

INVESTMENT MEMO (CONFIDENTIAL)

IC VERDICT	WEIGHTED SCORE
PASS	14.8 / 45

Executive Summary

This Pre-Seed opportunity presents a 'Hook' of a seemingly validated problem in the startup ecosystem, evidenced by active searches for solutions. However, the 'Anchor' is a severely underdeveloped product, a non-existent traction, and a fundamentally flawed business model, leading to a low weighted score of 14.8/45. The team's lack of domain expertise and slow execution speed, coupled with a product that is a generic LLM wrapper with no moat, and a business model offering services for free, makes this a high-risk proposition.

■ Deal Breakers

- Product is a generic LLM wrapper with no proprietary data or defensible moat, making it easily replicable.
- Zero traction: no users, no waitlist, and \$0 revenue, with multiple contradictions indicating a lack of validation.
- Business model is fundamentally flawed, offering services for free with a 0% gross margin and 0 months runway.

■ Diligence Questions

- Given the product is a generic LLM wrapper, what is your defensible moat and how will you prevent larger players or new entrants from replicating your solution?
- With zero traction and multiple 'contradiction' flags around validation, what specific, measurable steps will you take in the next 30 days to acquire your first 10 paying customers?
- Your business model currently offers services for free with a 0% gross margin and 0 months runway. How do you plan to pivot to a sustainable revenue-generating model that can support your operational costs and achieve profitability?

Scorecard

Category	Score
TEAM	2.0/5
PROBLEM	3.5/5
PRODUCT	1.0/5
MARKET	2.0/5
TRACTION	0.0/5
GTM	0.0/5
BUSINESS	1.0/5
VISION	2.0/5
OPERATIONS	1.0/5

Dimension Rationales

N/A: N/A

N/A: N/A