

WORK UNDER MANDATE

Mandate Criteria

The nine fields the Firm records for every mandate, as a one-page sheet a capital partner can return.

THE CRITERIA

The check size, structure, sector, stage, control preference, hold period and geography it was measured against.

SECTOR	STAGE
CHECK SIZE RANGE	CAPITAL STRUCTURE
CONTROL PREFERENCE	HOLD PERIOD
GEOGRAPHY	REPORTING CADENCE
EXCLUSIONS	

THE STANDARD A QUALIFIED OPPORTUNITY MUST MEET

WHAT ARRIVES

THE APPROACH	Each opportunity arrives with the reason it fits, stated first.
THE CONFIDENCE	A capital partner’s thesis and check range are held as closely as a company’s name, and neither is discussed outside the mandate.
THE EXCLUSIVITY	One thesis to a geography, so what arrives has not been worked by the Firm for anyone else.