

# DEAL & PARTNER INTELLIGENCE

Vladislav — Your B2B Active Sales Manager

## 1. PHILOSOPHY: KNOW WHO YOU'RE DEALING WITH — BEFORE, NOT AFTER

Deal & Partner Intelligence is an OSINT-based check of key partners, distributors, M&A; targets, and top executives — before major decisions are made. I examine the company or person as a deal subject: ownership structure, connections, litigation and sanctions risks, reputation, and operational reliability. You receive not a "thick report for the sake of reporting", but a focused memo with identified red flags, a clear go / caution / no-go conclusion, and specific recommendations: what to stipulate in the contract, what to verify additionally, and on what conditions to proceed. Everything is based solely on open sources — no intrusion, no grey methods, fully legal.

## 2. WHAT I ANALYZE

Direction	What We Examine
Ownership Structure	Who owns the company, through which legal entities, in which jurisdictions. Beneficial owners and UBOs identified through open registries.
Legal Risks	Active and historical litigation, enforcement proceedings, potential bankruptcies, court judgments. Pattern analysis across jurisdictions.
Sanctions & Compliance	Screening against international sanctions databases, toxic connection mapping, PEP check (politically exposed persons) for all key executives.
Reputational Profile	Media coverage, online reviews, public disputes, HR signals ("perpetual vacancies" as a red flag), social media patterns.
Operational Reliability	Actual business activity vs. declared. Subcontracting structure, subsidiary chains, inconsistencies between filings and real operations.
Red Flags Summary	Final consolidated list of identified risks with severity ratings: critical / moderate / informational — and their potential impact on your deal.

## 3. WHAT YOU GET

Deliverable	Details
Partner / Target Profile	Corporate structure, beneficial owners, legal entities, countries of presence, operational history.
Red Flags Memo	Prioritized risk list with severity rating: critical / moderate / informational. Each flag explained with source and business impact.
Final Recommendation	Go / Caution / No-go — an unambiguous conclusion with rationale. Not "on one hand... on the other."
Protection Checklist	Specific conditions, covenants, and restrictions recommended for the contract. Tailored to the identified risk profile.
Additional Verification Requests	What to pass on to your lawyer or financial due diligence team for deeper investigation beyond open sources.

## 4. PROCESS

- Brief (day 1): You share the target company / person name, deal context, and priority risk areas. I clarify the scope and turnaround time.
- Open-source research (days 1–3): Systematic scan across registries, court databases, sanctions lists, media, social profiles, job boards, and review platforms.
- Signal structuring (day 3–4): Raw data sorted into risk categories. Red flags identified, rated, and cross-referenced.
- Memo drafting (day 4–5): Red Flags Memo compiled: risk list, severity ratings, go / caution / no-go conclusion, protection checklist.

Ready to discuss your challenge. Reach out and I will respond personally.

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- Delivery & debrief (day 5): Memo delivered. Available for a 30-minute call to walk through findings and answer follow-up questions.

## 5. WORK FORMATS

Format	What You Get
Single Check	Full OSINT check of one company or individual. Red Flags Memo + go / caution / no-go + protection checklist. Delivered in 3–5 business days.
Deal Bundle (2–5 targets)	Batch verification for a shortlist of candidates: distributor selection, M&A; screening, supplier comparison. Priority-ranked output.
Ongoing Partner Monitoring	Monthly OSINT refresh on active partners: new litigation, ownership changes, sanctions updates, reputational shifts. Early warning before problems escalate.
Executive / C-Level Check	Background check on a key hire or board candidate: career verification, reputational profile, conflict-of-interest signals, PEP screening.

## 6. WHO THIS IS FOR

- Owners and investors — decisions on partnerships, distribution agreements, M&A;, and joint ventures
- Legal and compliance teams — external OSINT layer to complement financial due diligence
- HR directors and boards — vetting C-level candidates and key management hires
- Exporters — verifying distributors and agents in new countries before signing exclusivity agreements
- Any business — before a large advance payment, long-term contract, or strategic alliance

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Want to know who you're really dealing with before the contract is signed? I'll deliver a Red Flags Memo with a clear go / caution / no-go conclusion in 3–5 business days. Open sources only — legal, fast, and actionable. Don't need me — disconnect without risk.

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