

Project Rationale: The "Deal Flow Assistant"

1. Executive Summary: A "Horsepower" Response to the Mission

This project is a direct response to the core philosophy of Caprae Capital. The "Deal Flow Assistant" is not another sales tool; it is an AI-powered co-pilot for the acquisition entrepreneur, designed to automate analysis and empower the searcher with an analytical and emotional edge.

2. The Problem: The Loneliness of the Search

Standard sourcing tools generate lists. For an acquisition entrepreneur, a list is not the answer; it is the start of a thousand new questions and hundreds of hours of manual, soul-crushing work. The core problem is not a lack of data, but a lack of actionable, empathetic intelligence that can turn a long list into a short, promising conversation.

3. The Solution: The Deal Flow Assistant

This tool is a prototype of an integrated, intelligent workflow designed to solve the searcher's core problems. It automates the initial, repetitive stages of deal flow analysis, allowing the entrepreneur to focus their energy on building relationships.

- a. The tool algorithmically identifies signs of owner fatigue—the single greatest indicator of a business owner who may be open to a conversation about their legacy and the future of their company.
- b. The tool provides an instant "Potential Fit Score." This feature embeds strategic thinking directly into the workflow, allowing the searcher to instantly triage their opportunities and focus on the highest-potential targets.
- c. The tool acts as an "analyst-in-a-box." This helps the searcher develop a preliminary investment thesis before spending significant time on a deal.
- d. The tool generates a respectful, personalized email draft. Its purpose is not to "sell" but to start a human conversation about the owner's future and life's work. It is outreach designed with empathy, reflecting the understanding that one is approaching a founder, not a sales prospect.

4. Alignment with the #bleedandbuild Ethos

This tool was conceived as a direct embodiment of the values that define Caprae Capital.

- It's Scrappy
- It's a Weapon for the Underdog
- It's Empathetic:

This project is my answer to your call to "build with us." It is my attempt to build the tool I believe you would have wanted on your own journey.