

# Reinventing your SDLC for the GenAI Era



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Hg

# Overview

As at March 2025

25  
years of investing

130+  
total Software & Services investments

c.\$100<sub>bn</sub>  
assets under management

c.126<sub>k</sub>  
portfolio employees

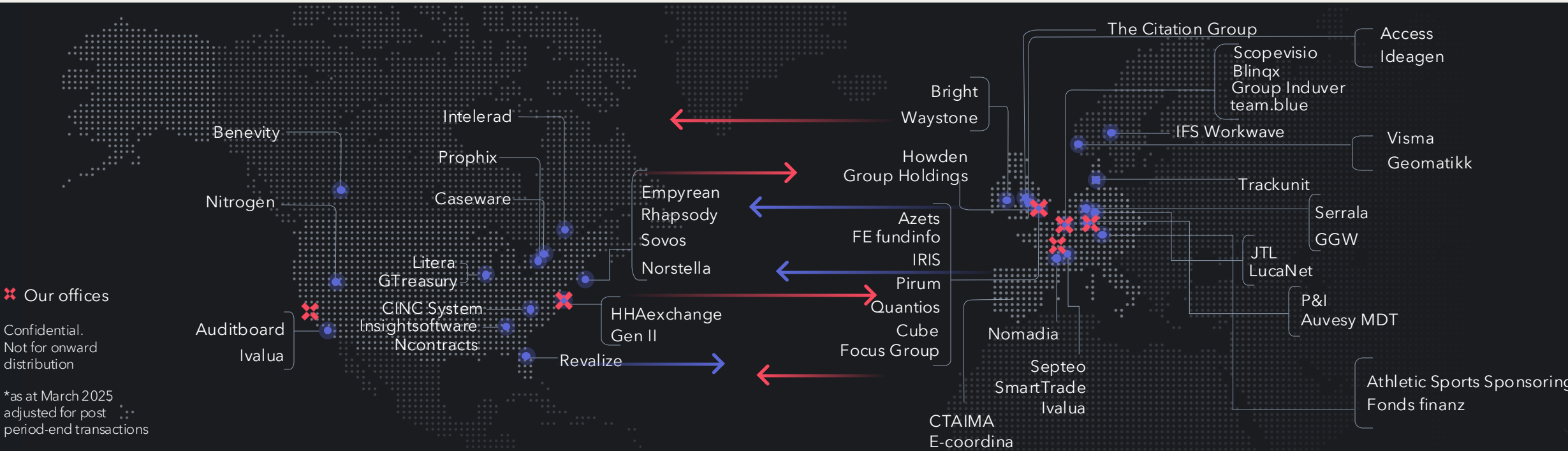
>\$160<sub>bn</sub>  
aggregate EV\*

+\$27<sub>bn</sub>  
total revenue of our companies

## Flexible approach

- Deal size  
\$50m to \$12bn+
- Partnership  
Minority to majority
- Horizon  
3 years to 15+ years


- Our culture  
The DNA through which the firm was built.
- Specialised focus  
Our focus, knowledge and operational resources.
- Long-term transformation  
Building enduring businesses over decades.
- Transatlantic strength  
Unique transatlantic expansion capabilities





