and 70% of it is with existing customer types.
WHY IT EXISTS	New business still runs through the CEO, whose time has moved into delivery. Expansion from existing customers is filling the gap, for now.
WHAT A BUYER WILL DO	The growth story holds. The buyer will ask why it slowed and whether 2026 confirms a plateau or a pause.
WHAT 70 LOOKS LIKE	Already above 70. Holding it means showing the slowdown was a one off with booked Q1 and Q2 numbers.

3 · DECIDER · 15%

Management & Governance

47

Corroborated

WHAT WE FOUND	You personally hold six of the nine most important customer relationships. There is no CFO: finance is a finance manager plus an external accountant. The board is the two founders, with no independent member and no regular minutes.
WHY IT EXISTS	The company grew fourfold without changing how decisions are made. Delegation happened in practice but was never formalised.
WHAT A BUYER WILL DO	This is the single largest discount driver in the report. A buyer will price the risk of losing you through a longer earn out, a larger retention or a lower headline price.
WHAT 70 LOOKS LIKE	A finance lead of CFO calibre in post for twelve months, named account owners for key customers, and a board with one independent member that meets and minutes quarterly.

WHAT WE FOUND, DIMENSION BY DIMENSION

4 · ATTRACTOR · 12%

Customer Concentration & Retention

60

● Verified

WHAT WE FOUND	Net revenue retention is 112% and gross churn 6%. The largest customer is 19% of ARR and its contract allows termination on change of control. The top ten are 58% of ARR, and three of them renew in 2027.
WHY IT EXISTS	The largest customer was the launch customer. Its 2016 contract was never renegotiated and still carries a change of control termination right.
WHAT A BUYER WILL DO	The change of control clause will be found in the first week of legal diligence. Expect the buyer to require the customer's consent as a condition of closing, or to hold back part of the price.
WHAT 70 LOOKS LIKE	The change of control right removed or waived, and the largest customer renewed on a multi year term or below 15% of ARR.

5 · ATTRACTOR · 10%

Operational Scalability

60

◐ Corroborated

WHAT WE FOUND	Product documentation is good. The ISO 27001 certificate covers the cloud platform only, while 38% of revenue comes from on premise deployments outside its scope. Deployments depend on two senior engineers, one of whom has been informally promised equity.
WHY IT EXISTS	Deployment knowledge sits with two people because it was never the bottleneck. Certification was scoped for the cloud product only, to save time.
WHAT A BUYER WILL DO	A cybersecurity buyer will check the certificate scope first. The informal equity promise will surface in interviews and must be honoured, documented or withdrawn before it does.
WHAT 70 LOOKS LIKE	Certification extended to on premise delivery, a deployment playbook a third engineer has used unaided, and every equity promise written down.

6 · DECIDER · 13%

Legal & Compliance

55

○ Partly self reported

WHAT WE FOUND	The core detection module was first written by a freelance developer in 2017. We found no IP assignment. NIS2 applies to several customers, which helps demand but adds obligations. One dispute with a former distributor is open.
WHY IT EXISTS	Early stage shortcuts were never revisited: a freelancer without an assignment, a distributor agreement without a clear exit.
WHAT A BUYER WILL DO	An unassigned core module is a condition precedent at best and a deal breaker at worst. Buyers ask for it in the first document request.
WHAT 70 LOOKS LIKE	Signed retrospective IP assignment, a written NIS2 position, and the distributor dispute settled or reserved for.

WHAT WE FOUND, DIMENSION BY DIMENSION

7 · ATTRACTOR · 10%

Strategic Positioning

81

◐ Corroborated

WHAT WE FOUND	A clear niche in operational technology security for mid sized manufacturers. No patents, but an integration library covering over 300 industrial devices that would take a competitor years to rebuild.
WHY IT EXISTS	Nine years of integration work with industrial device makers. This is a genuine moat, built slowly.
WHAT A BUYER WILL DO	This is why a strategic buyer would rather buy than build. It is the core of your equity story.
WHAT 70 LOOKS LIKE	Already above 70. Evidence the library is owned, maintained and documented protects this score.

