

JAMAL AL-SHEIKHLY

In-House PE & Portfolio Technology Value Leader

IT Due Diligence | Carve-Outs | Integrations | Value Creation

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### The Problem I Solve for PE Funds

Across buyouts, carve-outs, and buy-and-builds, **technology is one of the biggest hidden value leaks**:

- IT risk is identified too late or expressed vaguely in DD
- Day-1 readiness is underestimated, creating instability post-close
- TSA costs overrun and linger longer than planned
- Integration is slow, vendor-heavy, and value-destructive
- Portfolio companies lack a clear, executable tech roadmap

The result: **delayed synergies, higher costs, distracted management, and reduced exit multiples.**

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### What I Do (In One Sentence)

I translate IT complexity into deal-ready insight pre-close, then own execution post-close to stabilise operations, reduce cost, and accelerate value creation across PE portfolios.

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### Where I Add Value (Deal Lifecycle)

#### Pre-Deal / IT Due Diligence

- Identify *real* IT risk, not theoretical issues
- Quantify separation, integration, cyber, and cost exposures
- Distinguish “fixable post-close” from “price-adjusting” risks
- Provide decision-ready input to ICs and deal teams

**Outcome:** Better pricing, fewer surprises, faster closes

#### Signing → Day-1

- Own Day-1 IT readiness and execution planning
- Design TSA strategy, scope, costs, and exit plans
- Coordinate vendors, internal teams, and management
- Ensure operational continuity at close

**Outcome:** Zero critical Day-1 incidents, controlled TSA spend

#### Post-Close / Value Creation

- Stabilise the IT environment quickly
- Execute integration or separation roadmaps
- Drive cost take-out (vendors, systems, operating model)
- Build scalable target-state IT aligned to exit strategy

**Outcome:** Faster synergy capture, lower run-rate costs, exit-ready platforms

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## How I'm Different from Advisors

- Execution-led, not report-led
- Comfortable owning outcomes, not just recommendations
- Speak deal, EBITDA, and risk, not just technology
- Can operate as:
  - in-house PE technology lead
  - portfolio-level IT leader
  - interim / bridge hire that converts permanent

I reduce dependency on Big-4 / external advisors while improving speed and quality.

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## Typical Situations I'm Brought Into

- Carve-outs with complex shared IT
- Buy-and-build platforms lacking integration discipline
- Assets with underinvested or fragile technology
- Deals where cyber, cloud, or ERP risk is material
- Portfolios needing consistent tech governance and value tracking

## What This Looks Like in Practice

- 20+ IT DD engagements on \$3b+ transactions
- 10+ carve-outs and integrations delivered end-to-end
- Zero critical Day-1 failures across separation programmes
- \$100m+ annualised cost savings delivered through IT value initiatives

## How Funds Use Me

- Permanent in-house hire (Technology / Value Creation Lead)
- Portfolio-level role across multiple assets
- Interim / contract role that converts once trust is built

## What I'm Looking For

A London-based, in-house PE or portfolio role where I can:

- reduce deal risk
- accelerate post-close execution
- build repeatable tech value across assets

Comp aligned to scope and ownership (typically £130–160k base).