**PRE-QUALIFICATION ASSESSMENT**

***Revenue***

1. **Last year’s revenue? (mark one)**

* **Pre-Revenue**
* **Less than $500K**
* **$500K - 1M**
* **$1M to $10M**
* **$10M and up**

1. **Current year revenue? (mark one)**

* **Pre-Revenue**
* **Less than $500K**
* **$500K - 1M**
* **$1M to $10M**
* **$10M and up**

1. **Of current year, what is the amount of MRR, ARR (with churn rate), and/or Signed Contract Backlog?**
2. **If pre-revenue, what is your anticipated time to market? Time to first revenue?**
3. **What is your revenue growth rate from the previous year to the current year?**

***Expenses***

1. **Monthly expense burn: Under 100K or Over 100K? Include all operating expenses, but not cost of goods sold.**
2. **Are you operating with a net profit, a net loss, or at break-even?**
3. **What are your gross and net profit rates as a percentage of revenue?**

***Liabilities***

1. **Short Term Debts. Include total amount, interest rate, and key terms.**
2. **Long Term Debts. Include total amount, interest rate, and key terms.**

***Equity***

1. **For any owners with over 5% ownership, list their names, ownership percentage, and any relevant terms (common vs. preferred stock, stock vs. options, etc.).**
2. **How committed and deep are equity investor pockets for a risk reserve?**

***Capitalization***

1. **Private Investment to Date**
2. **How much remaining runway (Cash) do you have in the bank in months?**
3. **To date, what have you spent your money on?**
4. **Looking forward, how much money do you need and what do you plan to spend it on? R&D, Personnel, Sales and Marketing, M&A, Debt Service, or other?**
5. **What is your investment thesis and how will investors get paid back? By when?**