8 · DECIDER · 10%

Transaction Readiness

55

● Verified

WHAT WE FOUND	Most of the building blocks of a process are not yet in place, which is normal eighteen months out. The shareholders have no common position: the shareholders' agreement has no drag along clause, and the angel investor's 10% carries a consent right on any sale. There is no written equity story and no review of deal structure or tax for the shareholders. Document collection is under way and ahead of most companies at this stage. The stated price expectation implies a multiple above the range we see in comparable transactions.
WHY IT EXISTS	No process has been planned yet, so nobody owns readiness as a whole. The price expectation rests on a competitor transaction reported in the press, not on the company's own normalised numbers.
WHAT A BUYER WILL DO	A buyer reads transaction readiness as a signal of how the process will run. Unaligned shareholders and an untested expectation are the most common reasons a process launches and then stalls.
WHAT 70 LOOKS LIKE	Shareholders aligned in writing, including drag along and consent rights; an equity story built on evidence; structure and tax reviewed; a price expectation explained from the normalised numbers. Documentation then follows from these.

CRITICAL ANALYSIS · CROSS CHECKING

Six claims in management's own materials did not survive cross checking.

We tested every quantified claim in the management presentation, board packs, website and sales deck against source data. These are the ones that failed. None is fatal alone. Together they are the pattern a buyer looks for.

THE CLAIM	WHAT THE EVIDENCE SHOWS	WHY IT MATTERS
Net revenue retention of 118% Management presentation, January 2026	112% recalculated from the billing export. Two new group entities were booked as expansion.	Small gap, large credibility cost. Buyers recalculate every KPI once one fails.
Pipeline coverage of 3.1 times Board pack, Q3 2026	2.4 times after removing €0.9m of opportunities with no activity for over 120 days.	Forecasts will be discounted across the board, including the ones that are sound.
"ISO 27001 certified" Website and sales deck	Certificate scope covers the cloud platform only. 38% of revenue is on premise and outside scope.	In cybersecurity, an overstated certificate reads as a culture problem, not a paperwork one.
Adjusted EBITDA of €2.1m FY2025 management accounts	€0.35m of adjustments undocumented; €0.15m of one off costs recur yearly. Supportable range €1.6m to €1.75m.	Every multiple a buyer applies starts from the lower base.
Growth of 31%, driven by NIS2 demand Management presentation	New customer ARR fell 22% in 2025. Growth came from existing customers buying more.	The tailwind story is not yet visible in new customers. A buyer will ask whether the base is saturating.
"No dependence on any single customer" Sales deck, investor section	Largest customer is 19% of ARR, with a change of control termination right.	The single most dangerous clause in the contract base, currently described as a non issue.

> **Our read.** These are not signs of bad faith. They are what happens when materials are written to sell rather than to survive diligence. But a buyer cannot tell the difference, and once two KPIs fail, every remaining number is treated as unproven. Fixing the materials costs nothing. Leaving them costs credibility across the whole report.

CRITICAL ANALYSIS · THE BUYER'S VIEW

Two versions of the same company. Today, the evidence supports the second.

THE STORY MANAGEMENT TELLS

A fast growing, hard to copy security platform for industrial companies, riding a regulatory wave, with customers who stay and buy more.

THE STORY A SCEPTICAL BUYER WILL TELL

A founder run security vendor whose growth now comes from upselling a concentrated base, whose earnings are overstated by up to a quarter, whose certificate does not cover a third of what it sells, and whose core code it may not own.

How a buyer will price each gap

Not every gap costs money. Some cost control, time or certainty. The mechanism matters as much as the amount.

GAP	MECHANISM	WHAT IT MEANS FOR YOU
Core module IP not assigned	WALK AWAY	Condition precedent at best. If the freelancer cannot be found or refuses, most buyers stop.
Change of control right, largest customer	CONDITION	Customer consent required before closing, which hands that customer leverage over the timing.
Revenue recognition and EBITDA adjustments	PRICE	Lower earnings base. Applied across the whole multiple, so the cheapest gap to fix is the most expensive to leave.
Owner holds key relationships, no CFO	STRUCTURE	Longer earn out, larger deferred element, retention terms for the CEO.
Informal equity promise	INDEMNITY	Specific indemnity, likely excluded from warranty and indemnity insurance.
Open distributor dispute	ESCROW	Part of the price held back until resolved.
Certificate scope, KPI restatements	PRICE	Wider diligence scope, more questions, and a general discount for credibility.
Shareholders not aligned; process not yet prepared	TIME	An angel investor's consent right, no drag along clause, and no equity story or structure work yet: a slower, less competitive process and more time in exclusivity for the price to move.

