

HOW TO WORK WITH US

Brought to You by Chamber of Eco Commerce



How to Work With Us

We view our portfolio companies, projects, and initiatives as long-term partners. We see each partnership as a win-win. We work as a team.

Specific things we look for:

Experienced Teams

Highly qualified and experienced entrepreneurs and leaders, people who share our core values. A critical part of our success is top talent, boards and investors.

BIG Market Potential

Industry-changing businesses and new business models that will impact key markets worldwide.

Competitive Advantage

Small companies that can differentiate themselves from the competition by utilizing their technology, intellectual property, unique business model, partners, branding or talent.

Leaders

We are looking for companies that intend to lead a specific market. We are looking for leaders, able to recruit the best talent, build winning teams, form the best partnerships, and achieve the best business metrics. Our portfolio companies change the way things are done, creating lasting value and wealth.

Business Plan Guide

Each business plan we receive should address the following questions:

- Who are you and how did you come up with your idea?
- How will you define the success of your company, project, or initiative?
- What milestones will you achieve with the money you raise that will substantially increase the value of your company, project, or initiative?
- What are your hiring needs and what do you need to do to achieve the milestones?
- What is your focus on the core-value proposition to targeted customers or partners?
- How big is the total market for your product or service?
- Who makes up this market and what are its demographics/psychographics?
- What problem does your product or service solve?
- More specifically, what "pain" will it alleviate or eliminate for your target market?
- What does your target market care about most?
- What related concerns does your target market have?
- What sub-segment of the total market feels that pain most?
- How big is the ideal sub-segment of the total target market?
- How do you place a value on the pain that your product or service targets?
- What are the existing alternatives to your product or service?
- What new entrants might compete with or even leapfrog you in the future?
- How will your solution build a lasting competitive advantage through intellectual property, a unique management team, partnerships, etc.?

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Process

The companies, projects, and initiatives we build often take years to mature. Our process is designed not only to confirm that your business has great potential, but also that we can and want to work together over the long term. We invest early, and take the investment process very seriously. We make decisions efficiently and do not waste anyone's time. Usually, a decision to invest in a company is made in less than three months from when we receive the original business plan.

Introduction

We recommend that you contact us by email, and follow-up with a phone call. A business plan, project or initiative has a much better chance of being considered if someone we know and respect brings it to our attention. We receive thousands of proposals annually; as a result, those sent without an introduction are less likely to make it to the top of the list.

Plan

Before we make any calls or schedule a meeting we require a comprehensive Business, Project or Initiative 'Plan'. Given the number of proposals we receive every year, it's impossible for us to accept every plan or take every meeting request.

Contact

If your proposal seems promising, we will contact you. Please note that less than 80% of the plans we receive make it to this point. We meet with numerous entrepreneurs, business and policy leaders to understand specifics of the proposed plans.

Due Diligence

If a company, project or initiative makes it to the next step, we will draw on our collective experience and network of experts and advisors to discuss key issues, teams, challenges and opportunities.

Follow-Up

We typically work with individuals and teams for several weeks to better understand the business model and opportunities. This is an important time for the two teams to get to know one another and to determine if we can work well together. We encourage all partners to do background checks including consulting CEOs, entrepreneurs and board members with whom we have worked in the past.

Terms

Should both parties decide to work together, we will submit a term sheet. At this point we will have completed most of our due diligence and can focus on concluding any remaining legal documentation. We can also turn our attention to the next steps in building your company, project or initiative.

Funding

By the time our investors fund your company, project or initiative, you are already part of our portfolio. The process ends, and our long-term partnership begins.