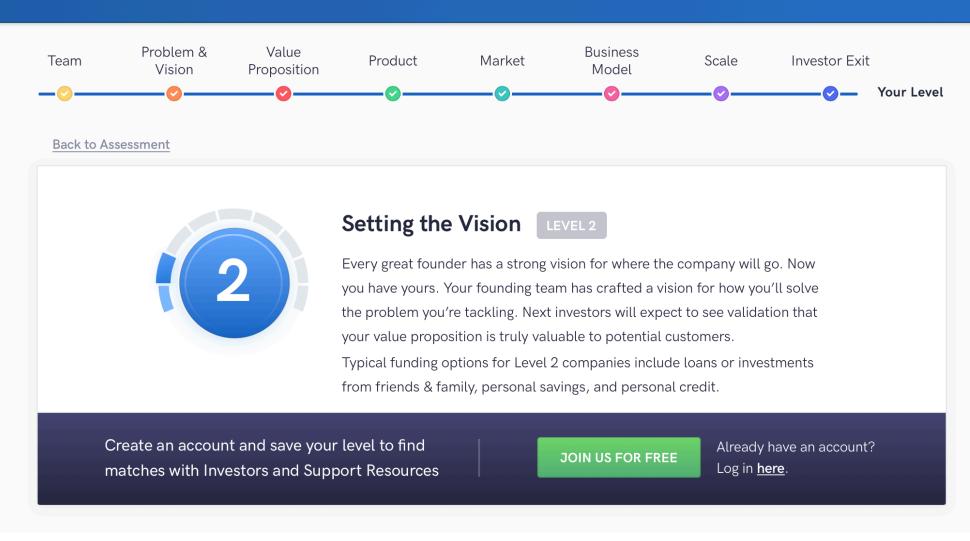
My assessment for current stage







3 Team

The team can build the product and understands the value chain.

3 Problem and Vision

Can articulate why their vision offers a superior value proposition to competitors.

4 Value Proposition

Customer feedback provides evidence of differentiation and that their solution is significantly better than competitors.

4 Product

The team possesses an understanding of product management and can manage costs.

2 Market

The team understands the applicable regulations & has a strategy for compliance.

Business Model

Has projected revenues and costs and has a strategy to hit them.

2 Scale

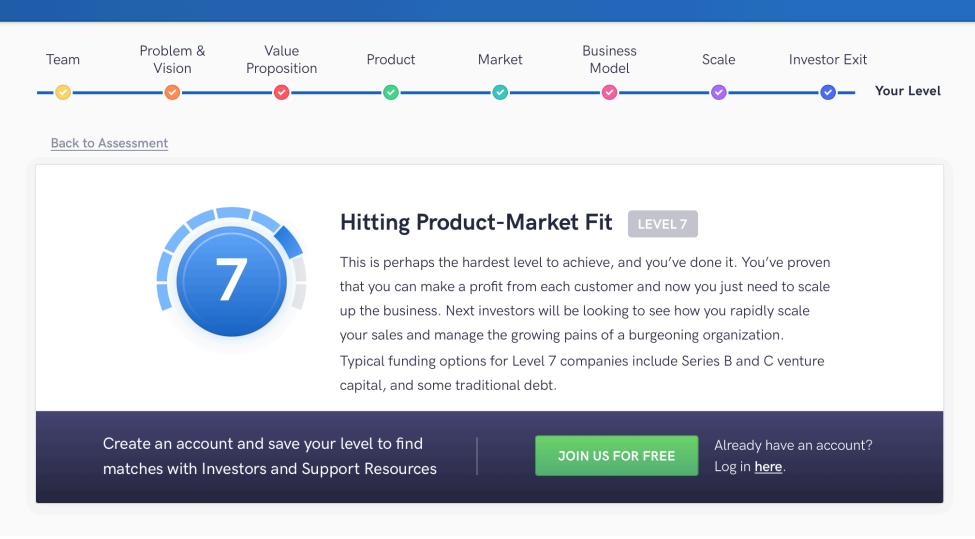
Initial evidence shows that multiple markets experience this problem.

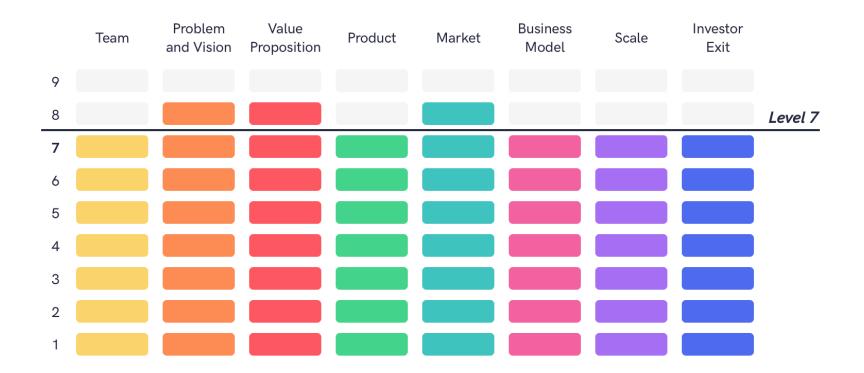
2 Investor Exit

Has a vision for how to ultimately deliver liquidity to investors.

Where I hope to be at the end









The executive team is capable of leading the company through the growth and exit phases.

Product

The product is built for scale & new offerings are in progress.

7 Scale

Unit economics are positive in multiple markets.

8 Problem and Vision

Beginning to have systems-level change in solving our problem.

8 Market

Built hard-to-beat partnerships for distribution, marketing, growth.

7 Investor Exit

Has strong relationships with multiple potential acquirers.

8 Value Proposition

Customers are renewing or repurchasing without much sales efforts.

Business Model

Business model validated with strong unit economics.