

Business and Fundraising Stages

- **Not Eligible to Apply to Pitch:**
 - **Idea Stage:** Building a team and initial product/prototype
 - Does not have a Minimum Viable Product (MVP), **and**
 - Does not have any revenue, **and**
 - Raising Pre-Seed funds to develop an idea, product or concept
- **Eligible to Apply to Pitch:**
 - **Early Stage:** Building a product, establishing product-market fit and early revenue
 - Has a Minimum Viable Product (MVP), **and**
 - Has not raised Post Series A

or

 - Initially commercializing their product/service in one or more target markets, **and**
 - Successfully incorporated/registered their venture
- **Growth Stage:** Scaling customer acquisition and revenue
 - Has raised Post Series A,

or

- Generating recurring revenues (for the past 3 years) and experiencing solid growth, **and**
- Showing clear, growing and measurable user / market traction in a large or rapidly expanding market