CRITICAL ANALYSIS · STRESS TESTS

What happens to the score if the obvious risks land.

Each scenario is plausible within the next eighteen months. We re scored the affected dimensions and applied the same rules, including the decider gate.

SCENARIO	WHAT CHANGES	SCORE	TIER	WHAT IT DOES TO A DEAL
The largest customer uses its change of control right	ARR falls 19% overnight and net revenue retention drops below 100%.	54 -7	CONDITIONALLY READY	The equity story loses its proof. Most strategic buyers pause; financial buyers re price.
The freelancer refuses to assign the IP	Ownership of the core detection module cannot be evidenced.	58 -3	CONDITIONALLY READY 2 deciders below 50	A second decider falls below 50. For most buyers this ends the process.
2026 growth lands at 20%	The slowdown is read as a trend, not a pause.	58 -3	CONDITIONALLY READY	Attractor score falls below 65. Fewer buyers, less competition, lower price.
The lead deployment engineer leaves	Half of deployment knowledge walks out, with an unresolved equity claim.	59 -2	CONDITIONALLY READY	Delivery risk becomes a diligence finding and a likely retention condition.

The concentration of risk. The two most damaging scenarios, the customer and the IP, are both contractual and both fixable before a process starts. After a process starts, the other party knows you need them, and the price of fixing either rises.

What the score does not show. Scenarios rarely arrive alone. A customer that leaves during diligence also slows growth and raises questions about the relationships the CEO holds. The combined effect is larger than the sum.

GAP CLOSING ROADMAP · THE REGISTER

17 gaps between today and a score a buyer will pay for.

