SAMPLE | OPEN-SOURCE INTELLIGENCE BRIEF | FICTIONAL COMPANY

Paper Lantern Labs Ltd.

Pre-meeting brief for an early-stage investor. Prepared 22 November 2026 by dress.code.latte. Basis: public sources only. All names, numbers and sources in this sample are invented to show the format.

1. Bottom line

Overall confidence: Medium. The team is real and the product exists. Three headline claims in the pitch (company age, developer count, "no direct competitors") are not supported by public sources, and the claim of a "proprietary model" is probably overstated. None of this is disqualifying, and each point is worth a direct question before the meeting.

2. Claims versus evidence

Claim in the pitch	What public sources show	Status
Founded two years ago	Company registry shows incorporation 14 months ago. Earlier unincorporated work is possible.	Partly confirmed
CTO spent 4 years at a large cloud vendor	Conference talk page and the employer's engineering blog both list the role.	Confirmed
CEO had a previous exit	Acquirer's press release confirms the deal. The CEO's role and the price are not public.	Partly confirmed
10,000 developers use the SDK	Package registry shows about 2,300 monthly installs. No public evidence for 10,000.	Not supported
Proprietary model	Documentation and two job posts refer to a third-party model API.	Not supported
No direct competitors	At least five comparable products found; two have larger public funding.	Contradicted
Three enterprise customers	Two confirmed by public case studies. The third was not found.	Partly confirmed

3. Detailed findings

Finding	Evidence and source grade	Confidence
Registration date differs from the story in the deck	Registry extract (grade A). Date is certain; the explanation is not.	High (date), Medium (reason)
Technical leadership is credible	Conference page and engineering blog (grade B), consistent with each other.	High
Open-source SDK is small and slowing	Public repository: 3 contributors, about 180 stars, last commit 6 weeks ago (platform data, grade A for facts).	High
Defensibility may rest on a third party	Docs and job posts mention an external model API (grade B and C).	Medium
Hiring is engineering-only	Four open roles, none in sales or customer success (job board, grade C).	Low signal
No adverse public records found	No litigation, sanctions or adverse media hits for the company or the two named founders in the sources checked. This is not a legal search.	Medium (absence of evidence)
Standard, well-kept web setup	Public DNS and certificate records show a normal configuration; nothing unusual.	High, low relevance

4. Questions to ask the founders

- What was built before incorporation, by whom, and who owns that intellectual property?
- How is "10,000 developers" counted: sign-ups, installs or active users?
- Which parts of the model stack are yours, and what happens if your API provider changes price or terms?
- Can we speak to the third customer?
- Why has activity on the open-source SDK slowed?
- How do you differ from the two better-funded comparable products?

5. How to read this brief

Scale	Meaning
Source grade A	Official or primary record (registry, platform data).
Source grade B	Established independent source (press, conference, employer site).
Source grade C	Self-published or unconfirmed (job boards, social posts).
Confidence	High: several consistent sources. Medium: one good source or an inference. Low: weak or indirect signal.

6. Limits and method

Method: public sources only (company registry, code and package registries, conference and press pages, job boards, public DNS and certificate records, news archives). No deception, no private data, no contact with the company or third parties. Personal information is limited to professional background.

Not covered: financial statements, legal due diligence, reference calls, non-public documents. Absence of evidence is not evidence of absence. Findings reflect public information on the date above and may change. This brief describes facts, inferences and unknowns; it is not investment, legal or financial advice.