

START-UP FRAMEWORK

ASSESS THE BUSINESS OPPORTUNITY

Due Diligence, Feasibility Assessment, Financial Modeling

Formation & Funding

- **Corporate Legal & Tax Structure with Counsel**
- Bylaws/Operating Agreement
- Partnership Agreement
- **Business Plan**
- Mission Statement
- Operating Model
- Financial Model & ROI
- Risk Analysis
- Industry & Market
- **Corporate Formalities**
- Board of Directors & Officers
- Resolutions
- Annual Reports
- **Bank Accounts**
- **Funding & Financing:**
- Bridge Loans
- Grants
- Private Placements
- Take-out Contracts
- VC/Private Equity
- Hedge Funds
- **Investor Relations**

Infrastructure

- **Set Goals & Targets**
- **Build Leadership Team**
- **Personnel/Employees**
- **Organizational Structure & Personnel**
- **Budgets & Cash Flow Analysis**
- **Corporate Office**
- **Payroll, HR & Benefits**
- **Corporate Policy**
- **Contract Management**
- **Accounting & Finance**
- **Sales & Marketing**
- **IT & Security**
- **ERP**
- Financial Systems
- Supply Chain Mgmt
- Project Accounting
- Executive Dashboard
- CRM/Sales Tools
- **Sourcing & Vendor Management**
- **Call Center**

Go-to-Market Strategy

- **Market Analysis & Plan**
- Industry
- Suppliers
- Competitive
- Customers
- **Strategic Alliance**
- **Programs & Partnering Model**
- **Sales Strategy**
- **Sales Collateral & Presentation Material**
- **Public & Media Relations**
- **Marketing & Advertising**
- **Deal Structuring**
- **Contract Negotiations**

Implement

- **Program Management**
- Schedule & Budget Mgmt
- Resources
- Quality Mgmt
- Issue Mgmt
- Vendor Mgmt
- Performance Reporting
- Benefits/Financial Mgmt
- Communications Mgmt
- Risk Mgmt
- Release Mgmt
- Scope Mgmt
- **Project Plans**
- **Implementation Strategy**
- **Business Requirements**
- **Budgets & Resource Planning**
- **Communications**
- **Recruiting & Training**
- **Pilot / Test & Transition**
- **Risk Mitigation**

Operate

- **Operations & Support**
- **Drive Efficiencies**
- **Cost Reduction**
- **Best Practices**
- **Quality Assurance**
- **Compliance**
- **Corporate Governance**
- **Process Improvement**
- **Sales**
- **Operations & Logistics**
- **Production**
- **Distribution**