

Release funding in evidence-gated stages so capital follows proof rather than ambition.

Initiative

Total Staged Amount and Horizon

Tranche 1

Amount and Duration

Scope (what this tranche buys)

Exit criterion that releases the next tranche

Tranche 2

Amount and Duration

Scope

Exit criterion that releases the next tranche

Tranche 3

Amount and Duration

Scope

Stop condition

The miss that pauses funding pending review.

Tranche Exit Criteria: The Triple Check

Value: Does it solve the customer problem?

Viability: Do the unit economics work?

Responsibility: Does it stay within our ethical and carbon bounds?

Decision rule. Release the next tranche only when the current tranche's evidence criterion is met, never on optimism, momentum, or sunk cost. A missed criterion defaults to a pause and review, not continuation.