

EVALUATION REPORT: STARTUP

VERDICT	SCORE	STAGE
PASS (NOT READY)	15.8 / 45	Pre-Seed

Executive Summary

High-level feedback.



Detailed Analysis

TEAM (2.0/5) | Confidence: Medium

Analysis: Because you have some relevant experience in AI engineering, but there are several red flags that prevent a higher score.

- Domain Experience Gap - 'prior_experience' and 'years_experience' are low (1 year) for all founders, indicating a lack of reputation in the specific domain.
- Cap Table/Equity Risk - All primary founders have 'ownership_percentage' of 25%, which is low and suggests a lack of commitment or a broken cap table early on.

■ Fix: Launch a cold email campaign to 50 CTOs to get first 3 pilots.; Hire a domain expert to join the team and provide guidance on the specific domain.

PROBLEM (3.5/5) | Confidence: Medium

Analysis: The problem statement is clear and concise, but there are some contradictions and risks that need to be addressed.

- Urgency Contradiction between Impact and Frequency
- Scope Contradiction between Customer Profile and Beachhead

■ Fix: Conduct more research to validate the specific symptoms mentioned in the problem statement.; Refine the customer profile to make it more specific and relevant to the target audience.

PRODUCT (1.0/5) | Confidence: High

Analysis: The startup's claims are contradicted by forensic evidence, indicating a generic wrapper technology and a lack of clear value proposition.

- Generic wrapper technology with no clear advantage.
- Lack of clear value proposition and unclear target market.

■ Fix: Develop a clear and unique value proposition that differentiates the product from competitors.; Conduct market research to validate the target market and customer needs.

MARKET (2.0/5) | Confidence: Medium

Analysis: The startup's beachhead is credible, but the expansion plan is unclear and the market is growing, but not explosively.

- TAM Discrepancy - The founder claims 'TBD (Targeting MENA Startup Ecosystem)', but the TAM Report found a more specific number of clinics.
- Pricing Model Risk - The startup uses a freemium pricing model with a price point of \$0, which may not be sustainable in the long term.

■ **Fix:** Develop a clear and specific expansion plan that outlines the target market and customer needs.; Conduct market research to validate the pricing model and ensure it is sustainable in the long term.

TRACTION (0.0/5) | Confidence: High

Analysis: The startup has a 'Zero Signal' with no users, no waitlist, and no revenue.

- Zero Signal with no users, no waitlist, and no revenue.
- Execution Lag - MVP should ship in <3 months, but it has been over 6 months since founding.

■ **Fix:** Develop a clear and specific plan to acquire customers and generate revenue.; Conduct market research to validate the target market and customer needs.

GTM (1.0/5) | Confidence: High

Analysis: The startup has a generic and unrealistic plan to acquire customers.

- Impossible Sales - The sales motion includes 'Founder-led sales' (which implies some level of sales effort) and the price point is 0 (which implies a low-priced product).
- Persona Disconnect - The ICP description mentions 'Early-stage Founders' (which implies a corporate target) but the buyer persona is 'Any founding team member' (which implies a junior or individual target).

■ **Fix:** Develop a clear and specific plan to acquire customers and generate revenue.; Conduct market research to validate the target market and customer needs.

BUSINESS (1.0/5) | Confidence: Low

Analysis: The startup's pricing model is 'Freemium' with a price point of \$0, indicating a lack of clear path to making money.

- Charity Risk - The startup has a 'Freemium' pricing model with a price point of \$0, indicating a lack of clear path to making money.
- Default Dead Risk - The startup has a runway of 0 months, indicating a high risk of running out of money before finding Product-Market Fit.

■ **Fix:** Develop a clear and specific pricing model that outlines the revenue streams and ensures sustainability in the long term.; Conduct market research to validate the target market and customer needs.

VISION (2.0/5) | Confidence: Medium

Analysis: The founder's vision is ambitious, but the market analysis reveals a more nuanced reality.

- Small Thinking Risk - The 5-year vision is focused on a specific region (MENA) and does not explicitly mention a 100x return.
- Founder Blindness Risk - The founder's market fit statement is not specific enough, as it does not mention a unique insight or experience that sets them apart from others.

■ **Fix:** Develop a clear and specific vision that outlines the target market and customer needs.; Conduct market research to validate the unique insight or experience that sets the startup apart from others.

OPERATIONS (1.0/5) | Confidence: High

Analysis: The startup's plan is uninvestable due to several critical failures.

- Ghost Ship - The startup is raising money but has no operating costs.
- Broken Math - The startup's ask does not cover its burn.

■ **Fix:** Develop a clear and specific plan to acquire customers and generate revenue.; Conduct market research to validate the target market and customer needs.

Top 3 Execution Priorities

- 1.** Fix the generic wrapper technology and develop a clear and unique value proposition.
- 2.** Develop a clear and specific plan to acquire customers and generate revenue.
- 3.** Conduct market research to validate the target market and customer needs.