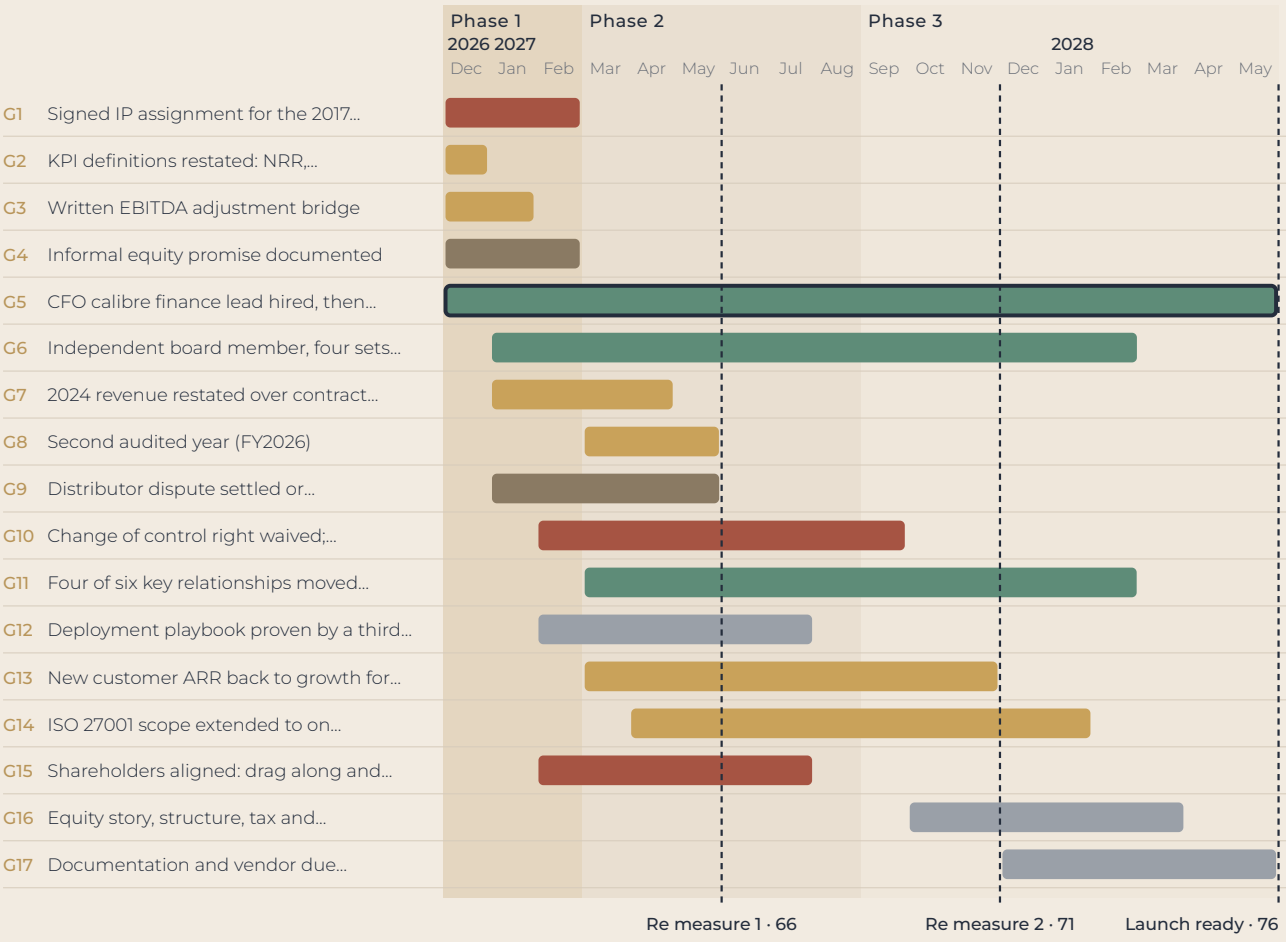
	GAP	DIMENSION	SEVERITY	LEAD TIME	TYPICALLY OWNED BY
G1	Signed IP assignment for the 2017 core module ◆	Legal	DEAL BREAKER	1 to 3 months	CEO with counsel
G2	KPI definitions restated: NRR, pipeline, certificate scope wording	Growth	CREDIBILITY	1 month	Finance manager
G3	Written EBITDA adjustment bridge ◆	Financial	PRICE	2 months	Finance with accountant
G4	Informal equity promise documented	Operational	INDEMNITY	2 to 3 months	CEO
G5	CFO calibre finance lead hired, then twelve months in post · critical path	Governance	STRUCTURE	5 months to hire, 12 to prove	CEO and board
G6	Independent board member, four sets of quarterly minutes	Governance	STRUCTURE	3 months, then 12 months of record	Shareholders
G7	2024 revenue restated over contract term, reviewed by auditor ◆	Financial	PRICE	3 to 4 months	Finance with auditor
G8	Second audited year (FY2026)	Financial	PRICE	After year end	Auditor
G9	Distributor dispute settled or provisioned	Legal	ESCROW	3 to 6 months	CEO with counsel
G10	Change of control right waived; largest customer renewed ◆	Customer	CONDITION	Tied to 2027 renewal	CEO and account owner
G11	Four of six key relationships moved to named account owners ◆	Governance	STRUCTURE	Six months to move, six to prove	CEO and sales
G12	Deployment playbook proven by a third engineer	Operational	FRICTION	6 months	Head of engineering
G13	New customer ARR back to growth for two quarters	Growth	PRICE	Two reported quarters	Sales
G14	ISO 27001 scope extended to on premise delivery	Operational	PRICE	9 to 12 months	Security lead
G15	Shareholders aligned: drag along and consent rights resolved ◆	Readiness	CONDITION	3 to 6 months	Shareholders with counsel
G16	Equity story, structure, tax and price expectation built on evidence ◆	Readiness	FRICTION	Once EBITDA is settled	Shareholders
G17	Documentation and vendor due diligence ready for launch	Readiness	TIME	Final six months	Finance lead

◆ Gaps where how and when you act changes the outcome; see page 14. Severity describes how a buyer would respond if the gap were still open at launch: stop the deal, set a condition, cut the price, change the structure, hold money back, or slow the process down.

GAP CLOSING ROADMAP · THE SEQUENCE

Eighteen months, three phases, one critical path.

Starting December 2026. Bars show when each gap should be open and closed. The outlined bar is the critical path: it sets the earliest date a process can credibly launch.



