HEBS Business Pitch Competition 2014 Rules

Why participate in HEBS Business Pitch Competition?

The Harvard Extension Business Society (HEBS) Business Pitch Competition is designed to help students and alumni launch new business ventures:

- For-profit Businesses
- Not-for-Profit Businesses
- Corporate Entrepreneurship
- Social Enterprise

As part of this experience, participants will enhance their learning experience, gain feedback on ideas, develop networks and expose their ideas to potential investors.

Who can participate?

Any registrant of the conference can participate in the HEBS Business Pitch Competition 2014. A team participating in the competition can consist of up-to 5 team members and can include either (or both) students and non-students. Please note that participants may not join more than one team.

Registration for the HEBS Business Pitch Competition closes at 12PM EST on April 14th, 2014.

How is the HEBS Business Pitch Competition Organized?

1. The Screening Round is the initial review of the business plan that determines which teams will be moving ahead to the Presentation Round. A total of 10 teams will be chosen.

Electronic submission: Soft-copies of the Business Plan must be submitted electronically no later than 12PM EST on April 14th, 2014 to http://hebs.dce.harvard.edu/. It is strongly suggested that soft-copy documents be submitted in PowerPoint format using the narrative feature to communicate the business or invention details, though other formats may be considered. Any questions or issues can be submitted to: HarvardEBS@gmail.com.

Your team will be notified by 12PM EST on April 21st, 2014 as to whether or not you have been selected for the Presentation Round.

The Executive Planning team of the HEBS Harvard Extension Business Conference 2014 reserves the right to update these rules at any time. Every attempt will be made to notify participants of any modification to this document; however it is ultimately the responsibility of all interested participants to check for updates and clarifications on the HEBS website.
2. The **Presentation Round** is for those that have completed and passed the pre-screening round. The Presentation Round will take place on **4/26/14** located at Harvard University. The Presentation Round will consist of a 7-minute business pitch presented by each of the teams chosen. After the 7 minute presentation, there will be a 3 minute Q&A in which judges ask lingering questions.

3. The **Hot Seat Round** is where the final four teams that score the highest from the Presentation Round will be allowed 3 final minutes to market their idea to the guest judges, followed by 3 final minutes for questions and answers. Each team will be assessed and scored on the following areas:

- Market opportunity
- Understanding of competitors and competing products
- Product/Service viability
- Knowledge of intellectual property assets
- Business model viability
- Overall attractiveness of the opportunity
- Presentation skills

The judges will discuss the final 4 contestants after the final presentations to make award decisions. The final four presenters will receive both positive and negative feedback from the judges in verbal form, right then and there!

…And the winner will be announced shortly after.

**Are there cash awards?**

Yes! The winner will walk away with a cash award. Further details to be announced.

**Confidentiality**

The HEBS Business Pitch Competition 2014 considers all submitted business plans as confidential and treats all matters accordingly. However, due to the nature of the event, we cannot guarantee complete confidentiality for proprietary matters. Harvard University, the Harvard Extension School, the Harvard Extension Business Society and the organizers of the competition are not responsible for any proprietary information and/or intellectual property included in a submitted business plan. Ultimately, protection of sensitive materials such as intellectual property, copyrights, or patents is the sole responsibility of the individual or team participating in the competition.