



NVC Round Three Details

Explorer Track

Congratulations! You are an NVC finalist.

The third and final round of the Competition will be held on Wednesday, April 12, 2023. This live (in-person) round will be held at the I+E Lab at 2000 Penn, and all teams will be pitching to judges and being scored.

Thursday, April 13, 2023 is the final ceremony where winners are announced. Explorer Track teams are required to attend the final ceremony, but will not have a pitching or speaking role there.

Presentation to Judges – Wednesday, April 12

The time limit for a team's presentation is 3 minutes. These presentations may include slides, videos, or other demonstrations. The judges will then have up to 6 minutes for questions and helpful suggestions/advice.

NOTE: Only GW student team members can present on Wednesday.

A GW student team member(s) must be physically present to present. NO faculty, outside team members, 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.

Round 3 judges will not see your Round 1 or 2 application, scores, or feedback.

Each track will run concurrently in separate conference rooms, administered by OIE staff.

Pitches will be held at intervals between 12:30pm and 3:05pm ET. The NVC team will reach out with scheduling and logistics details; please advise them ASAP of any immovable conflicts. The NVC team will do its best to accommodate requests but cannot guarantee a specific time slot.

NVC Final Ceremony - Thursday, April 13

The Final Ceremony will be hosted on Thursday, April 13th from 6-8pm in Jack Morton Auditorium followed by a reception at Tonic from 8-11pm. Please plan to arrive at Jack Morton by 5:30pm on Thursday, April 13th. If you have class during this time, notify us ASAP.

Rehearsal will take place at Jack Morton Auditorium on Thursday, April 13 between 1:00 - 4:00 PM. All finalists are required to show up during this window to practice coming on and off stage to accept awards, etc. You can show up at any time during the window.

PRE-ROUND 3: Pitch Coaching

Finalists must attend at least one thirty-minute pitch coaching session with OIE staff during the week of March 27th-31st. Directions on how to sign up will be provided via email.

Additional Notes

Prize money will be paid to the team lead of the winning ventures. Team leads are responsible for dispersing the money to their teammates. All prize money must be claimed within one year of the final presentation.

Questions or clarifications should be sent to nvc@gwu.edu.

Judges' Criteria: Explorer Track

Customer Need and Market Opportunity (20%)

The problem, need or opportunity is clearly explained, and the significance is evident through customer discovery. Team demonstrates a clear understanding of market assessment and customer discovery as key concepts.

Value Proposition/Distinctive Competence (20%)

A detailed explanation of the proposed solution and a convincing statement of how it provides value for the customer are given. Explains why the solution is creative, distinctive, and/or fundamentally different from existing approaches. Team demonstrates an understanding of problem-solution fit and value propositions as key concepts.

Management Capability (15%)

The team effectively explains how they are unique and/or surrounding advisors possess the relevant skills and experiences needed to succeed.

Financial Understanding (15%)

The revenue model and profit potential are clearly explained and substantiated. Team demonstrates an understanding of financial basics such as unit economics, pricing, and margins as key concepts.

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. Team demonstrates compelling storytelling skills.

Quality of Presentation Materials (10%)

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