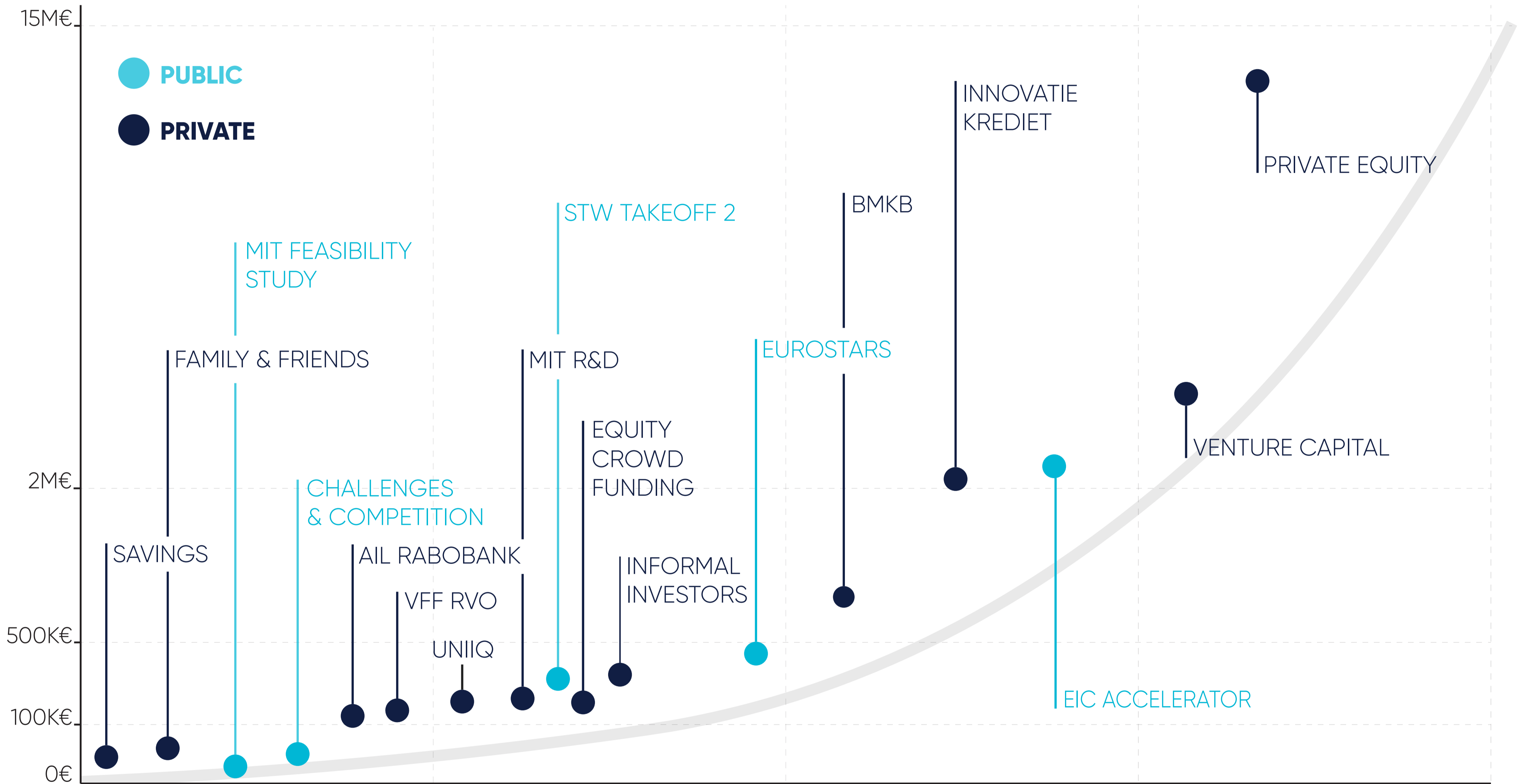


STARTUP FUNDING LIFECYCLE

YES! FUNDED



	VALIDATION	EARLY STAGE STARTUP	LATER STAGE STARTUP	SCALE UP
FOCUS	PROBLEM-SOLUTION FIT	PRODUCT-MARKET FIT	BUSINESS MODEL FIT	ORGANIZATION
PRODUCT	PROTOTYPE	MVP	FIRST GENERATION	PRODUCT REPLICATION
MARKET	DISCOVERY	PILOTS	CUSTOMERS	MARKETS
REVENUE	0€	0-200K€	200K-1M€	> 1M€
EMPLOYEES	2 PEOPLE	3-5 PEOPLE	5-20 PEOPLE	>20 PEOPLE