

THE BLIND SPOT IN EVERY DEAL

The due-diligence question no workstream currently answers.

Financial, legal, commercial and technology due diligence are run to a high standard on every deal — yet none of them answers a question of equal weight to deal success: **can this leadership team actually make the decisions the thesis depends on, and where will the two teams collide once combined?** Wizer maps how decisions get made — the thinking styles, experience and blind spots in the room. It enters at due diligence, where the finding can still move the price, and recurs through integration, where deals are most often lost.

THE M&A LIFECYCLE

Wizer does not belong in every phase. **Three moments carry the value** — entry at diligence, depth at integration, a recurring layer through value realisation. The greyed phases are deliberate.



02 PHASE

Due diligence THE ENTRY POINT

Does the target's leadership have the cognitive range to deliver the thesis we are paying for?

The one workstream no deal currently runs. Every other stream interrogates the asset; decision diligence interrogates the people who must execute it. Wizer maps the target leadership's decision-making composition — and, where access allows, the acquirer's — to show whether the combined group has the range the integration demands. Because the finding lands **before close, it can shape the number** — a decision-composition risk priced like a legal or financial exposure, not discovered six months in.

DECISION PROFILES

PANEL STRENGTH

WHERE IT SITS

A named diligence workstream alongside financial, legal, commercial and tech DD.

05 PHASE

Day One & integration THE HIGH-STAKES MOMENT

Two teams, one set of joint decisions — which calls are most at risk, and is the right person in each room?

Where deals are most often lost, and where Wizer is most proven. Map the combined leadership team, find where decision styles clash, and surface which Day One calls carry the most risk. The **Recommendation Engine** shows who should be in each decision — including capable people on both sides who'd never be in the room by default. Integrations succeed when they start early; Wizer is what makes an early start work rather than simply begin.

PANEL STRENGTH

RECOMMENDATION ENGINE

WHERE IT SITS

Directly inside the IMO and SteerCo — who staffs the workstreams and which decisions need governance.

07 PHASE

Value realisation THE RECURRING LAYER

Synergy capture runs for months to years — is the combined entity actually making decisions well as it goes?

A lighter, ongoing layer. As functions combine and the operating model settles, Wizer tracks decision quality across the integration period — showing the board how decisions are made, where the team still needs support, and how the thinking mix matures. This is what turns a single diligence engagement into **recurring intelligence across the mandate**.

LIVE DECISION SCIENCE

WHERE IT SITS

Alongside synergy tracking and value-capture reporting.

PROVEN IN PRACTICE

The right people, in the right rooms.

An M&A consultant brought Wizer into a live merger where the wrong people kept ending up in strategic decision meetings. Using Decision Profiles, the Recommendation Engine and Panel Strength to get the right mix into each room, the integration produced **better outcomes, higher trust between the merging teams, and a smoother process** — with fewer conflicts along the way.