

Round Four - The Finals: Submission Details / Judges Criteria

The fourth round / finals of the competition will be held on **April 16, 2020**. Finalists in this round will continue to compete in their respective tracks from semifinals (Technology Ventures, New Ventures, Social Ventures).

The finalists will make TWO presentations

1. The first is to the panel of judges in their respective track (Technology Ventures, New Ventures, Social Ventures) in a private session during the day.
2. The second presentation will be in the evening on stage to the larger public audience in the evening and will be 5 minutes in length and accompanied with a PowerPoint. This pitch will be your chance to have the audience vote for you to win the audience choice award of \$10,000 and be the NVC Winner.

Presentation to Judges

The time limit for a team's first presentation is 10 minutes. These presentations may be accompanied by PowerPoint slides (no other slide technology will be allowed in order to ensure compatibility with available projection resources). The judges will then have up to 10 minutes for questions and answers, and another 10 minutes for helpful suggestions and advice.

NOTE: Only GW student team members can present at Finals day session

A GW student team member(s) must be physically present to present. NO faculty, outside presenters, or non-GW students are allowed to present. However, they should work with the team on the presentation and may be present during team presentations sessions and are able to answer questions during the judges question and answer portion of the presentation. Questions or clarifications about this rule should be sent to Jasmine at jbautista@gwu.edu.

Public Presentation

In the second public presentation, the team will have 5 minutes. The winner of the most of the Grand Prizes will be determined after the first presentations. The Audience Choice Award will be decided based on the second presentation.

NOTE: Only GW student team members can present at Finals night session

A GW student team member(s) must be physically present to present. NO faculty, outside presenters, or non-GW students are allowed to present. However, they should work with the team on the presentation and may be present during team presentation sessions. Questions or clarifications about this rule should be sent to Jasmine at jbautista@gwu.edu.

Prize money will be paid to the winning ventures upon presentation of appropriate documentation regarding their companies/organizations. The winners of cash prizes are required to provide incorporation and ownership documents to GW about their venture and their use of the prize money. All prize money must be claimed within one year of the Final Presentation.

Judges Criteria - Finals

Final oral presentations will be judged on the following criteria:

Social or Customer Need and Opportunity (15%)

There is a clear, evidence-based need presented as well as a way to meet that need.

Value Proposition, Impact, and Distinctive Competence (15%)

The venture provides something of value to its customers or beneficiaries. It delivers that value in a unique or innovative way that gives it a competitive advantage.

Management Capability (15%)

This team has or can get the skills needed to effectively develop the venture and handle the risks associated with the venture.

Financial Understanding (15%)

This team has a solid understanding of the financial requirements of the venture.

Innovation and Impact Potential (15%)

- **Tech and New Ventures:** How innovative is this business idea? Does it take advantage of a new market, or new way of providing a product or service?
- **Social Ventures:** Does the venture represents a real opportunity to create social value. How innovative is this idea? Does it solve a social problem in a new or unique way?

Clarity of Presentation (10%)

The information follows a logical and clear flow throughout the presentation.

Enthusiasm & Persuasiveness (10%)

The team is passionate about their venture idea and presents a convincing argument for its success

Quality of Presentation Materials (5%)

The slides are creative, offer relevant information, and do not cause a distraction.