Data Science and Technology Entrepreneurship

Computer Science 6998-4, Business School – B8848-1

Spring 2013

Final Presentation & Demo Guidelines

Event Date: May 7th Tuesday, (1 pm to 4:30 pm)
Event Location: URIS 142

Part 1. Send us the presentation slides by 11:59 pm May 6th

• Maximum presentation length (4 minutes)

Part 2. Executive Summary

• Please write a 1-3 page Executive Summary. You can use parts of your Final Report and Business Canvas for the executive summary. You can use either of the following template: http://www.entrepreneur.com/formnet/form/653 OR http://www.entrepreneur.com/formnet/form/459

Part 3. Pitch Presentation Guideline

1. Pitch presentation cannot be more than 4 min long
2. You may want to talk about components of lean model canvas
   a. Customer segments, problem, unique value proposition, solution
   b. Competitive advantage, channels, market size, cost structure, and revenue model
3. Customer Validation
   a. Analysis of customer interviews
   b. How your assumptions have been validated
   c. How your assumptions may have been proven wrong
   d. Interesting discoveries about customers
   e. Were your assumptions valid?
   f. Did you pivot? If you did explain why
4. You should also do a very short teaser demo of the product.

Part 4. Demo Guideline
After the short 4 min pitch presentations, where you would have given a teaser demo of your product, you have 1 hour to demo your product to the judges, mentors and guests. You will have a table where you can display 2 of your devices for the demo. Device 1, laptop/tablet/smartphone, should be used for the demonstrating your web or mobile application. Device 2 should be used for the displaying your pitch presentation. Also make a few copies (12+) of executive summary that you can distribute to the judges during the demo.

Submission Process:

Upload your slides (pdf, keynote, powerpoint) to your team google account and share the link with us.

Remember to add the following in your email subject line

**DSTE – Final Pitch – Team Name**