

Client Development Dashboard



Milestones

Company XYZ

Design, production & distribution of product. Manufacturing in China.

validations

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|--------------------|--|
| proof of concept | |
| early sales | |
| partnerships | |
| board of directors | |
| funding | |

notes:

ideation

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|-------------|--|
| idea stage | |
| germination | |

pre-revenue

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|----------------------------|--|
| R&D plan | |
| market validation | |
| legal structure | |
| identify barriers to entry | |
| business model | |
| capital assessment | |
| funding prep | |

execution

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|----------------------------|--|
| R&D project management | |
| business model deployment | |
| resolve barriers to entry | |
| staffing plan | |
| sales and mktg. plan | |
| financial systems | |
| partnerships and alliances | |
| identification of advisors | |

growth

| | |
|----------------------------|--|
| management team | |
| channel strategy | |
| implement funding strategy | |
| operations infrastructure | |
| financial model | |

