

Investment Readiness Programme Deliverables Menu

The Investment Readiness Programme Deliverables Menu consists of six components:

1. Pitch Deck
2. Investor Memorandum
3. Financial Model
4. Advisory on financial instruments and valuation range
5. Investor Hit List and Introductions
6. Due Diligence Support

Each deliverable is accompanied by a description of its contribution to the overall goal of securing investment. To receive the full price of the voucher, we would expect to see most or all of the services below. Deviations from the full menu should be explained in the identified gaps section and include examples of how the enterprise already has sufficient capacity in this area. To receive the bonus, we would require evidence that the enterprise has secured investment.

- The first payment tranche (70% of the cost of the proposed service) will be disbursed upon completion the agreed deliverables from Component 1 to Component 6
 - *Timeline for completion: 3 -4 months*
- The second payment tranche (30% of the cost of the proposed service) will be disbursed upon submission of evidence that investment has been secured
 - *Timeline: up to 18 months after the end of service delivery*

Component #	Component Type	Deliverable Description	Timeline
1	Pitch Deck	Pitch deck states the investment case and unique proposition of the company to investors - 10 to 15 slides - Goes through problem statement, solution, business model, market potential (including TAM, SAM, SOM), competitive landscape, Unfair advantage, Traction and Impact so far, Capital Raise requirements and financial projections, Team Details, Future Milestones/Next Steps	2-4 Weeks
2	Investor Memorandum	Detailed document that investors can look into that deep dives and give further insights to the investors about the industry, relevant drivers, market trends, company business model and the team, case studies, financial model. Ideally 20 to 30 Pages with Annex.	2-4 Weeks



3	Financial Model	The financial model is designed around the business model and mechanic to show key elements of the past financial performance as well as projections for the next 2/4 years (based on company stage). Must be dynamic with an assumptions worksheet so that the founders can re-use as variables change.	2-4 Weeks
4	Advisory on financial instruments and valuation range	Depending on the data gathered the consultant should give advice on the financial instruments best fit for the raise and advice on valuation (as needed) for example for equity give a range and suggest possible dilution for convertible suggest possible interest rates	2-4 Weeks
5	Investor Hit List and Introductions	Provide a hit list of investors and make introductions for pitch(es) on best effort basis	3-8 Weeks
6	Due Diligence Support	Ad Hoc support to the startup as requested by investor conducting due diligence of the startup before a potential financial decision like governance and policy documents	As required by the investor

