

DAKOTA MARKETPLACE · INTELLIGENCE SERIES

The One Connector Rule: Why Your AI Is Only as Smart as the Data Behind It

Choosing a database connector for Claude isn't a software preference — it's a strategic decision that shapes how your AI thinks, what it knows, and what it misses. For years.

Something important has changed in how institutional fundraising professionals interact with data — and most people haven't fully thought through the implications. AI tools like Claude can now connect directly to institutional databases. For anyone working in private markets, that sounds like a major unlock. And it is — but only if you make the right connection decision.

95%+GLOBAL PRIVATE MARKETS
COVERED BY DAKOTA**~20%**COVERED BY NICHE U.S.-ONLY
ALTERNATIVES**1**DATASET CLAUDE NEEDS TO
PERFORM AT FULL CAPACITY

When You Connect a Database to Claude, You're Making a Declaration

You're telling your AI: this is my source of truth. Claude is going to learn your market, your counterparties, and your universe of LPs and GPs through the lens of whatever data you connect to it.

Now here's where it gets important. What happens if you try to connect two competing databases at once — say, two different LP databases from competing providers? You might assume that's more data, more intelligence, better answers. The reality is the opposite.

Two databases don't double your intelligence — they halve your confidence. Duplicate records, conflicting AUM figures, overlapping contacts with different titles and emails. Claude doesn't know which source to trust.

You've introduced noise into your AI at the foundation level. And it compounds over time — every query, every summary, every piece of outreach your team generates is built on a foundation the AI itself isn't sure about. Garbage in, garbage out — at AI speed.

So You Have to Pick One. And That Decision Matters Enormously.

Not all databases cover the same market. This is the part most people underestimate.

Some platforms cover a meaningful slice of the institutional universe — U.S.-based family offices, registered investment advisors, certain endowments and foundations. That's a real segment. But it represents roughly 20% of the total global private markets opportunity.

If you connect that database to Claude, you've handed your AI a map with 80% of the territory missing. Your AI will answer confidently about the 20% it knows — and will be blind, or worse, wrong, about everything else.

What Dakota Covers

Dakota's database covers LPs, GPs, and private companies globally — pension funds, endowments, foundations, family offices, RIAs, wealth channel, sovereign wealth funds — across every geography and every channel. That's 95%+ of the addressable private markets universe.

When you connect Dakota to Claude, Claude sees the whole world. It can surface the right LP at the right firm in the right geography, understand mandate parameters, cross-reference contact relationships, and give your team intelligence that is actually actionable — not intelligence that's confidently incomplete.

THE ONE CONNECTOR RULE

Claude works best when it has a single authoritative source for a data category. Connecting two competing databases doesn't expand your AI's knowledge — it creates conflict the AI can't resolve. Pick the connector that covers your entire market, not a fraction of it. For global private markets, that means one choice.

But What If You Start With the Wrong One?

This is where the stakes get real. Most people frame the connector decision as something reversible — start somewhere familiar, upgrade later. That logic misses something critical.

When you switch connectors, Claude resets instantly. The AI recovers fine. But everything else doesn't. A year on the wrong connector leaves behind three compounding costs that no switch can undo.

COST 1 — A YEAR OF CONFIDENT IGNORANCE

Every time your team asked Claude "who are the best LPs for this strategy?", it answered — authoritatively, helpfully, completely — based on whatever slice of the market was in the dataset. It never flagged what was missing. Your team didn't know to question it. That's the definition of a blind spot: you don't know what you don't know.

COST 2 — CONTAMINATED OUTPUTS

Every AI-assisted email, market map, outreach list, and research memo produced over 12 months was built on a dataset that excluded most of the market. Those outputs live in your CRM. They were sent to prospects. They informed decisions. When you switch connectors, the AI resets — but your sent folder doesn't. Your board presentations don't.

COST 3 — THE OPPORTUNITIES YOU'LL NEVER KNOW YOU MISSED

This is the permanent one. You will never know which sovereign wealth fund your team didn't surface. Which pension fund in Europe never came up. Which LP relationship never started because the name wasn't in the dataset. The meetings that didn't happen, the relationships that didn't start, the capital that went to a competitor — that's gone. Invisibly. Permanently.

THE SWITCHING ILLUSION

When you disconnect a narrow connector and plug in Dakota, Claude immediately begins working with the full global dataset. That part is seamless. But your team spent a year learning to fish in a pond. You've now handed them an ocean. Their prompts are calibrated to the wrong scale. Their intuitions are shaped by incomplete returns. The technology is ready — the humans have to catch up. You're not starting from zero. You're starting from negative.

This Is a Technical Decision, Not Just a Commercial One

The connector you choose isn't a vendor preference you can swap out next year on a whim. It shapes how your AI behaves — what it knows, what it assumes, what it misses — for years. It becomes the epistemological foundation of your team's AI-powered work.

Choosing a narrow connector is a technical mistake. It means you're building your AI capability on an incomplete foundation from day one. And as AI becomes more embedded in how fundraising teams do research, write outreach, and manage relationships, that gap only widens.

Choose the connector that gives Claude a complete picture of your market. For anyone operating in global private markets, there's one dataset built for that — built by practitioners, for practitioners, over nearly three decades.

THE BOTTOM LINE

The AI Recovers. The Opportunity Cost Doesn't.

The best time to connect to the right dataset was before you started. The second best time is today — before you spend another month building on the wrong foundation.

See Dakota's AI Connector in Action

The complete global private markets dataset — built for the AI era, built for practitioners, over nearly three decades.

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