

# Newfire Global Partners Technology Due Diligence

The Right Insights for the Hardest Decisions

## A Deep Dive with a Difference

At Newfire, due diligence isn't just a checklist. It's a comprehensive exploration led by seasoned practitioners with recent, real-world industry experience who deliver both tactical and strategic insights. Our diligence teams include senior, US-based engineering and product leaders with experience from startups to IPO and on both sides of the investment transaction.

These strategic advisors are complemented by our software architects and lead developers, whose direct, hands-on experience with current technologies ensures comprehensive, actionable insights based on deep analysis of source code, development processes, security systems, and operational requirements.

## Rooted in Technology and Industry Experience

As a leading advisory firm in the digital health product and engineering space, Newfire Global Partners brings in-depth industry knowledge to every due diligence project. Newfire’s team has worked with hundreds of companies at every investment stage from seed to late-stage growth, and with stakeholders across the Venture, P/E, and public equity markets. We understand the questions behind your questions and the challenges growing companies face around technology, product management, operations, and compliance.

## Actionable After the Investment

Our due diligence reports include actionable feedback for the target company. We put suggestions into context based on similar companies at similar stages, giving companies a pathway from “survival” to “good” to “great.” Reports can be tailored to the key business questions underlying the investment thesis - whether that’s scalability, security, IP defensibility or any other core investment question.

## Why Use Newfire's Due Diligence Services?



**Investors Evaluating Deals:**  
Our due diligence projects provide the insights needed to evaluate a potential deal thoroughly. Target companies also benefit from our reports, which are crafted to offer actionable insights, thereby facilitating a mutually beneficial understanding and paving the way for successful partnerships.

**Companies Preparing for Acquisition or Fundraising:**  
Newfire equips you for success with strategic assessments and resources, setting a solid foundation for the due diligence process. Our comprehensive approach enhances your readiness and ensures the best possible outcome from the deal.

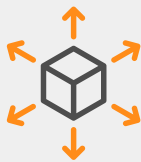


## Diligence Focus Areas



### Engineering Processes and Staffing:

We identify the precise additions needed for team success, strategizing on the optimal deployment of existing resources to speed up delivery and enhance outcomes in a sustainable way.



### Scalability:

Our experts have firsthand experience with high-volume data processing challenges and will assess the capability of the target infrastructure to scale. This assessment identifies potential bottlenecks and areas for enhancement, ensuring your systems are primed for growth.



### AI Asset Deep-Dives:

We assess AI technologies and implementation to ensure they are both safe and effective and provide a solid and secure foundation for future growth and development. This can include processes for data curation, model testing, and evaluation workflows, as well as “ML Ops” infrastructure for scalable data science.



### Build vs. Buy Decisions:

Leveraging our industry expertise and market knowledge, we evaluate the merits of building in-house versus purchasing and integrating solutions, ensuring the most efficient use of resources, helping companies focus on what matters.



### Financial Efficiency Analysis:

We can develop comprehensive operational cost models, specifically tailored to the SaaS aspect of the target business, ensuring your financial planning is as scalable and efficient as your technology.



### Security and Compliance:

We examine overall security processes and assess compliance with accepted frameworks, including NIST standards, SOC-2, HITRUST, and HIPAA, as appropriate and required, safeguarding your operations and data integrity.

## About Newfire

Founded on the principle that true expertise encompasses both technological prowess and an intimate understanding of the social challenges inherent in the US health system, Newfire is led by seasoned executive, product and technology leaders who have had a major impact on the US healthcare industry, providing operational leadership at companies from Series A to IPO.

Newfire has assembled a unique cohort of deeply experienced advisors, including VP and C-executive leaders within major, US-based healthcare systems and technology firms. Our advisors have led technology, product and operations initiatives and have navigated the complex landscape of healthcare delivery.

Headquartered in Cambridge, MA, Newfire’s global presence spans Europe, Latin America, and the Asia-Pacific region. Our scale allows us to provide flexible solutions for complex team-building challenges - including complex engineering services, UI and UX development, corporate transformations, interim leadership and accelerated starts for new projects.



It’s very rare to find someone who is willing to go diving into clickstream data and combine that with their own research into the idiosyncrasies of US healthcare in order to arrive at very well-considered, very well-argued recommendations about the path forward. Newfire has been a partner in really talking through our roadmap on the operational side. That’s not what you would expect from a developing partner, usually a more mechanical relationship where you need to provide much more specific instructions.

**Ryan Scharer, Chief Technology Officer · FOLX Health**



## Partner with Newfire for Due Diligence That Drives Decisions

Choose Newfire's advisory services for due diligence that offers more than insights—it offers a pathway to growth and success. Whether you're preparing for the next stage of your company's journey or evaluating a potential investment, our team is equipped to provide the depth of analysis and strategic guidance you need to make informed decisions.

Contact us to learn how our due diligence services can support your organization.

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