# The next platform shift





Potential for  
disruption

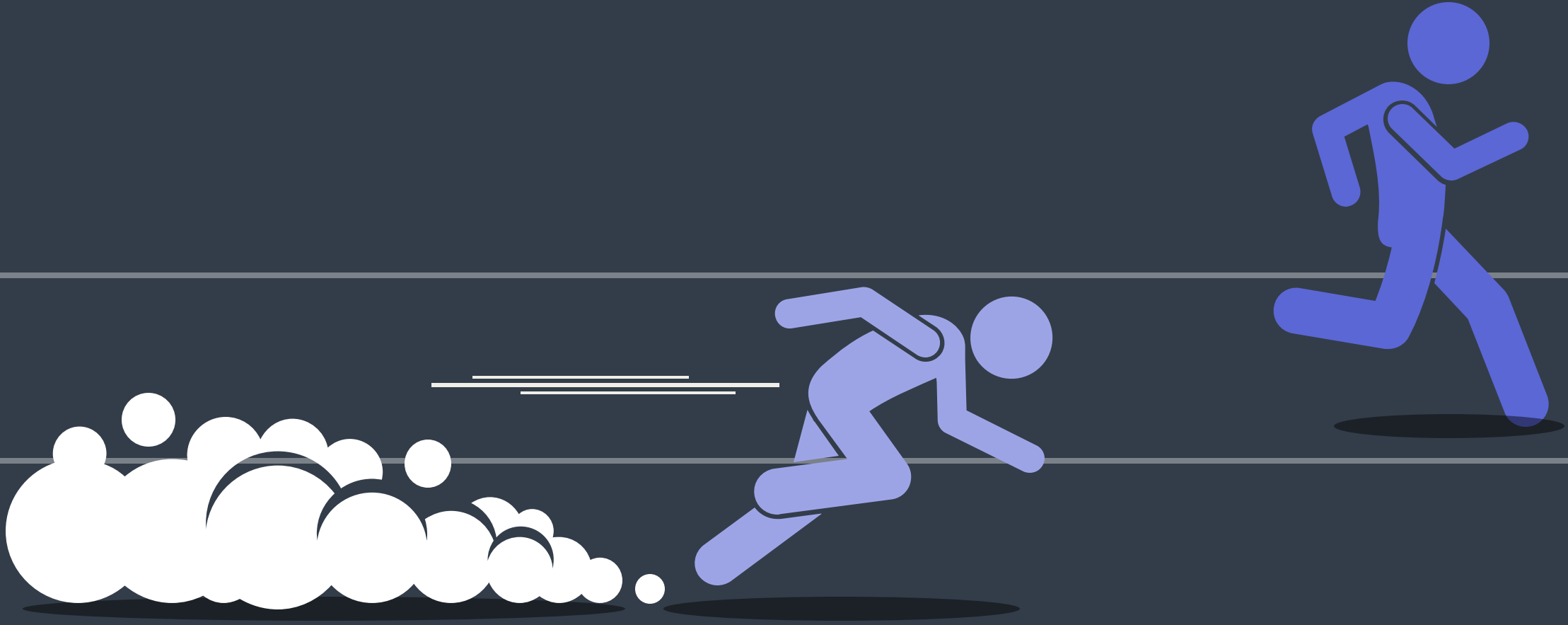


"A mildly  
concerned CEO"



Hg early adopter of AI co-pilots

Next-gen Agentic development tools are already here





Opportunity

10×

Reality today?

