

# WILLOWBARK CONSULTING LLC

## Technical Due Diligence Capability Statement

### OVERVIEW

Willowbark Consulting helps investors, acquirers, boards, and software company leadership teams understand the true technical health, scalability, and execution capability of technology organisations.

Led by Paul Julius, Willowbark combines hands-on engineering leadership experience with investor-focused technical due diligence. Assessments focus not only on technology, but also on the people, processes, risks, and investments required to achieve future growth.

### CORE SERVICES

- Technical Due Diligence for Private Equity and Venture Capital
- Software Architecture Assessment
- Engineering Organisation Review
- Cloud Infrastructure Assessment
- AI Readiness Assessment
- DevOps and Platform Engineering Assessment
- CTO Advisory Services
- Technical Health Checks

### AREAS OF EXPERTISE

- SaaS Platforms
- Healthcare Technology
- AI-Enabled Products and Platforms
- Cloud-Native Architectures
- Engineering Team Effectiveness
- Software Delivery Performance
- Platform Scalability and Reliability
- Technical Debt Assessment
- Security and Operational Risk

### COMMON INVESTOR QUESTIONS ADDRESSED

- Can the platform scale to support future growth?
- How much technical debt exists and what is its business impact?
- Is the engineering organisation appropriately staffed?
- How effective are product and engineering delivery processes?
- What key-person risks exist?
- What technology investments will be required over the next 12-36 months?

- Are AI claims supported by genuine capability?
- What are the primary technology risks affecting valuation?

## DELIVERABLES

Typical engagements provide:

- Executive Summary
- Key Risks and Concerns
- Technology and Architecture Assessment
- Engineering Team Assessment
- Product Delivery Assessment
- Scalability Review
- AI and Data Assessment (when applicable)
- Recommended Actions and Investment Priorities

## BACKGROUND

Paul Julius is an engineering leader, consultant, and technical assessor with experience evaluating software companies across multiple industries. His background includes engineering leadership, cloud architecture, DevOps, software delivery, AI platforms, and technical due diligence engagements for investors and acquirers.

## ENGAGEMENT MODEL

- Rapid response for live transactions
- Fixed-scope diligence engagements
- Fractional CTO advisory services
- Follow-on portfolio company support

## CONTACT

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## SELECTED ENGAGEMENTS (ANONYMISED)

- Technical due diligence of a healthcare SaaS platform supporting medical practices, including architecture, engineering team, scalability, and delivery assessment.
- Assessment of an AI-enabled surgical technology company, including computer vision capabilities, engineering maturity, data considerations, and scaling risks.

- Technical review of a practice management software provider, focusing on platform architecture, technical debt, delivery effectiveness, and hiring requirements.
- Cloud infrastructure and DevOps assessment of a rapidly growing SaaS business preparing for significant customer growth.
- Engineering organisation effectiveness review covering team structure, leadership, hiring plans, development practices, and operational readiness.
- CTO advisory and technical health assessments for founder-led software companies preparing for investment or acquisition discussions.