*Request that you fill in as much information as you can in the categories below. The italicized text provides examples of the information we are seeking. Some of this information may not be applicable and there may be other information that you feel would be valuable to our screening process. If you want to provide links to your documents, please provide individual links not a single link to all the documents. Please feel free to contact me with any questions.*

* **Overview:**
	+ **Business Name/ Legal Structure/Business Registration/Date:**
	+ **Business Location:**
	+ **Pitch Deck:** (Link to Pitch Deck)
	+ **Founders/Key Management/Advisors/Board/Co-Investors** (include names, titles/roles and link to bios)
	+ **Capital Request**:
	+ **Strategic or Tactical Support:**
		- *Industry knowledge/connections*
		- *Board Director/Observer/Advisor*
		- *Tactical startup/scaling support*
		- *Business Mentoring/Coaching*
* **Problem/Service/Idea:**
	+ *State the problem to be solved, the service to be offered or the product to be sold*
* **Solution/Offering:**
	+ *Solution to the problem, description of the service, or product details*
	+ *Competitive landscape*
	+ *Barriers to entry*
	+ *Protectable IP (status of patents, trademarks, etc.), tech stack.)*
	+ *Tech Stack/Details*
* **Business Model (Scale/Sales Plan)**
	+ *Simple and compelling story*
	+ *Industries/markets served/growth potential*
	+ *Unique Selling Proposition*
	+ *Product-market fit via proof of concept or pilots*
	+ *Market feedback on minimum viable product/service*
	+ *Customer testimonials or Proof Case*
	+ *Marketing/Sales Plan (B2B, B2C)*
	+ *Or Business Plan:* (or link to Business Plan)
* **Financials:**
	+ *Actual financials (2020-2021 YTD - Income Statement, Balance Sheet, Cash Flow)*
	+ *Forward Projections & Assumptions (2021-2022).*
	+ *Debt*
	+ *CARES Act*
	+ *Grants*
	+ *Financial Model:* (or link to Financial Model)
* **Total Addressable Market (TAM):**
* **Traction:**
* **Capital Requirement:**
	+ *Cap Table*
	+ *Use of requested funds*
	+ *Funds raised to date*
	+ *Plan for Next 3-6-9 months + Term*
	+ *Lead investor and prior terms/funding structures that may impact this round*
	+ *Planned future rounds.*
* **Why Invest with you now vs a re-look in 3-6 months when the product-market fit is determined more clearly? Exit Options?**