

Tips for Mastering Your Technical Due Diligence Meeting

Prepare a Presentation

During the meeting, either prepare a presentation or be prepared with information and evidence to support your business case, and provide reasonable and realistic answers to anticipated questions by the investor's representative.

Provide Documents in Advance

If you're going to be referring to documents during the meeting then sending them in advance so that the investor representative can read or skim through them beforehand and allow time for more targeted discussions during the meeting.



Know your Audience

Who is conducting the due diligence and what the person's background is. A VC firm will typically try to find someone who has the needed technical skills and knowledge to conduct the meeting and ask the right questions (although it doesn't always happen this way!). Be prepared to give your audience some education on the intricacies of your domain, if needed and if asked.

Have the Right People at the Meeting

In addition to the CEO of the startup, other staff who are responsible for key functions (eg. technical, product development, commercial/sales & marketing) should be present at the relevant meetings with investors.