

Bijlage 1: Heatmap

	Strategie & planning	Network Management	Ondernemers Start & Scale	Angels All segments	Lead Angels	Matching	Deal-Enabling	Co-financiering	Sharing/celebration	Org. Support
0.1	Imago bewaking	1.1 Partners	2.1 Uitzoeken	3.1 Segmenten	4.1 Definitie/ Selectie	5.1 1-2- ALL (Fora)	6.1 Opstarten dossier	7.1 Wings	8.1 Define Attention span	9.1 HRM
0.2	Market positioning	1.2 Sponsors	2.2 Aansluiten	3.2 Aansluiten	4.2 Dossier Match	5.2 1-2- ALL (email)	6.2 Deal Guide Support functie	7.2 PMV => Coord	8.2 Identify successes	9.2 CRM
0.3	Growth target	1.3 Ambassadors	2.3 Opleiding	3.3 Opleiding	4.3 Rol in de dealmaking	5.3 1 - 2 Few	6.3 DG bespreekt met Coord	7.3 Fondsen	8.3 Celebration formats	9.3 Marketing & Sales
0.4	Resources pl.	1.4 international	2.4 Coaching	3.4 Coaching	4.4 Actief in het coaching	5.4 1 - 2 - 1 (private)	6.4 Partijen bij elkaar brengen	7.4 Crowdfunding	8.4 Internal	9.4 Admin
0.5	Budgetting	1.5 Alumni	2.5 Leden events	3.5 Leden Events	4.5 Carried interest verg.	5.5 NO Matching => Co-financ	6.5 Deal - Process kennismaking	7.5 Banken	8.5 External	9.5 IT
0.6	Financing	1.6	2.6 Opvolging	3.6 Opvolging	4.6 Alternatieve vergoeding	5.6	6.6 Waardering	7.6 Subsidies	8.6 Selected stakeholders	9.6 Interne opleidingen
0.7	Pricing	1.7	2.7 Doorverwijzen	3.7 Doorverwijzen	4.7 Follow-up Lead Angels	5.7	6.7 Terms Sheet services	7.7 EU Subsidies	8.7 Follow-up	9.7 Reporting
0.8	Costing	1.8	2.8 Alumni	3.8 Alumni	4.8 Support	5.8	6.8 Opvolging tot closing?	7.8 EU Angels		9.8 Continuous improvement

Bijlage 2: Tijdslijn 2019-2022

