

**Presentation Judging Criteria**

<p><b>TEAM NAME:</b></p>	<p>Score based on 1 (lowest) to 5 (highest)</p>
<p><b>TEAM:</b></p> <p>Did the team properly introduce themselves (names, roles)?</p> <p>If the founding team is weak in either necessary skills or experience, have those gaps been acknowledged and addressed?</p> <p>How well did the team work together?</p>	
<p><b>PRESENTATION:</b></p> <p>Did the team make a quality presentation overall?</p> <p>What was the quality of the team’s materials and data?</p> <p>How was the team’s ability to answer tough questions?</p>	
<p><b>PROBLEM:</b></p> <p>Does the team provide a clear and compelling presentation of the problem, its scope, and the impact on customers?</p>	
<p><b>VALUE PROPOSITION:</b></p> <p>Has the team clearly stated their value proposition? Is there a clear description of how their product/service addresses the customer need? Are benefits quantified?</p>	
<p><b>MARKET OPPORTUNITY:</b></p> <p>Has the team given a description of the size (\$), growth potential, and composition of the market?</p>	
<p><b>COMPETITIVE STRATEGY:</b></p> <p>Has the team analyzed its competitive space?</p> <p>Does the summary clearly identify the company’s initial competitive advantage or differentiator?</p> <p>Does the team have an adequate strategy for defending their market position?</p>	
<p><b>GO TO MARKET STRATEGY:</b></p> <p>Does the team articulate a strategy to get, grow, and keep customers?</p> <p>Is the distribution plan clearly defined and reasonable?</p>	



<p><b>TRACTION:</b></p> <p>Has the team made progress toward any milestones (e.g., minimum viable product, customer agreements, and/or channel partnerships)?</p>	
<p><b>REVENUE MODEL AND FINANCIAL PROJECTIONS:</b></p> <p>Has the team communicated their five-year revenue model and financial projections?</p> <p>Are the financials consistent with the overall plan? Are assumptions realistic?</p>	
<p><b>FUNDING AMOUNT REQUIRED AND SOURCES:</b></p> <p>Does the summary describe the amount, sources (bootstrapping, friends and family, grants, crowdfunding, loan, angel, etc.), and timing of funding required?</p>	
<p><b>Please indicate whether you would recommend this team for any of the merit prizes listed below:</b></p> <p>Best Presentation _____ Best Technology Venture _____</p> <p>Best Financial Technology _____ Best Social Impact Business _____</p>	
<p><b>TOTAL</b></p>	

