
— VC DEAL TEAMS · THOUGHT LEADERSHIP

The Top 7 Things a VC Deal Team Member Can Get Out of Dakota Marketplace

Speed and network are the currency of venture capital. Here's how the most complete private markets database makes both more powerful.

20K+

INVESTMENT FIRMS TRACKED

50K+

FUNDS COVERED

117K+

PORTFOLIO COMPANIES

28

YEARS OF DATA



Gui Costin
Founder & CEO, Dakota

Here is a paradox at the heart of venture capital. The job rewards decisiveness — moving quickly on conviction, writing a check before the next firm does. But good decisions require information, and information in private markets is notoriously hard to come by. Unlike public markets, there's no Bloomberg terminal for private fund data. There's no central exchange where investment firm activity, allocator commitments, fund performance, and portfolio ownership are neatly displayed in real time.

So deal teams have historically relied on two things: their network and their memory. Both are valuable. Both have hard limits.

Dakota Marketplace was built to remove those limits. Over 28 years, Dakota has assembled the most comprehensive private markets intelligence platform — covering investment firms, funds, allocators, fund performance, and 117,000+ sponsor-backed portfolio companies. Here are the seven things VC deal teams extract from that data every single day.

THE SEVEN USE CASES

01 Syndication Intelligence

CO-INVESTMENT & SYNDICATION PARTNER IDENTIFICATION

Most VC syndication still happens through warm introductions — someone at a conference, a text from a mutual friend, a cold email that somehow lands. It's relationship-dependent, slow, and subject to whatever network gaps happen to exist on your team.

Dakota changes the equation. With 20,000+ investment firms and 50,000+ funds in the platform, deal teams can quickly identify which funds are actively writing checks in a given sector, stage, and geography. More importantly, they can see who has co-invested alongside whom — revealing syndication patterns that never show up in press releases or LinkedIn updates.

The practical result: before a round closes, you can surface three credible co-investors you might not have called — because you didn't know they were active in your space until you looked.

» 20K+ INVESTMENT FIRMS » 50K+ FUNDS

02 Market Intelligence

COMPETITIVE LANDSCAPE MAPPING BEFORE YOU SIGN A TERM SHEET

When a deal team is evaluating a company, one of the first questions is: who else is in this space? Who owns competing companies, adjacent companies, or potential acquirees?

That information shapes conviction, valuation, and even which board seats to negotiate for.

Dakota's portfolio company database — 117,000+ sponsor-backed companies with ownership data — gives deal teams a full map of the competitive landscape before they ever walk into a management meeting. You can see which investment firms have made bets in your target's category, at what stage, and with what frequency.

This isn't just competitive intelligence — it's also deal flow intelligence. Knowing which categories are crowded with capital versus which are underloved is genuinely useful when deciding where to spend your sourcing time.

» 117K+ SPONSOR-BACKED PORTFOLIO COMPANIES



Relationships that took a decade to build are now a query away.

03 Fund Development

ALLOCATOR TARGETING FOR YOUR NEXT FUND RAISE

VC deal team members are rarely just deal people. At most emerging and growth-stage funds, principals and partners wear two hats: evaluating companies and helping raise the next fund. Those two responsibilities rarely get equal attention, and fundraising almost always suffers.

Dakota's allocator database lets deal team members approach their next raise with the same rigor they apply to investment decisions. Which allocators are backing funds at your strategy and vintage? Which have expressed interest in your asset class but haven't yet committed to a fund in your size range? Who backs emerging managers?

Instead of working from a spreadsheet of warm introductions and conference contacts, you start from a full map of who should be interested in your fund — and work backwards.

» FULL ALLOCATOR DATABASE

04 Track Record Verification

FUND PERFORMANCE BENCHMARKING FOR CO-INVEST DILIGENCE

Not all co-investment opportunities are created equal — and the quality of the lead investment firm matters enormously. But in private markets, verifying a fund's actual performance track record has historically required either knowing someone who's an allocator in the fund or relying on whatever the firm chooses to share in their pitch materials.

