

  
**GUIDEWIREGROUP**  
**G/SCORE™ SCORECARD**  
**COMPANY NAME**  
 Assessment Date: 1 DEC 09  
 Assessor: NAME, AFFILIATION

24	Business			Execution		Team	Business	
	Concept	Market	Competition	Business	Product		Model	Funding
	3		3	4	3	3	3	Undisclosed

**Summary**

Evaluates three key vectors:

- Overall Concept
- Market size/opportunity
- Competition

Evaluates product traction and achievement of key business milestones.

Evaluates capabilities and completeness management team.

Evaluates pricing and channel strategy vis a vis customer and market.

The summary recaps the core business concept and notes progress toward execution of plan.

**Strengths & Challenges**

**Strengths:**

**Challenges:**

- The assessor notes the apparent strengths and obstacles as identified from presentation.

**Company Information**

Company contact information and key team members are provided in this section.

When the information is made available, the Scorecard will include data on outside funding levels.

no \$ = self funded  
 \$ = seed funded  
 \$\$ = <\$2.5M  
 \$\$\$ = \$2.5M - \$10M  
 \$\$\$\$ = \$10M - \$25M  
 \$\$\$\$\$ = \$25M+