

## Round Three - Semifinals: Submission Details / Judges Criteria

The third round of the Competition will be held over three days, one day for each track on March 30, 2020 (Tech Ventures), March 31, 2020 (New Ventures) and April 1, 2020 (Social Ventures). The 12 semi-finalists/per track will pitch to a panel of judges who are experts in the area of each respective track.

### **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 6 minutes for questions, and another 6 minutes for helpful suggestions and advice.

### **NOTE: Only GW student team members can present at semifinals**

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](mailto: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: New Ventures

Semifinal oral presentations will be judged on the following criteria:

## **Customer Need and Market Opportunity (15%)**

There is a clear market need presented as well as a way to take advantage of that need.

## **Value Proposition/Distinctive Competence (15%)**

The company provides something novel/unique/special that gives it a competitive advantage.

## **Management Capability (15%)**

This team can effectively develop the company and handle the risks associated with the venture.

## **Financial Understanding (15%)**

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

## **Innovation and Impact Potential (15%)**

How innovative is this business idea? Does it take advantage of a new market, or new way of providing a product or service?

## **Clarity of Presentation (10%)**

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

## **Enthusiasm & Persuasiveness (10%)**

The team is passionate about their business 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.

# Judges Criteria: Social Ventures

Semifinal oral presentations will be judged on the following criteria:

## **Social Need and Opportunity (15%)**

There is an evidence-based social need and discussion of a specific opportunity to address that need.

## **Value Proposition for Social Impact (15%)**

The value the venture brings to its targeted beneficiaries/customers is clearly stated, and the venture creates social change in a compelling or unique way.

## **Management Capability (15%)**

This team has or can get the skills needed for its core operating team, board of directors, and/or advisory board.

## **Financial Understanding (15%)**

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

## **Innovation and Impact Potential (15%)**

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.

# Judges Criteria: Tech Ventures

Semifinal oral presentations will be judged on the following criteria:

## **Customer Need and Market Opportunity (15%)**

There is a clear market need presented as well as a way to take advantage of that need.

## **Value Proposition/Distinctive Competence (15%)**

The company provides something innovative that gives it a competitive advantage. The company has valuable technology.

## **Management Capability (15%)**

This team can effectively develop the company and handle the risks associated with the venture.

## **Financial Understanding (15%)**

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

## **Innovation and Impact Potential (15%)**

How innovative is this business idea? Does it take advantage of a new market, or new way of providing a product or service?

## **Clarity of Presentation (10%)**

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

## **Enthusiasm & Persuasiveness (10%)**

The team is passionate about their business 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.