Dakota's private fund performance data gives deal teams an independent view. You can benchmark a potential co-invest lead against true peer funds — same vintage, same strategy, comparable size — and form a view on whether their track record is genuinely strong or just well-marketed.

This matters especially in today's market, where the number of firms claiming top-quartile returns continues to exceed mathematical possibility.

» [PRIVATE FUND PERFORMANCE DATA](#)

05 Exit Strategy

EXIT PLANNING & STRATEGIC BUYER IDENTIFICATION

The best VCs are thinking about exits from the moment they sign the term sheet. Not because they're rushing to get out — but because understanding who the eventual buyers are shapes everything: how the company should be positioned, which strategic relationships to cultivate, and what milestones unlock the best outcome.

Dakota's investment firm activity data helps deal teams build credible exit maps. Which funds have been active acquirers in your sector at different price points? Who's been buying on the secondary market? Which strategics have been partnering with investment firms in your space as a precursor to acquisition?

Exit modeling grounded in real transaction data is fundamentally different from exit modeling grounded in hope.

» [INVESTMENT FIRM ACTIVITY](#) » [TRANSACTION INTELLIGENCE](#)

06 Consortium Diligence

BACKGROUND CHECKS BEFORE JOINING A CAP TABLE

In consortium deals and club rounds, you don't just make a bet on the company — you make a bet on your co-investors. A bad firm on the cap table creates friction at every future milestone: board meetings, bridge rounds, strategic decisions, and eventually, the sale process.

Dakota lets deal teams run real diligence on potential co-investors before committing. Fund history, allocator base quality, portfolio concentration, and performance trends are all accessible — giving you an independent view of who you're about to co-sign with.

This is particularly valuable for emerging managers who may not have the network depth to get candid references through informal channels.

» FUND HISTORY » ALLOCATOR BASE INTELLIGENCE

07 Talent & Governance

IDENTIFYING BOARD MEMBERS & OPERATING PARTNERS

Post-investment, a deal team's job shifts from winning the deal to building the company. That often means identifying the right board members, advisors, and operating partners — people with domain-specific expertise who can accelerate the company's trajectory in a way that the VC firm alone cannot.

The portfolio company data in Dakota Marketplace creates a map of who has worked alongside which investment firms across which sectors. That graph reveals experienced operators, former portfolio company executives, and domain experts who might never appear in a LinkedIn search but are exactly right for your situation.

The best board members are usually found through networks, not job boards. Dakota makes that network searchable.

» PORTFOLIO COMPANY GRAPH » INVESTMENT FIRM RELATIONSHIPS

◆ AI-POWERED

One More Thing: All of This, Now Powered by AI

Dakota has always been a data platform. Now it's also a conversational analyst. The new AI-powered intelligence layer lets deal team members ask questions in plain language and get decision-ready answers — drawn from Dakota's proprietary database, not the public web.

Instead of navigating fields and filters, you ask:

"Which investment firms have backed SaaS companies at Series B in the last 18 months and might be open to co-investing?"

"What allocators are actively backing early-stage healthcare funds under \$300M that haven't yet committed to one in our vintage?"

"Show me funds with overlapping portfolio exposure to our top three portfolio companies."

The data has always been there. Now getting to it takes seconds, not hours.

THE BOTTOM LINE

Venture capital is a relationship business — but relationships have always been a proxy for information. Who do you know? Who can you call? Who owes you a favor? Those questions are really asking: what do you know, and how fast can you get to it?

Dakota Marketplace answers those questions directly. The deal teams using it aren't replacing their judgment or their network. They're amplifying both — with 28 years of curated private markets data that covers investment firms, allocators, funds, performance, and 117,000+ portfolio companies.

In a market where the difference between winning and losing a deal is often measured in days, that's not a nice-to-have. It's a structural advantage.

See how Dakota Marketplace works for your deal team.

Request a VC-specific demo

[» REQUEST A DEMO](#)