Phase 1: remove the deal breakers · Phase 2: rebuild the evidence · Phase 3: prove it holds

> **Why Q2 2028, not 2027.** A finance lead hired by May 2027 has twelve months of tenure by May 2028. Buyers give little credit to a CFO who arrived just before the sale, because they cannot tell whether the numbers are hers or inherited. Launching earlier is possible, but governance is then paid for through structure: a longer earn out and more of the price deferred.

GAP CLOSING ROADMAP · CHECKPOINTS

What must be true at the end of each phase.

PHASE 1 · DECEMBER 2026 TO FEBRUARY 2027

Remove the deal breakers

Nothing in this phase is expensive. All of it is urgent, because each item gets harder once anyone outside the company knows a sale is being considered.

EXIT CRITERIA

- IP assignment signed, or a documented fallback agreed with counsel
- Every KPI in management materials reconciles to source data
- EBITDA bridge written; equity promise documented
- CFO search under way; independent director identified; shareholder positions understood

PHASE 2 · MARCH TO AUGUST 2027

Rebuild the evidence

The numbers are rebuilt so a buyer's quality of earnings review confirms them rather than corrects them.

EXIT CRITERIA

- FY2026 audited; 2024 revenue restated and reviewed
- Finance lead in post by May 2027 at the latest
- Distributor dispute resolved or provisioned
- Change of control renegotiation opened with the largest customer

PHASE 3 · SEPTEMBER 2027 TO MAY 2028

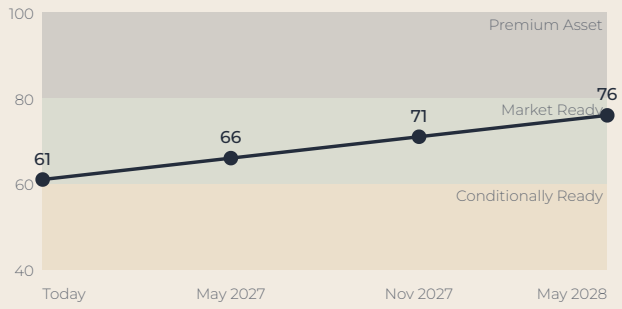
Prove it holds

Buyers discount anything new. This phase exists only to build a track record: the same people, the same numbers, quarter after quarter.

EXIT CRITERIA

- Finance lead twelve months in post; four sets of board minutes
- Four key relationships held by named account owners, confirmed in customer calls
- Two quarters of new customer growth; certificate extended
- Shareholders aligned in writing; equity story and price expectation built on evidence; documentation and vendor due diligence ready

Score trajectory, if each phase is completed



How to read the trajectory

Today November 2026	61	CONDITIONALLY READY
Re measure 1 May 2027	66	MARKET READY
Re measure 2 November 2027	71	MARKET READY
Launch ready May 2028	76	MARKET READY

These are targets, not forecasts. A checkpoint only counts when we have re measured against new evidence. If a phase slips, the launch date moves with it.

This roadmap sets out what must be true and by when. How you get there, and with whom, is your decision.

WHAT THIS ROADMAP DEMANDS

Most of the roadmap is work. The part that decides the price is judgement.

10 of the 17 gaps can be closed by your own team with the right hires. The other 7 (G1, G3, G7, G10, G11, G15, G16) are different: how and when you ask changes the outcome, and a mistake is usually made once. Then comes the transaction itself, and the earn out after it. The evidence in this report points to one conclusion: this company should not go through preparation, sale and handover without an experienced transaction adviser.

STAGE	WHERE EXPERIENCE CHANGES THE OUTCOME	WHY
Preparation	Asking the largest customer to waive change of control	The request itself signals a sale. Timing and framing decide whether you get a waiver or a renegotiation.
	Approaching the freelancer for the IP assignment	Approached badly, a signature that costs nothing becomes a ransom.
	Rebuilding the numbers to survive a quality of earnings review	Knowing what a buyer's accountants will adjust, before they do. Usually a vendor due diligence.
	Aligning shareholders and grounding the price expectation	A minority with a consent right, or an expectation built on a press report, stalls a process after it has launched.
Transaction	Choosing and approaching buyers	Competitive tension is the only reliable protection on price. One interested buyer is a negotiation you lose slowly.
	Holding the price through exclusivity	Most value is lost after heads of terms, one diligence finding at a time.
	Negotiating structure, not just price	Earn out, deferred payments, escrow, indemnities and warranty insurance often matter more than the headline.
Beyond signing	Earn out measurement and disputes	Earn out targets that cannot be measured cleanly are the most disputed term after closing.
	Handover and retention	The relationships in G11 must survive the change of owner, or the earn out does not pay.