20-30%



Unlocking 10x  
gains is a major  
transformation





# AI Agents are only as effective as the environment they operate in

## High Friction

Inefficient AI execution

## Tech barriers

Enablers for AI toolchain

## Process Friction

Bottlenecks to system throughput

## Human change

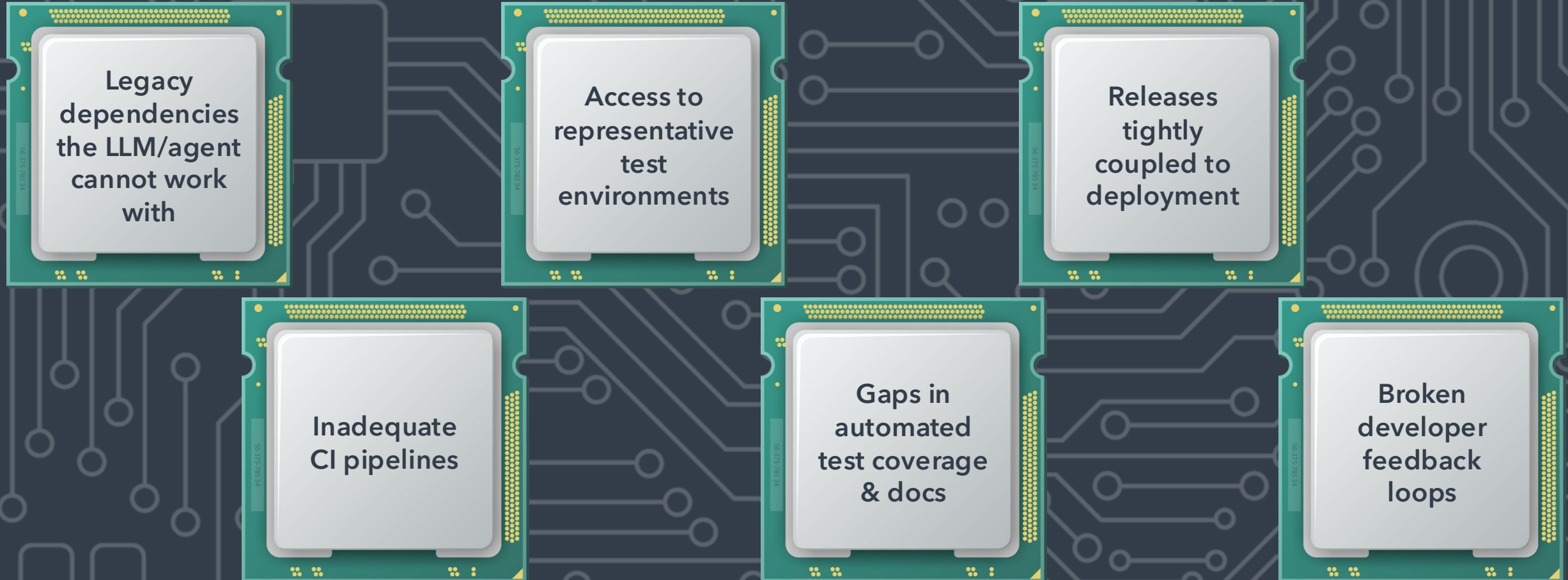
Adaptation to new Tools, roles & processes

## AI Transformed

High performing with High AI leverage



# Getting to the start line - Technical foundations



**Good news** - Most of these issues have established solutions & AI agents give great leverage to resolve them in record time!

