

VC due diligence checklist

By Bo Peabody

- ☐ Customer references
- ☐ Management references
- ☐ Company financials (historic)
- ☐ Financial model (projections)
- ☐ Usage and traffic stats
- ☐ Cohort and churn analysis
- ☐ Capitalization table
- ☐ Previous term sheets and stock purchase agreements
- ☐ Sales pipeline
- ☐ Sales deck and other sales materials
- ☐ Product roadmap
- ☐ All substantial contracts
- ☐ All company formation documents
- ☐ Executive team biographies (all key players)
- ☐ Hiring plan
- ☐ Full team turnover data