

ALLYVEX

Autonomous Strategic Sales Intelligence — CUSTOMER TRACK

Target Company: Trustedstack

trustedstack.com

CUSTOMER VERDICT: AVOID

Confidence: 90/100 | Regret Score: 20/100

Trustedstack's financial instability and small scale make it unlikely they can afford or prioritize Datavex's solutions in the near term.

(For reference — PARTNER 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.

CUSTOMER Track — Key Metrics

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

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