SI480 – The Business of Technology Innovation - VC Review Form

Team number being Reviewed: \_\_\_\_\_\_\_\_\_\_\_ Team Number doing Review: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Use this scale: 1=Very Poor 2=Poor 3=Adequate 4=Good 5=Excellent

**The Business Concept**

Did the team describe the problem the venture is solving?

1 2 3 4 5

Were the nature and size of the market effectively described?

1 2 3 4 5

Did the team make it clear as to how the venture was going to reach the market?

1 2 3 4 5

Comments:

**Business model**

Did the team describe the revenue and pricing model, and why will it work (i.e. how they will make money)?

1 2 3 4 5

Was it clear how the services/product will be delivered to the market?

1 2 3 4 5

Were the required partners or other participants well described?

1 2 3 4 5

Was the venture’s competition adequately described?

1 2 3 4 5

Was the venture’s differentiation clear?

1 2 3 4 5

Did the team represent the venture’s risks and mitigations of those risks?

1 2 3 4 5

Comments:

**Financials**

Did the team present a balanced and understandable overall financial picture?

1 2 3 4 5

Were the venture’s capital needs made clear?

1 2 3 4 5

Was the “use of funds’ adequately represented?

1 2 3 4 5

Were the venture’s milestones clear and realistic?

1 2 3 4 5

Comments:

**Overall Evaluation**

How would you rate the overall quality and effectiveness of the team’s presentation?

1 2 3 4 5

Dollar Invested (must total $1M)

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$$$$$

Comments: