



Due Diligence Process

1. Business Plan

- a. Thorough review of plan
- b. Review of financial forecasts
- c. Review of depth of management team
- d. Review of market opportunity
- e. Review of sales strategy

2. Company Founders and Management Team

- a. Resumes and Credentials Checks
- b. Reference Checks
- c. Background Checks

3. Corporate Records

- a. Articles of incorporation review
- b. By-laws review
- c. Shareholders review
- d. Minutes review

4. Market Opportunity

- a. Market analysis
- b. Pricing strategy analysis
- c. Supplier/distributors analysis

5. Technology

- a. Feasibility analysis
- b. Manufacturer analysis

6. Intellectual Property

- a. Patents
- b. Trademarks
- c. Copyrights

7. Competition

- a. Competitive analysis
- b. Unique Selling Proposition analysis
- c. Barriers to Entry analysis

8. Customers

- a. Target market analysis
- b. Discussions with potential customers

9. Risks

- a. Risk analysis
- b. Contingency planning analysis

10. Funding Plan

- a. Funding plan analysis
- b. Offering documents review

11. Valuation

- a. Valuation analysis

12. Exit Strategy

- a. Exit strategy analysis

TFN develops a comprehensive due diligence report to be used as a planning tool for the client, and as a marketing document to send to prospective investors.