

WHAT BUYERS SEE – AND WHAT THEY DON'T, UNTIL THEY'VE EARNED IT

Your data room: staged, watermarked, and watched.

This is the room every serious buyer works from — access-gated so competitors see sensitive material last, watermarked so every page carries the viewer's name, and view-tracked so we know who's genuinely engaged before they've said a word.

● ● ● Project Aurora — Virtual Data Room

ACCESS-GATED WATERMARKED VIEW-TRACKED

01 · Teaser & Information Memorandum

GATE 1

02 · Financials

GATE 2

03 · Operations & systems

GATE 2

04 · Revenue & customer contracts

GATE 3

05 · People & employment

GATE 3

06 · Corporate, legal & licences

GATE 3

07 · Confirmatory & completion

GATE 4

08 · Q&A log — one register, nothing lost

ALL

02 · FINANCIALS — 4 OF 11 FILES SHOWN

STATUS

UPDATED

PDF

FY2024–26 Financial Statements

Watermarked · view-only

populated pre-launch

XLS

Monthly Management Accounts — current

Watermarked · view-only

updated monthly

XLS

Normalised EBITDA Schedule — every add-back itemised

Watermarked · view-only

populated pre-launch

XLS

Forecast Model — assumptions stated

Watermarked · view-only

populated pre-launch

04 · Customer contracts — client names redacted until Gate 3 (shortlist only)

Gate 1 — Everyone who signs NDA VIA DOCUSIGN, MINUTES Teaser and Information Memorandum. Enough to price interest; nothing a competitor could use.	Gate 2 — Engaged parties POST-IM, ACTIVE Q&A Financial detail, operations, systems. Client names and contract terms still withheld.	Gate 3 — The shortlist AFTER INDICATIVE OFFERS Contracts, customer names, people detail — only for the two or three who've proven they're real with a number.	Gate 4 — The winner EXCLUSIVITY, LATE & ONCE Confirmatory and completion documents, for one buyer only.
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Why staging matters: a competitor who enters your process and doesn't buy has still seen everything you showed them. Gating means the most sensitive material reaches only buyers who have earned it with a written number — and the view-tracking tells us who's spending hours in your financials versus who's window-shopping. Built on a secured commercial data-room platform; populated during Stage 1, before launch, so diligence never stalls waiting on documents.