

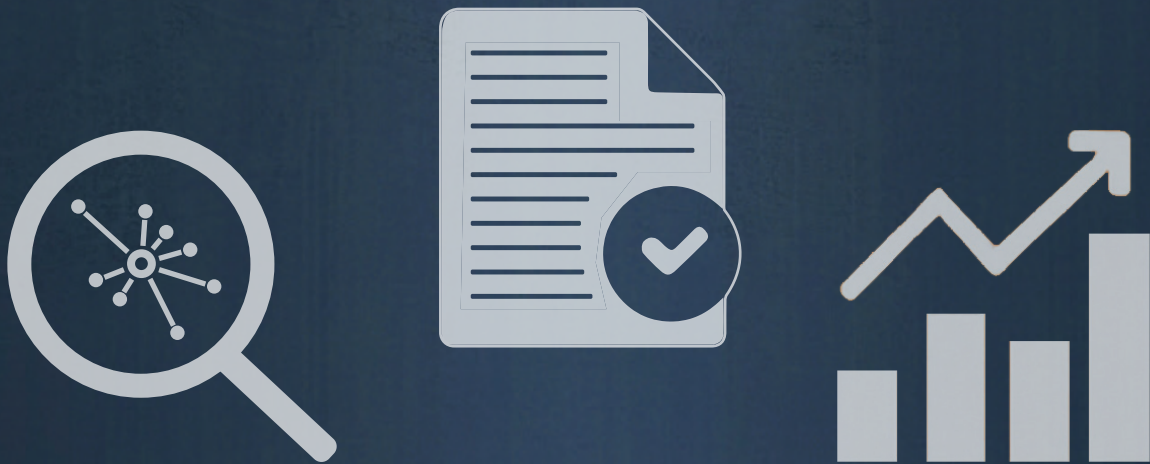
# THE TOP 3 USES OF AI IN CORPORATE DEVELOPMENT



And how to instruct your AI tool to produce usable output

# AI creates the most value where it improves pipeline quality, diligence speed, and investment judgment.

The key is giving your AI tool a clear role, acquisition thesis, decision criteria, and required output format, not asking for generic brainstorming.





# DEAL SOURCING & TARGET SCREENING

**Purpose:** Use AI to scan markets, filings, news, hiring patterns, ownership signals, and strategic moves so the team can surface likely targets faster and rank them against the acquisition thesis.

**Build Instructions:** Tell your AI tool the target profile: sector, size, geography, ownership type, adjacency logic, strategic fit criteria, deal-breakers, and the outside signals it should review. Ask it to score each company against weighted criteria and explain why each name ranks where it does.

**Requested Output:** Ranked target list, scoring matrix, why-fit rationale, disqualifiers, recent trigger events, and recommended next step for outreach or deeper diligence.

# 1



## DILIGENCE ACCELERATION & RISK DETECTION

**Purpose:** Use AI to read large diligence sets quickly and isolate the issues most likely to impair value, delay close, or complicate integration.

**Build Instructions:** Give your AI tool a diligence checklist and define the red-flag categories up front: contracts, customer concentration, litigation, cyber, pricing, compliance, management retention, and systems. Require it to separate facts from inference and cite the document source behind each issue.

**Requested Output:** Red-flag log, issue heat map, missing-data list, management Q&A list, value-at-risk summary, and Day-1 or integration implications.

# 2



## SYNERGY, VALUATION & DEAL THESIS SUPPORT

**Purpose:** Use AI to pressure-test synergy assumptions, compare a target to prior acquisitions, and build a faster first-pass view on valuation and integration complexity.

**Build Instructions:** Provide the deal thesis, synergy hypotheses, timing assumptions, cost-to-achieve rules, and prior deals to use as analogs. Instruct your AI tool to challenge assumptions, show upside and downside cases, and identify what would most change the valuation.

# 3

**Requested Output:** Synergy assumption book, scenario table, sensitivity analysis, overlap map, integration complexity assessment, and investment committee summary.

# Build Your AI Advantage.

The best Corp Dev use cases aren't generic—they are precise.

**Better targets. Faster risk detection. Stronger judgment.**

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