What a good adviser should be able to show you

- Has sold companies of this size, in this sector, recently, and will give you references you did not choose
- Challenges your price expectation in the first meeting rather than flattering it
- Works from this roadmap instead of starting a fresh diagnosis you pay for twice
- Commits senior attention through exclusivity, when most value is lost
- Has fees weighted to the outcome, and stays engaged after signing while the earn out runs

OUR POSITION

We do not recommend a particular adviser, and this report is yours to give to any of them. DoneDeal, our sister firm, prepares companies and runs transactions. We say so openly. DoneDeal never scores its own clients, and choosing an adviser has no effect on your score.

WHAT A BUYER WILL ASK FIRST

Six questions drawn from the weakest evidence.

1	Who owns the code in the core detection module?	Legal & Compliance
2	Why did ARR growth slow from 38% to 31%?	Growth Trajectory
3	What happens to the top three customers if the CEO steps back?	Management & Governance
4	Restate 2024 revenue under the contract term. What is EBITDA then?	Financial Quality
5	When does the 19% customer renew, and on what terms?	Customer Concentration
6	Has anyone been promised equity or a bonus on sale?	Operational Scalability

EVIDENCE REGISTER SUMMARY

DIMENSION	POINTS	VER.	CORR.	SELF
Financial Quality	20	18	2	0
Growth Trajectory	14	13	1	0
Management & Governance	16	10	4	2
Customer Concentration & Retention	14	14	0	0
Operational Scalability	14	11	3	0
Legal & Compliance	17	11	2	4
Strategic Positioning	15	12	1	2
Transaction Readiness	15	15	0	0
Total	**125**	**104**	**13**	**8**

WHAT WE COULD NOT VERIFY

We held two customer reference calls, both chosen by management. A buyer will call customers you did not choose.

We did not contact the freelance developer. Whether an assignment can be obtained is unknown.

The split between cloud and on premise revenue comes from management and has not been tied to invoices.

FY2026 figures run to September only. A weak fourth quarter would change Growth and Financial Quality.

METHOD, REVIEW AND YOUR RIGHTS

How this Index was made, and who stands behind it.

The method

The company is scored on 125 data points in eight weighted dimensions. Each data point has a written evidence anchor that defines what earns each score, so the same company scores the same way whoever reviews it. Three years of audited accounts earns full marks; management accounts alone earn the lowest. The full method, including every weight, is published.

Where software was used, and where people were

Software read and cross checked the documents, proposed a score for each data point and drafted findings. Every score and every sentence in this report was then reviewed, and where necessary changed, by the people named below. No score reaches you without human review.

Your rights

You may challenge any finding within 30 days by sending new evidence. We will re score and reissue at no cost. You may ask to see the evidence behind any score, and ask us to delete your data at any time.

Owner readiness

This report covers the company only. How ready the owner is, personally, is measured in a separate WizeFlow report, addressed to the owner alone and never shared without the owner's written consent.

Your data

Hosted in the European Union. Your data is used to improve benchmarks only if you opted in, and only in anonymised form.

Benchmarks

This edition scores against evidence anchors, not against other companies. Sector benchmarks will be added once enough companies have been measured for the comparison to mean something.

Independence

WizeFlow measures how ready a company and its owner are. DoneDeal, our sister firm, prepares them and gets the deal done. DoneDeal never scores its own clients, and requesting an Index commits you to nothing more.

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The Index assesses readiness. It is not a valuation, an audit, a quality of earnings review, investment advice or a guarantee of any outcome. A buyer will run its own financial due diligence; findings here are at readiness depth. It reflects the evidence available on 31 October 2026. This sample describes a fictional company; any resemblance to a real business is coincidental.