



SCALEUP QUICK ASSESSMENT

This review will assess your scaleup holistically to recognize areas of growth. Please answer all questions.

1 We have clear metrics to measure impact and review them frequently.

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2 We have a clear sales process that is actionable and supports movement of deals through the pipeline.

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3 We defined and communicated our value proposition, target audience, and competitive advantage.

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4 We continuously innovate our products/services and go-to-market model.

STRONGLY DISAGREE DISAGREE NEUTRAL AGREE STRONGLY AGREE N/A

5 We have the right development team to reach the next level.

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6 We have financial and cash runway models that help leaders make proactive decisions.

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7 We are great at executing the company vision and testing new ideas for impact.

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8 The business has aligned company goals, team objectives, and individual performance.

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9 We have systems to regularly measure customer sentiment through multiple channels.

STRONGLY DISAGREE DISAGREE NEUTRAL AGREE STRONGLY AGREE N/A

10 I delegate effectively as a leader so my responsibilities can evolve.

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