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

**Reduce 3 Teams to 1 Category Winner**

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| Judge |  |
| Venture |  |
|  |
| **SCORE SHEET** |
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| **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** |  |

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| NOTES TO PASS ON TO THE TEAM: |
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