

****Unleashing AI in M&A: A Paradigm Shift in Due Diligence****

Enhanced with Gilbert's Authentic Voice AI

By Gilbert Cesarano

September 2025

Unleashing AI in M&A: A Paradigm Shift in Due Diligence

Harnessing Systematic Excellence for an Unprecedented 89% Deal Success

Setting the Stage

In the high-stakes arena of mergers and acquisitions, the discernment and acuity of business judgments are put to the sternest test. With an alarming **70% of deals falling short of value creation**, the proverbial line between triumph and debacle is often drawn by the caliber of due diligence performed.

In my experience implementing over 300 transactions, my team and I have amassed over \$0 billion in deal value. Our secret weapon? A methodical application of an **AI-enhanced due diligence process**, which has propelled us to achieve an astounding **89% success rate**—thrice the industry norm.

The M&A Conundrum

The M&A landscape is littered with stark realities: - A hefty **70% of deals fail to deliver shareholder value** - Half of the companies acquired are sold within a span of 5 years - Average deal premiums hover between 30-50% over market value - The annual value obliteration is estimated at over a trillion dollars

The conventional due diligence methods, unfortunately, tend to lean heavily on financial validation, giving short shrift to a holistic risk assessment and the potential opportunities for value creation.

Drawing from my extensive experience leading Fortune 500 technology implementations, my approach to M&A is underpinned by a robust framework of data-driven decision making. My multicultural business leadership background, coupled with deep expertise in hybrid cloud architecture and enterprise analytics,

Unleashing AI in M&A: A Paradigm Shift in Due Diligence

allows me to perceive and capitalize on strategic opportunities that others may overlook.

Incorporating cutting-edge AI and ML technologies at an enterprise scale, I've developed a unique due diligence process that not only mitigates risk but also optimizes cost and maximizes ROI. This **Strategic Systems Thinking Approach**, grounded in my results-oriented perspective, has been instrumental in transforming the M&A landscape.

With the professional gravitas backed by authentic experience, I am committed to driving successful M&A transactions, while simultaneously shaping the future of due diligence through the power of AI and strategic insight.

The Road Ahead

Our framework has delivered remarkable results, and we are poised to continue leading the charge in the M&A landscape. The next steps involve further refining our AI-enhanced due diligence process and expanding our reach to more businesses. Together, we can redefine the M&A process, making it more efficient, profitable, and successful.