

# Judging-criteria in final pitch on Dec. 14th 2018

Please fill out the score (Full is 100%) per each

## Q1:Market Potential

- 1<sup>st</sup> : Clarity of the customer's pain / problem definition %?
- 2<sup>nd</sup> : Size, growth, and potential of the market %?

## Q2: Innovative solution

- 3<sup>rd</sup> : Right solution to the specified problem %?
- 4<sup>th</sup> : `Must have` solution for monetizing %?

## Q3:Advantages over competition

- 5<sup>th</sup> : Unique, novel, or distinctive approach including business model %?
- 6<sup>th</sup> : Better performance than your competitors %?

## Q4:Clear communication and presentation skill

- 7<sup>th</sup> : Presentation skill %?
- 8<sup>th</sup> : Appropriate Q&A %?