AN EXECUTIVE WORKING SESSION · BY INVITATION

From Investment Thesis to Verified Value

For US Venture Capital and Growth Investors, Portfolio Leaders and Founders

An operator-led approach connecting the investment thesis to aligned execution and measurable growth, contribution-margin, runway and capital-efficiency outcomes.

Across US venture capital, the pressure to distinguish valuable growth from capital-intensive growth has rarely been higher. Investors must identify which companies require support now, where follow-on capital can materially improve the trajectory and where additional intervention or capital may not be justified.

Venture-backed companies are investing in AI, data, automation and new operating systems. Yet measurable value frequently stalls between investor insight, founder alignment and operational execution.

Leadership teams may have dashboards, board reporting and AI initiatives while still struggling to answer the questions that matter:

- Where are growth quality and capital efficiency beginning to weaken?
- Which commercial, operational, financial and cash signals are connected?
- Which portfolio companies require support first?
- Which intervention should be prioritised?
- How can board and information rights be used without assuming operational control?
- Is the founder and management team aligned around the decision?
- Did the action improve contribution margin, burn, runway, retention or unit economics?
- Will the evidence withstand board, reserve-allocation, next-round, secondary, strategic-buyer and investor-diligence scrutiny?

THE EVIDENCE IS INDEPENDENT AND CONSISTENT

The value gap is real — and it is not a technology problem.

McKinsey’s State of AI 2025 finds that 88% of organisations use AI in at least one function, yet only 39% report enterprise-level EBIT impact and roughly 6% qualify as AI high performers.

BCG’s Widening AI Value Gap 2025 reaches the same conclusion from a separate sample: only 5% of companies are classified as “future-built” and consistently generate substantial value, while 60% report minimal gains despite meaningful investment.

> **The defensible conclusion across both studies is that only around one in twenty organisations currently converts AI into material and consistent enterprise-level financial value.**

This does not mean that 95% of individual AI projects fail. The research measures organisational maturity and enterprise-level value.

The difference is organisational. Value appears where AI and data are connected to decision rights, workflow redesign, KPI ownership, management adoption, execution responsibility and rigorous expected-versus-actual measurement.

That is precisely the chain this working session demonstrates.

THE MARKET DOES NOT NEED ANOTHER FRAMEWORK

The challenge is not access to more AI, tools or reporting. It is connecting the complete value-creation chain:

Investment Thesis → Business Signals → Operating Intelligence → Decisions Architecture → Execution Support → Performance Outcomes

ValueFabric, in cooperation with Tier 1 Operating Partners, connects two capabilities that usually sit apart:

The organisational conditions required for execution without control — thesis translation, board and information rights, founder alignment, influence pathways, accountability and operating cadence.

And the intelligence, decision and evidence architecture connecting company context and Business Signals to Operating Intelligence, Decisions Architecture, Execution Support and measurable Performance Outcomes.

Together, these capabilities move investors, founders and portfolio leaders from growth intent to aligned execution and defensible results.

BUILT FOR US VENTURE CAPITAL REALITIES

The methodology is identical across regions. The United States edition applies it with additional emphasis on:

- growth efficiency;
- contribution-margin quality;
- burn and runway discipline;
- retention and unit economics;
- portfolio triage;
- reserve allocation;
- next-round and secondary readiness;
- strategic-transaction evidence;
- and governed AI adoption.

The edition also recognises power-law portfolio economics. Not every company should receive the same intervention. Not every underperforming company can be recovered. Not every strong company requires investor involvement. Not every signal justifies additional capital.

The session distinguishes where investor support can change the trajectory, where more evidence is required and when not to intervene.

WHAT STANDS BEHIND THE METHOD

ValueFabric does not ask investors to take value creation on faith. The approach is built with real-world experts and designed to be verified, not asserted:

- **A network of more than 40 Tier 1 executives and operators** drawn from investment firms and portfolio companies — experienced practitioners, not a black-box model.
- More than ten years of real-world company research across multiple sectors, business models and operating conditions.
- A method built on verification — tracing outcomes from baseline through Business Signal, decision, intervention and execution to measurable Performance Outcomes.
- Academic validation supporting the underlying intelligence design.

The ValueFabric methodology, diagnostic products, analytical logic, Decisions Architecture, programme artefacts and operator-led process are available today.

The governed, layered intelligence engine designed to perform these activities continuously and at scale is in active development. The verified history it creates — connecting context, Business Signals, decisions, interventions, execution conditions and outcomes — cannot simply be licensed or purchased. It can only be built through real companies, decisions and measured outcomes.

WHAT WE WILL WORK THROUGH

Using a realistic venture-backed company case, participants will examine how apparently manageable movements in pipeline quality, retention, customer-acquisition economics, contribution margin, forecast accuracy and cash burn can combine into a more serious growth-quality, runway, financing and valuation risk. The session will demonstrate how to:

- detect emerging growth and performance risk earlier;
- connect commercial, operational, financial and cash signals;
- distinguish isolated KPI movements from a developing company trajectory;
- identify which portfolio companies require attention first;
- prioritise interventions by impact, urgency, capital requirement and execution feasibility;
- use the Influence and Intervention Rights Map to assess realistic influence pathways;

— build founder and management alignment without assuming control;
— determine where reserves should be protected or deployed;
— connect actions to expected contribution-margin, burn, runway, retention, unit-economics and capital-efficiency outcomes;
— compare expected and actual Performance Outcomes;
— and build stronger evidence for boards, next-round financing, secondary and strategic transactions.

THE PRACTICAL DISTINCTION

A completed initiative is not automatically value creation.
A KPI movement is not yet verified value.
Rapid growth is not automatically sustainable value.

Value requires a clear baseline, an agreed decision, an executed intervention and measurable Performance Outcomes — with sufficient evidence to understand what changed, why it changed and whether the improvement is repeatable.

WHO SHOULD ATTEND

— Venture Capital and Growth Investors
— Platform, Portfolio Support and Value Creation Leaders
— Portfolio Founders, CEOs, CFOs and COOs
— Investment Professionals and Board Directors
— Operating Advisors and Functional Experts
— Interim and Fractional Executives

WHAT PARTICIPANTS WILL LEAVE WITH

A practical understanding of how to connect:

— the investment thesis to the Business Signals requiring founder and management attention;
— Business Signals to Operating Intelligence;
— Operating Intelligence to Decisions Architecture;
— board and information rights to realistic influence pathways;
— founder alignment to executable interventions;
— decisions to accountable Execution Support;
— execution to measurable Performance Outcomes;
— and verified outcomes to stronger contribution-margin, burn, runway, unit-economics, capital-efficiency and financing evidence.

This is not another general AI webinar. It is a practical Executive Working Session for US venture capital and growth investors, founders and portfolio leaders.

EVENT DETAILS

Format Live online Executive Working Session
Duration 90 minutes
Scheduling By arrangement — US time zones
Participation By invitation
Hosted by ValueFabric, in cooperation with Tier 1 Operating Partners

REQUEST AN INVITATION

Subscribe to receive upcoming dates and a custom planning for your firm or portfolio.

Contact: contact@value-fabric.com

Following the session, selected participants may nominate one portfolio company for a private discussion on growth quality, burn and runway, founder alignment, reserve implications, execution risk and outcome evidence.