

ALLYVEX

Autonomous Strategic Sales Intelligence — PARTNER TRACK

Target Company: Trustedstack

trustedstack.com

PARTNER VERDICT: AVOID

Confidence: 85/100 | Regret Score: 15/100

Trustedstack's small size and financial distress limit their distribution value and reliability as a partner.

(For reference — CUSTOMER Track Verdict: AVOID)

Recommended Approach: NEITHER

Executive Summary

Trustedstack presents a high-risk, low-reward opportunity for Datavex. While their rapid growth and technical openness suggest potential, their financial instability (layoffs, budget cuts) and small scale (20-50 employees, \$1-5M revenue) make them a poor fit for both customer and partner tracks. The Bear's red flags—particularly financial distress and competitor contracts—outweigh the Bull's signals, and Detective's audit confirms weak technical, budget, and timing fit. Avoid engagement until financial stability improves or scale increases significantly.

PARTNER Track — Key Metrics

| Metric | Value |
|----------------------|---------|
| PARTNER Verdict | AVOID |
| PARTNER Confidence | 85/100 |
| PARTNER Regret | 15/100 |
| CUSTOMER Verdict | AVOID |
| CUSTOMER Confidence | 90/100 |
| CUSTOMER Regret | 20/100 |
| Recommended Approach | NEITHER |