Little Bang! Pitch & Poster Competition – Session 3

Tuesday, May 21, 2019 • 6:00-8:00 p.m. • Gallagher Hall, Grand Foyer

Poster Submission Deadline for free printing: Wednesday, May 15, 5 p.m.
Registration deadline: Friday, May 17, 5 p.m.

Up to five (5) $1,000 Microgrants Available

The Little Bang! Poster Competition is open to all students and is designed to help them define their business idea and communicate it concisely using a poster. This is an entry-level competition, so no prior business experience is necessary.

This pitch and poster competition is the third in a series of three poster competitions meant to support students on their entrepreneurial journey. Prize money increases as the series progresses. Entrants are encouraged to attend Big Bang! workshops and office hours listed on our website whether or not you enter the Big Bang! competition.

Participation Guidelines

This competition is open to any currently enrolled student at the high school, undergraduate or graduate level. In Session 3, a poster, 90 second pitch and five customer calls (see Little Bang website for guidelines and template and link to Customer Calls Workshop) are required.

During speed rotation rounds, participants will stand next to their poster and practice their pitch in front of attendees. These interactions provide valuable feedback for future development of their pitch, poster and idea. Once speed rounds conclude, participants will present their 90 second pitch in front of the entire group including judges.

Interested participants must register and submit their posters and call summaries no later than Friday, May 17 at 5 p.m.

1) Register your team here: https://goo.gl/forms/LcP1kgiojpOvKsll2
2) Email a high-resolution PDF of your poster and customer call summary: LB3_Pos.bgkq8m8gzmzbfuo6@u.box.com
3) Use this file format: TeamName_First name_Last name_Phone number_Email address_POSTER or CALL SUMMARY
   e.g., Changemakers_Jane_Smith_5305551212_jzsmith@ucdavis.edu_POSTER
**Posters submitted by Wednesday, May 15 at 5 p.m. will be printed free of charge.** Posters submitted in the wrong format or with the incorrect filename will not be printed. If you submit your poster more than once, only the most recently submitted version will be printed. You may pick up your poster when you check in for the event. If you choose to print your own poster, you must still register and submit your poster to the link above by the May 17, 5 p.m. deadline.

**Market Research for Your Poster**

1) The first step in developing the poster is to define the problem you’re solving (along with your solution).

2) Test whether you are working on the right problem by making five customer calls. Refer to Customer Call Guidelines and summary template on our website.

3) Craft or refine the problem and solution based on what you learn from your customer calls. Be sure that your poster reflects the findings of these conversations.

**Preparing Your Poster**

Posters should be presented on a 36” by 48” (portrait or landscape) format including but not limited to information as follows:

- **Business Idea / Overview:** Describe the business in 1-2 sentences. Use a logo, pictures and graphics wherever possible. Describe what you’re doing, who it’s for, and how you’re special.

- **What (problem and solution):** What is the problem you are solving? How will your business idea help solve this problem? What did you learn from the five (or more) people you interviewed? (Please list the names/titles of those you interviewed on your poster.)

- **Who /Where (target market):** Who are the primary users of the product? Who is the customer (i.e., the decision maker)? What is your target market? Describe the buyer of your product/service.

- **How (differentiation):** Is there someone already doing the same thing? If so, how is your solution better or different?

- **What’s new:** If your team is a previous awardee be sure to show what is new, different, evolved from previous competitions. How are your ideas changing and developing as you move forward?

**Rules & Regulations**

- Entrants must adhere to all submission deadlines and guidelines.

- Ideas submitted as part of a teams’ new business venture must represent the original work of the team members.

- Only one submission of a new business venture per team is permitted. Each submission should consist of a 90-second pitch and a 36” x 48” poster.

- Individuals may be a member of only one team. Teams may be as small as one person; there is no maximum number of team members. Typical team size is between one and four members.

- The university reserves the right to disqualify, in its sole and absolute discretion, any team from the competition at any time for any reason. Reasons for disqualification may include but are not limited to: plagiarism and any other form of academic dishonesty, misappropriation or infringement of the intellectual property of others, and/or any failure to comply with these rules and regulations. Disqualified teams shall forfeit any and all prizes awarded to them.

- Prize money will be awarded to a designated team member and not the business entity. Team is responsible for dividing prize money among team members. It is not mandatory for the award money to seed the start-up.
• Teams may not compete if the new venture has already received funding from any outside sources (i.e. angel investors, venture capital, money from other competitions, etc.) totaling more $5,000 by the start of the Fall Quarter 2018. Investors and dates of funding must be disclosed at the time of entry.

• Session 3 awardees agree to: 1) Write a one-page (minimum 500-word) plan establishing milestones for developing their business idea and reflecting on lessons learned participating in Little Bang!

Judging Criteria
Judges will be a mix of successful entrepreneurs, alumni, venture capitalists, angel investors or professional service providers working within the university or business community. Judges will score your poster on the following factors using a seven-point scale:

1. Content
   Does the poster contain all the required elements and address the “Preparing your Poster” prompt above.

2. Poster Quality
   Clarity of message, attractiveness, professionally prepared.
   Does the poster generate interest in the concept without verbal explanation?

3. Presentation Quality
   Is the team/poster informing or persuading? Were the presenters convincing, knowledgeable, in command of the situation and on top of the information? Have they presented enough information and explanation to effectively convey their ideas? Did the contestant conduct themselves in a professional manner?

4. Judges’ Impressions
   Why should a judge (potential business investor) care about this proposal? Did the poster and presentation convey enough important insights into the business proposition that the contestant(s) should be asked to come back to present at the next poster competition?

5. Intangible or WOW factor/Overall
   Did the contestant(s) and poster leave a lasting impression?

Questions?
Contact Big Bang! program coordinator Karen Harding-Davis at kaharding@ucdavis.edu or special projects manager, Sumiko Hong at skohong@ucdavis.edu.