

Centers of Excellence

A curated index of the deeper material behind each stage: thesis, sourcing, diligence, portfolio support, LP relations and exits.

Overview

The other guides in this section cover a single decision each. The Centers of Excellence index maps the whole fund lifecycle so you can see which capability you are actually missing, and which document to open next.

Thesis and strategy

- Writing a thesis that constrains rather than describes — what you will say no to.
- Portfolio construction: cheque size, ownership target, reserve ratio and the maths of returning the fund.
- Benchmarking against comparable funds by vintage, stage and geography.

Sourcing and selection

- Building a proprietary pipeline: operator networks, communities, university and accelerator relationships.
- A repeatable screening rubric so decisions are comparable across partners.
- Investment memo structure and the pre-mortem question set.

Diligence

- Commercial diligence: customer references, cohort analysis, unit economics validation.
- Legal and financial diligence scope for a seed cheque versus a Series A lead.
- Founder reference checks — who to call and what to ask.

Portfolio support and exits

- Post-investment cadence: board rhythm, monthly reporting and escalation triggers.
- Follow-on decision framework and how to avoid averaging into a loss.
- Secondary sales, strategic exits and the mechanics of managing a fund's tail.

LP relations

- Quarterly reporting standards and what LPs read first.

- Managing the gap between a slow first fund and a Fund II raise.
- Annual meeting structure and the questions to answer before they are asked.

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