

## Guidance for Using GALI Data Collection Tools

The data collection tools in this section are meant to provide accelerators with the ability to collect data on their ventures that will: a) align with GALI's overall data collection methodology; and b) allow for accelerators to benchmark their ventures' performance against the GALI database.

There are two data collection tools: the GALI Full Survey and the GALI Benchmark Survey.

### **GALI Full Survey**

This CSV file includes every question asked in the standard GALI venture survey, which is administered during the application process for acceleration as well as each year after acceleration for both accelerated and non-accelerated ventures. GALI uses the Qualtrics survey platform; however, the questions have been exported to a CSV file so they can be imported into any survey tool.

We expect that most programs will not use the survey in its entirety, but it is provided here as a reference point for those wishing to refer to GALI standard questions.

### **GALI Benchmark Survey**

This CSV file includes only those specific questions which must be answered by ventures in order to have comparable data for the GALI benchmarking tool. These questions have been adjusted from the GALI Full Survey for ease of use and simplicity. They can be inputted into any survey tool.

The structure of the benchmark tool assumes that accelerators will be able to input data on the year-over-year change in revenue, equity, debt, and philanthropic support for participating ventures.

Questions are separated into those that are required to be able to input your ventures' performance data into the benchmark tool (denoted by the word "Input") and those that can be used to filter your ventures to match the filters in the benchmark tool (denoted by the word "Filter").