

Company Logo



WOMENS VENTURE SUMMIT
2019
GET TO EVEN

Organization Contact:
Contact Title:
Contact Email:
Contact Address:
Contact Phone:
Organization Website:

Date:

Who is the winner? (3-5 sentences about the business and brief overview of what made them stand out.)

How did the winner/nominees meet the following? (2-3 sentences for each)

Commercialization Potential:

Marketplace Need:

Measurable Impact on the Community (women & families):

About the Winner, what made her stand out?

Please share the components on why the company/pitch that was in line due diligence checklist (1-3 sentences each) :

Team – Background, Expertise, Experience, Depth, Gaps, Ability to Execute

Market – Significant Size, Growth, Competition, Competitive Advantage

Product – Unique, Demand, Protect, Product/Market Fit

Business Model – How do they make money? Profit? Scale?

Return – How will you get a return? Significant for the risk? Meet your requirement?

Impact – personal fit, values, interest

Testimonial(s) from Judge(s):

About the Competition:

Date:

Time:

Location:

Number of Applications:

Number of Individuals that Pitched:

Please close with one final statement of why Women's Venture Summit should consider your applicant.

Include full name and signature or organization contact submitting the Due Diligence packet.

Women's Venture Summit - Due Diligence Criteria

Team – Background, Expertise, Experience, Depth, Gaps, Ability to Execute

- Are significant positions covered — CEO, Product, Marketing?
- Where are the gaps?
- Knowledge, Networks & Expertise of key team members?
- Can they attract the right team, advisors, investors?
- History of Execution?
- Maturity & Judgment?
- Vision?

Market – Significant Size, Growth, Competition, Competitive Advantage

- Have they appropriately defined their market?
- Is this a large market (\$1B) and growing (10% annually)?
- Have they targeted an appropriate segment? % of market?
- Do they understand the market in depth?
- What does the competitive landscape look like?
- Do they have a distinct competitive advantage?
- Is this market size attractive?
- How much competition is there?
- How will they beat them?

Product – Unique, Demand, Protect, Product/Market Fit

- Do they have a product in the market or a testable prototype?
- Pain reliever or vitamin—is it a real need in the marketplace?
- Is the need compelling to a significant population?
- Is it better, cheaper or faster than the competition?
- Can they protect it from competitors or out-execute?
- Is it a suite of products/solutions or a single product?
- Do they have early indicators that what they are building/offering is something people want?
- Will it have staying power?
- Can they scale it for the marketplace?

Business Model – How do they make money? Profit? Scale?

- Does their business model make sense?
- How often will they buy over time?
- When will they break-even? Make a profit?
- How much does it cost to acquire a customer? To build/update the product?
- Who will buy it?
- What will they pay for it?
- Are the assumptions reasonable?

Return – How will you get a return? Significant for the risk? Meet your requirement?

- Do they have significant traction to de-risk the opportunity?
- Do they have early investors? Have they put in their own money/significant time?
- How much total funding do they need? Capital efficient—less than \$15M total?
- Are the use of funds being allocated strategically?
- What similar companies are invested in by angels/VCs?
- What return do they project? Is it appropriate for the risk?
- Is this reasonable for the industry? Are their comparisons to other companies?
- How would they exit? What kind of companies would buy them?

Impact – personal fit, values, interest

- Does it meet my personal and financial interests and goals?
- How will I add value?
- Am I proud to be associated with this company, team and product?
- Do I trust the founders? What are their big motivations for starting this business?