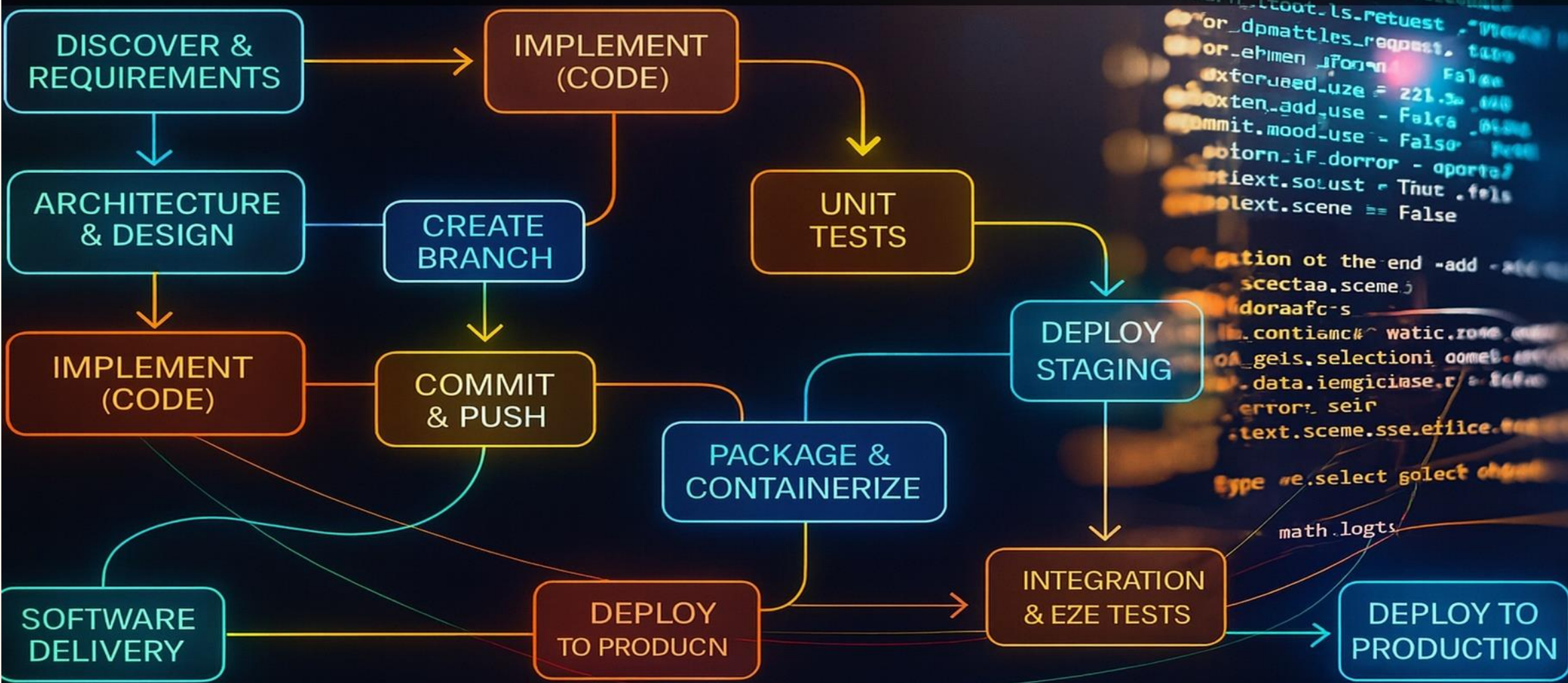


**Build fast,  
but build  
safe**





# Codify standards and process



Codify your standards and processes



# The Problem:

## Exponential Returns Require Exponential Change



### Individual Contributor

**Copilot Model:** Essentially the same workflow as pre-AI development

Developer remains hands-on with code, using AI as an enhanced autocomplete tool

Modest gains ~10%



### Technical Expert/Consultant

**AI-First Model:** Developer supervises rather than directly writes code

Developer becomes more like a non-typing pair programmer, actively monitoring and intervening

Significant gains 40% to 50%



### Technology Manager

**Agentic Model:** Developer rarely sees code being written

Focus shifts to task breakdown, architecture, code review, and integration

Transformative gains 200%+

# Litera reimagine quality engineering through AI Agents

40%

Increased tests  
coverage

93%

Faster regression  
cycles

3-5x

Productivity  
improvements

5

Major products in 3  
weeks

- *"250 engineers operating at the speed of a thousand." Greg Ingeno CTO*
- *"Once engineers see they can 10x their output—or stop doing the work they hate—they want in." Bill Block, VP Global AI, Innovation & Architecture*
- *"We've seen people not just embrace this technology, but use it to completely reinvent their careers," - Michele Gough, VP of Quality Engineering*
- *"In my career, I've never launched so many products in such a short time. The innovation pace is unmatched. It's been fun telling our customers literally every few weeks how much more they can accomplish with Litera's products." - Cynthia Gumbert, Chief Marketing Officer*



# But it can't work here....

## Context Dependency

Organizations relying on undocumented knowledge and high-tenure staff struggle when AI lacks this deep context

## Standards & documentation Gaps

Lack of robust product standards, component libraries, and platform architecture requires extensive documentation

## The "Artisanal Engineer" Problem

Developers with decades of craft experience reject functional AI code that doesn't match their personal style preferences



We are accelerating  
engineering output...  
Where is the next constraint?

AI gives developers great  
leverage and autonomy;  
Software development  
remains a team sport





Help wanted



**Looking for an investor to support your business growth?**

**Able to help our portfolio become AI-native?**

**Get in touch: [stuart.pearce@hgcapiatal.com](mailto:stuart.pearce@hgcapiatal.com)**