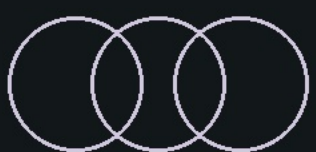
A QUESTION FOR THE BOARDROOM

# Would a buyer believe this slide without the presenter?

*The exit-room receipt*



PE GP / portfolio CFO

THE FIELD TEST




# Trace the operating claim

Attach the baseline definition, observed window and changing volumes to the metric.

THE FIELD TEST




# Separate capacity from financial recognition

Mark what the controller accepted, what is modeled and what has not converted.

THE FIELD TEST




# Rehearse buyer verification

Have a permitted independent reviewer reproduce the comparison without the original presenter.

TAKE IT TO THE MEETING

# What would you hand to a buyer who wants to test the claim today?

The decision guide is free at otomat.ai/insights.