

Investor-Readiness-Level (IRL)

Guideline Description: Every follow-up level implements all of the levels before.

Please mark the level of the development of your investment case.

IRL	Level - Details
1	We have a potential or a result or a process or something new or a problem, inquiry/ request
2	+ An idea exists or a potential or a solution - to bring together
3	+ A clear concept to resolve a defined problem in the market
4	+ We use a clearly defined readiness level scale (TRL, MRL, IRL) for regular assessments
5	+ Defined investment needs (resources, equity, expertise, network, market access, etc.)
6	+ Business Model Canvas filled out
7	+ Business Plan exists
8	+ Professionally validated business plan
9	+ Business plan based organizational structure and Minimal Viable Product (MVP) exists
10	+ Action Plan exists for the Business Plan
11	+ Investor Shares are defined, contracts exist, expected ROI is timed

Technology readiness level (TRL)

TRL	Definition
1	Basic principles observed
2	Technology concept formulated
3	Experimental proof of concept
4	Technology validated in lab
5	Technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)
6	Technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
7	System prototype demonstration in operational environment
8	System complete and qualified
9	Actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

Manufacturing Readiness Levels (MRL)

MRL	Definition
1	Basic manufacturing implications identified
2	Manufacturing concepts identified
3	Manufacturing proof of concept developed
4	Capability to produce the technology in a laboratory environment
5	Capability to produce prototype components in a production relevant environment
6	Capability to produce a prototype system or subsystem in a production relevant environment
7	Capability to produce systems, subsystems or components in a production representative environment
8	Pilot line capability demonstrated. Ready to begin low-rate production
9	Low-rate production demonstrated. Capability in place to begin Full Rate Production
10	Full rate production demonstrated and lean production practices in place