

Round Three - Semi-Finals: Submission Details / Judges' Criteria

The third round of the Competition will be held on Wednesday, March 30, 2022. This "hybrid" round will be held over Zoom, with students pitching the judges in real time. Each track will run concurrently in separate Zoom rooms, administered by OIE staff.

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 Zoom). 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 semi-finals.

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.

Pitches will be held at intervals between 10:00am and 4:50pm 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 can not guarantee a specific time slot.

Questions or clarifications about the rules should be sent to nvc@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. Rules about prizes can be found on the NVC [website](#).

Judges' Criteria: New Ventures

Semi-final oral presentations will be judged on the following criteria:

Customer Need and Market Opportunity (15%)

There is a clearly identified customer segment with demonstrated need, and a sufficiently large market represented by the prospective customer(s) to justify the venture.

Value Proposition/Distinctive Competence (15%)

The team has demonstrated that their proposed solution delivers benefit(s) relative to the current solution (in terms of performance, quality, or other relevant metric), sufficient to drive adoption by the target customer segment(s).

Management Capability (15%)

This team can effectively develop the venture and handle the risks associated with the venture. Gaps in the team are noted and a plan is in place to remedy.

Financial Understanding (15%)

This team has a solid understanding of the financial requirements of the business; this should go beyond a general proforma to show how money flows through the organization over time, unit economics, critical risks, etc.

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 are clearly identified customer/end user/beneficiary segments with demonstrated need, and a sufficiently large market represented by those prospective segments to justify the venture.

Value Proposition for Social Impact (15%)

The value the venture brings to its targeted beneficiaries/end users/customers is clearly stated, and the venture creates social change in a compelling or unique way. Impact is measurable and the venture will attract sustained support.

Management Capability (15%)

This team has or can get the skills needed for its core operating team, board of directors, and/or advisory board. Gaps in the team are noted and a plan is in place to remedy.

Financial Understanding (15%)

This team has a solid understanding of the financial requirements of the venture; this should go beyond a general proforma to show how they will sustain their venture through transactions, sponsorships, or donations.

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

Semi-final oral presentations will be judged on the following criteria:

Customer Need and Market Opportunity (15%)

There is a clearly identified customer segment with demonstrated need, and a sufficiently large market represented by the prospective customer(s) to justify the venture.

Value Proposition/Distinctive Competence (15%)

The team has demonstrated that their proposed solution delivers benefit(s) relative to the current solution (in terms of performance, quality, or other relevant metric), sufficient to drive adoption by the target customer segment(s). Technology at the core of the solution is new IP and/or is patentable.

Management Capability (15%)

This team can effectively develop the company and handle the risks associated with the venture. Gaps in the team are noted and a plan is in place to remedy.

Financial Understanding (15%)

This team has a solid understanding of the financial requirements of the business; this should go beyond a general proforma to show how money flows through the organization over time, unit economics, critical risks, etc.

Innovation and Impact Potential (15%)

How innovative is this business idea? Does it take advantage of a new technology, market, or 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.