



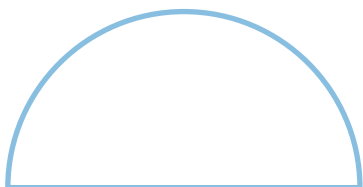
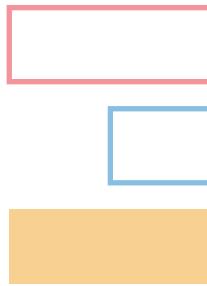
Investment Process

Overview

Data Ventures Investment Process is a 6-step process designed and tested by the Data Ventures Team. Following these steps leads to efficient deal closing and successful further cooperation.

These steps are:

- 1** STEP 1
Identified
- 2** STEP 2
Met
- 3** STEP 3
Workshop
- 4** STEP 4
Termsheet
- 5** STEP 5
Due Diligence
- 6** STEP 6
Closing



Identified

The first step is for us to identify that there is a startup we want to talk to or that wants to talk to us and gather basic information about it. Then we analyze the information and make a decision about moving to the next step.

How to move to the next step?

Please:

- Read Data Ventures [Principles](#) and decide if you agree with them.
- Fill the [DV application for startups](#).
- Attach your pitchdeck (must-have) and lean canvas of your project (very much appreciated).
- Get a call scheduled.

Timeframe

1 week from getting [DV application for startups](#) filled to making a decision and scheduling a call.

Met

The second step is a call/meeting between one of our team members and you. The goal of the dialogue is to better understand whether we are the right fit and assess if your project fits our investment mandate. After the call we will give you feedback and decide whether to invite you to the next step.

How to move to the next step?

Please:

- Prepare more detailed information about your project if you haven't done it so far (lean canvas, key metrics etc.).
- Prepare the answers to questions received from us by email.

Timeframe

1 week from getting an invitation for a call. The call/meeting takes about 30 to 45 minutes.

Workshops

At this stage expect 2-4 meetings (workshops) for 2-3 hours. Workshops help the DV team fully understand your project and market opportunity, identify all areas where DV can deliver value, but also should provide you with more valuable feedback about your business.

How to move to the next step?

Please:

- Introduce your team.
- Discuss with us some more specific details about your company.
- With our help, create a vision for R&D projects in your company.

Timeframe

2 to 4 weeks - depending on the amount of meetings needed, we prefer to have one workshop with the same project per week.

Term Sheet

After workshops, we send you our feedback. If it is positive then we send you a Terms Sheet, which can be discussed through an additional call or meeting.

Term Sheet description

Please:

- Contains basic terms of the transaction.
- It is not a binding document thus it means that we want to invest in your company.
- The Terms sheet usually consists of 3-4 pages.

Timeframe

After workshops, we send you our feedback. If it is positive then we send you a Terms Sheet, which can be discussed through an additional call or meeting.

Due Diligence

After signing the Terms Sheet, Data Ventures conducts due diligence. After completing due diligence, we will ask you to provide us with more information to the Memorandum: typically it as a 10-20 page long document describing your company and the deal.

Due diligence step by step

- Determine the extent of due diligence.
- The company prepares the relevant documents for the Due Diligence.

Timeframe

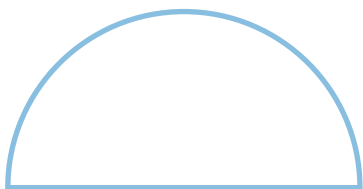
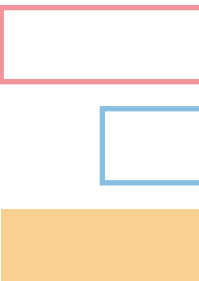
2 weeks from the last workshop.

Closing

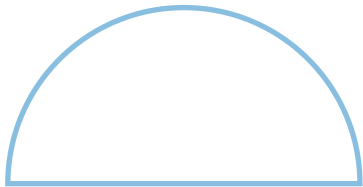
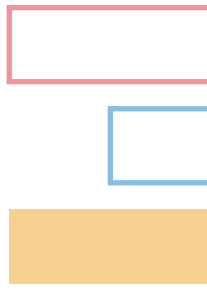
After due diligence is completed, Data Ventures Investment Meeting participants will confirm that we are ready to close. Afterwards we will sign the Investment Agreement, send documents to LPs and transfer the money.

Timeframe

2 weeks after workshop.



Timeline





Contact

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