

# Executive Summary Template

The following is a general template which is designed to help you build an executive summary. Please use it as a reference but not restrict to it.

## 1. Overview

- *Provide an enthusiastic snapshot of your company/prototype/idea, explaining who you are, what you do and why?*
- *According to the current stage of your company/prototype/idea, what is the important milestone achieved?*
- *What is the goal of your company/prototype/idea in 3-5 years?*

## 2. Problem Statement [required]

- *What problem do you try to solve?*

## 3. Solution / Technology [required]

- *What is your solution for the problem mentioned?*
- *Is it a pain killer for a bottleneck? Or a vitamin that is nice to have?*
- *What will the customers benefit from your solution?*
- *What is the compelling advantage of your solution?*
- *Do you have any patent for your solution?*
- *Is there any IP or regulation issue with the project? Who owns the IP?*

## 4. Customer [required]

- *What industry you are involved in?*
- *Provide a general profile of your targeted client (who is the customers)?*

## 5. Competition / Competitive Advantage [required]

- *Who are your direct / indirect competitors?*
- *What is the most compelling advantage against your competitors?*
- *Why customers would prefer your product / service?*
- *Who are your complementary/value chain partners?*

## 6. Sales & Marketing

- *How big your market is? [required]*
- *What's your profit model? [required]*