



Due Diligence Materials

Information Requests

Please link, upload, or fill in the following requested information:

1. Latest pitch deck
2. Market size & landscape
 - a. Trends, TAM, market fragmentation, goal market share
3. Team information
 - a. Founders and management, board and advisors, headcount and hiring plan
4. Product description, pricing, & roadmap
 - a. For roadmap include timing and cost if possible
5. Competition
 - a. Competitive landscape, market position, competitive advantage, competitor differentiation, barriers to entry & defensibility
6. Go-to-Market
 - a. Customer info (segmentation and prioritization), customer acquisition, current customers/contacts
7. Sales & marketing strategy
 - a. Marketing strategy and channel sales, sales funnel and drivers, notable contracts and/or estimated value in pipeline, sales cycle, strategic partners (distribution, pilots)
8. Historical financial statements & financial projections
9. Financing information
 - a. Previous capital raised & latest cap table
 - b. Current fundraising plan, including use of proceeds & milestones
10. Top risks & priorities
11. Potential exit opportunities

12. Legal

- a. Patents, trademarks