**TECHNOLOGY CAPITAL PARTNERS**

**Initial/Introductory Technology Questionnaire**

*(In Order of Importance)*

**Market-Ready Technology**

* Describe the status of the technology: does the technology require any additional time, money, regulatory/agency approval, or market validation (like testing, for example) to be immediately commercially deployable?
* What types of regulatory approvals are necessary, if any, and have they been secured?

**Under-Utilized/Languishing Technology and Therefore Motivated Owner(s)**

* Describe your fundraising and commercialization track record (e.g. raising outside capital, joint ventures, licensing, partnerships etc.). Are you currently engaged in any such efforts/discussions?
* What traction do you have in terms of revenues, contracts, customers, or partners?

**Acquisition Landscape**

* “What do we buy with it?” What does the acquisition landscape look like (revenues, cash flow, margins, growth, geography, sales composition, etc.)? Are there numerous, undifferentiated prospective acquisition targets?
* How does your technology represent an unfair advantage to an acquired existing business’s product/service, enabling premium pricing while still taking market share from competitors?

**Disruptive Nature**

* What competing solutions already exist in the market today, or are on the horizon, and how are you different?

**Intellectual Property**

* Status and position of intellectual property and defensive moat? What major barriers to entry have you faced thus far, or would one expect to encounter in the industry?

**Ownership/Outside Investment**

* Describe your ownership structure/investor history.