



# Venture Capital

**In venture capital, where reward is maximized by a willingness to take on calculated risks, good intelligence is key.**

How well do you know the entrepreneurs you are thinking of funding? A surface-level picture can often give a misleading impression. An early-stage company's success hinges on having not only a good strategy and market opportunity, but also the having the right people in the right positions.

As a dedicated investigations firm led by its co-founders, we have particular insight into the risks and opportunities facing a company breaking into an established market. Forward Risk is uniquely positioned to provide actionable intelligence into startups and their leadership teams, helping venture capital firms make confident investment decisions.

## How We Help

### ▶ **Investigative due diligence into startups, founders, and other key people**

Forward Risk provides research into promising startups with an approach that blends open-source, public record, and human intelligence capabilities. We apply a creative approach to investigations that is tailored to the concerns of venture capital investors, such as the track record of founders and other key personnel.

### ▶ **Mitigating risk to preserve value**

We conduct an examination of a prospective investment's leadership team, culture, overarching business strategy, and market reputation. Through meticulous research and interviews with former

employees and other relevant individuals, we obtain valuable insight into the founders and the company as a whole. Our research uncovers potential conflicts of interest, undisclosed relationships, and other potential red flags or adverse matters. We also provide regulatory intelligence and industry analysis to better inform investment decisions.

### ▶ **Plugging in to venture capital deal teams**

Forward Risk goes beyond the typical "checklist" approach of other investigative firms, leveraging our extensive experience with venture capital clients to analyze findings from their perspective, and highlight data points relevant to early-stage investments.



## Our Experience

### ▶ Source Inquiries Shed Light on Production Executive's Lackluster Professional History

Forward Risk investigated whether a startup's Chief Content Officer had sufficient levels of skill and expertise to drive content output. Our human intelligence gathering revealed weaknesses in the executive's resume and the caliber of his work, calling into question whether he was truly a good fit for the target company.

### ▶ Reputational Risks Revealed by Detailed Social Media Investigation

At the request of a client considering a minority-level investment, Forward Risk assessed the veracity of a subject's social media connections to several public figures and, in the process, discovered several potentially controversial "jokes" that were flagged to the client for purposes of reputational risk management.

## The Forward Risk Difference

The Forward Risk team is a close-knit group of star performers dedicated to excelling in the investigative profession. We have diverse backgrounds but a shared commitment to providing industry-leading services, reinforced through the firm's extensive investments in knowledge sharing, training, and professional development. Our success comes from the intelligence, creativity, experience, sophistication, and tenacity of our investigators.

We listen to our clients. We don't try to shoehorn a complex investigation into a pre-defined package that can be mass-produced. Through understanding each client's concerns and goals, we tailor our research and our reporting to what is most actionable.

We devote time, resources, and care to our work. Where other firms may pressure investigators to prioritize speed over quality, we are absolutely committed to thoroughness, depth, accuracy, and proper analysis. This is how we build strong and long-lasting relationships with our clients.

## Who We Are

Forward Risk is a corporate investigations, intelligence, and risk advisory firm that provides tailored investigation and litigation support, investor due diligence, and strategic intelligence services. Our unique approach combines well-honed industry savvy with bespoke reporting to deliver value-driven information tailored to meet complex client needs. Staffed by a diverse team of professionals including former attorneys, investigative journalists, intelligence community alumni, and other government affairs experts, we help clients navigate transaction and dispute lifecycles by providing investigation and litigation support, investor due diligence, and strategic intelligence services.

We marry comprehensive rigor to the curation of narrative context, which ensures that our clients receive actionable intelligence in the unique context of their specific engagement and objectives. Learn more about the unique strides Forward Risk takes in the investigative space at [www.forwardrisk.com](http://www.forwardrisk.com).

### CONTACT

**Brendan M. Foo, Partner and Co-Founder** | [brendan@forwardrisk.com](mailto:brendan@forwardrisk.com)  
**Conor Balbo, Director** | [conor@forwardrisk.com](mailto:conor@forwardrisk.com)