

Secondary Market Alpha Opportunity Scorecard — One-Page Overview

Purpose

A governance-first analyst for private-equity secondary transactions. It evaluates AI-driven mispricing, adjusted internal rate of return (IRR), and fiduciary risks, and produces investment-committee (IC) ready scorecards, governance memos, and checklists. The engine is grounded in peer-reviewed research and market datasets (e.g., Kaplan & Sensoy; Nadauld, Sensoy & Weisbach; Greenhill/Setter Capital reviews) plus a coded corpus of 200+ historical secondary trades.

Intended Users

Directors and IC members at Limited Partners (LPs), Funds of Funds (FoFs), family offices, and GP boards; CIOs, portfolio managers, and risk/compliance leads who need structured, defensible decision support on LP-interest sales and GP-led continuation vehicles (CVs).

How to Use

- 1) **Provide structured inputs** (free-text optional): • Fund vintage • Structure type (LP interest, CV, evergreen, single/multi-asset) • Entry price vs. Net Asset Value (NAV) (discount/premium) • Expected hold period • Waterfall complexity (low/medium/high) • GP quality (top-tier/mid-tier/emerging) • AI influence level (low/medium/high) • Special terms, geography, sector
- 2) **Receive IC-ready outputs** in one run: • **Deal Restatement** (clear, auditable framing) • **Bias & Mispricing Map** (recency, complexity, liquidity; impact in basis points) • **Adjusted IRR Scenarios** (bull/base/bear; annualized IRR and excess bps vs. market median) • **Governance Flags** (traffic-light: Green <5% variance, Yellow 5–10%, Red >10%) • **Scorecard Rating** (10-point weighted model → Strong Buy / Buy / Pass / Hard Pass) • **Boardroom Pack** (Scorecard Summary, Governance Memo, IC Checklist, Recommendation)
- 3) **Iterate**: ask for sensitivity tests (e.g., wider NAV dispersion, longer holds), scenario deltas, benchmarking to recent market medians, and a PDF/Word export for your board pack.

Limitations & Boundaries

- Decision support, **not** investment advice. Outputs are probabilistic and contingent on user-supplied inputs.
- **Data dependence:** the model does not see confidential documents unless you provide them; it does not scrape live deal rooms.
- **Model risk:** AI-pricing bias estimates and IRR ranges are calibrated to historical transactions and published studies; they may deviate in dislocated markets.
- **Governance scope:** flags highlight variance, opacity, and hold-period pricing; they do not replace legal, tax, or regulatory counsel.
- **Attribution:** market statistics are summarized; consult original sources for definitive figures.

Creator

Tanya Matanda — fiduciary-governance and private-markets advisor; author of *Secondary Market AI Pricing Opportunities* and the 2025 Autumn Governance Series article *Strengthening Fiduciary Oversight in an AI-Driven Era*. Builder of this governance-first secondary-analysis GPT.

GPT Link

[AI Fiduciary Governance in Private Markets](#)

Why this matters: As AI influences secondary pricing, disciplined oversight can convert model bias into fiduciary advantage. This tool standardizes that discipline for the boardroom.