Applying to Scale

We are delighted you are contemplating applying for funding from Scale. Please review the following information and accompanying calendar of events to inform your decision.

If you are ready to be funded by an angel group, please submit a completed application on Gust, to be considered by Scale Angels. We look forward to learning more about your company.

Please note that Scale expects the female founder or woman on the team to present to investors when invited. Each application is reviewed carefully, and evaluated on its merits against our investment criteria.

Investment Criteria

We require companies to fulfil the following qualifying criteria to be considered by Scale Angels:

> Female founder or woman at the C level with significant equity and influence. We believe businesses that value gender diverse leadership teams achieve higher returns.
> Raising $100,000 to $700,000 capital from Scale. Typically we will lead early stage rounds with valuations of less than $2m. We will consider joining syndicates for later, larger rounds.
> A scalable product with proprietary features or channels to market that provide barriers to entry for competition and a business model with potential to generate $20m revenues in 5 years. If the business is pre revenue, a product roadmap reflecting identified client input.
> A commitment to achieving an exit for Scale Angels via a trade sale, MBO or PE exit within 5 years and the potential to realise 10x returns for Scale Angels.

Investment Process

1. Attend Office Hours

If you are not yet ready to apply, you are welcome to attend office hours, an informal information session for entrepreneurs seeking advice. These are not screening sessions and you are not pitching for funding. Office hours are normally held at 11am-12pm on the first Friday of every month, in Melbourne, and the Wednesday after the first Monday of the month at 10am–11am in Sydney.

2.Submit an Application

Start the process by submitting an online application on Gust, a secure deal management software used by most angel investor groups globally. This opens a deal room that all Scale Angels can view. All information remains with Scale without the express request or permission of the entrepreneur. We will respond to completed applications within a week.

At every stage of the investment process, all applicants will be provided with timely, constructive feedback. Successful applicants are provided with specific feedback on their presentation to ensure they are ready for the next stage, and rejected applicants are invited to reapply at a later date.

3. Present at Screening Session

Successful applicants are invited to a Screening session. Not all applicants are accepted for Screening. Invitations are sent out on the Friday prior to the Screening session. Screenings are normally held by Scale at 9am-12pm on the third Tuesday of every month, and are conducted via Skype.

4. Present at Investor Forum

Four times a year (March, May, August, October), a selection of women entrepreneurs who are successful in the Screening process are invited to present in person to the Investor Forum two weeks later, usually held at 4.30-7.30pm on the first Monday of every other month, and repeated the following morning at 9am-12pm, in Melbourne and the next day, Wednesday, afternoon 4.30pm–7.30pm in Sydney.

5. Attend Deep Dive

Companies gaining adequate investment interest move to a deep dive meeting, held at 9:00-10:30am on the Friday after the Investor Forums, and if interest continues, an eight week due diligence process will commence.

6. Due Diligence Process

During Due Diligence, Scale Angels review historic financials and financial model, sales and marketing strategy, product road map, IP, management references and background checks, market opportunity, value proposition, business model, competition, material contracts, exit strategy and potential returns. Please ensure you have this information available at the start of the Due Diligence process.

7. Deal Close

We aim to sign terms sheets within six weeks and finalise closing documentations and transfer funds to your Company within eight weeks

Scale timetable of events for Jul17 to Dec17 - entrepreneurs

July 2017	August 2017	September 2017
Entrepreneur Office Hours • Wed 5 Jul, 10:00am – 11:00am, Sydney • Friday 7 Jul, 11:00am – 12:00pm, Melbourne	**Investor Forum 4** • Mon 7 Aug, 4:30pm, for 5pm – 7pm, Melbourne • Tues 8 Aug, 9.30am, for 10am - 12pm, Melbourne • Wed 9 Aug, 5:30pm, for 6pm – 8:00pm, Sydney **Entrepreneur Office Hours** • **Wed 9 Aug, 10:00am – 11:00am, Sydney** • **Friday 11 Aug, 11:00am – 12:00pm, Melbourne** **Deep Dive Teleconference** • Fri 11 Aug, 9:30am – 10:30am	**Entrepreneur Office Hours** • Wed 6 Sep, 10:00am – 11:00am, Sydney • Friday 8 Sep, 11:00am – 12:00pm, Melbourne
July Screening • Tues 25 Jul, 9:00am – 12:00pm, Melbourne	**August Screening** • Tues 22 Aug, 9:00am – 12:00pm, Melbourne	**September Screening** • Tues 19 Sep, 9:00am – 12:00pm, Melbourne
October 2017	**November 2017**	**December 2017**
Investor Forum 5 • Mon 9 Oct, 4:30pm, for 5pm – 7pm, Melbourne • Tues 10 Oct, 9.30am, for 10am - 12pm, Melbourne • Wed 11 Oct, 5:30pm, for 6pm – 8:00pm, Sydney **Entrepreneur Office Hours** • Wed 11 Oct, 10:00am – 11:00am, Sydney • Friday 13 Oct, 11:00am – 12:30pm, Melbourne **Deep Dive Teleconference** • Friday 13 Oct, 9:30am – 11:30am, Melbourne	**Entrepreneur Office Hours** • Wed 14 Nov, 10:00am – 11:00am, Sydney • Friday 16 Nov, 11:30am – 12:30pm, Melbourne	**Scale & Girls Invent Schoolgirl Pitch Event** • Mon 4 Dec, 4:30pm – 8:00pm, Melbourne
October Screening • Tues 24 Oct, 9:30am – 12:00pm, Melbourne	**November Screening** • Tues 21 Nov, 9:30am – 12:00pm, Melbourne	