****

**STAGE 2: EXISTING STARTUP CATEGORY JUDGING SHEET**

**Reduce 3 Teams to 1 Category Winner**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Judge |  | | | |
| Venture |  | | | |
|  | | | | |
| **SCORE SHEET** | | | | |
|  | | | | |
| **Criteria Headers** | | **Criteria Detail** | **MAX.** | **SCORE** |
| **Pitch** | | * The information provided in the pitch was relevant and detailed * Clear and confident delivery * Ability to answer all questions * Credible and confident under pressure | 10 |  |
| **Capability of Management Team** | | * Strength of the team * Have the team members identified key risks and how and how they will be mitigated? | 10 |  |
| **Market** | | * Is the business model both realistic and viable over the long term? * Is the business and it’s model unique in any way? | 10 |  |
| **Financials** | | * Realistic projections * Outlined need for capital (if any) | 10 |  |
| **TOTAL:** | |  | **60** |  |

|  |
| --- |
| NOTES TO PASS ON TO THE TEAM: |
|  |