Big Bang! 2017/18 Events
Workshops + Competition

October 2017

**Big Bang! Kickoff** .................................................. Tuesday, October 24, 5:30-8:30 p.m.
*UC Davis, Buehler Alumni Center, Alpha Gamma Rho Hall*

Join us for the Big Bang! Kickoff. This is the first formal Big Bang! networking event of the year, providing you the opportunity to meet with other members of the Big Bang! community and to begin to share ideas and formulate teams.

November 2017

**Starting Something That Matters + Networking Mixer** ..........Wednesday, November 1, 6-8 p.m.
*UC Davis, 2310 Gallagher Hall*

This workshop introduces the most important skill any innovator or entrepreneur needs: the ability to build a network around their ideas. Following that will be a presentation on crafting your elevator pitch and a chance to find team members or join a team.

**Making the Leap: Moving from Idea to Business** .................Wednesday, November 8, 6-8 p.m.
*UC Davis Welcome Center*

Moving your potential business idea from concept to reality requires planning, cheap tools and a strong network. Develop a foundation for thinking about how to move your idea forward and the tools to do so effectively.

**Defining the Problem and Solution** ..............................Wednesday, November 15, 6-8 p.m.
*UC Davis Welcome Center*

A key element in developing a viable business is clearly articulating the problem you are solving and your proposed solution. In this workshop, develop your initial key elements to define your business: the problem, solution, and value proposition.

December 2017

**COMPETITION DEADLINE: Early Team Registration** ............... December 6, 2017 by 11:59 p.m.

**Write to Win: Developing Your Executive Summary** .............. Wednesday, December 6, 6-8 p.m.
*UC Davis Welcome Center*

In this workshop, you will learn how to define your business in a concise and well-written executive summary.
January 2018

Define and Validate Your Business Model .......................... Wednesday, January 17, 6-8 p.m.
UC Davis, 1213 Gallagher Hall

A new venture’s business model defines how the new venture brings together the technology, market, and business opportunities available to it, as well as how the business plans to make money (and how much). This workshop covers basic business models and provides hands-on instruction on how to evaluate the best model for your business.

Poster Competition + Networking Mixer ........................... Wednesday, January 24, 5-8 p.m.
UC Davis, Gallagher Hall Grand Foyer

Participate in our poster competition to win prize money, but more importantly, get your idea in front of the public to receive valuable feedback from judges and attendees.

Define Your Customer and the Market + Customer Calls........ Wednesday, January 31, 6-8 p.m.
UC Davis, 1213 Gallagher Hall

Understanding the needs of your customer is one of the most important first steps in any new venture. Learn to identify your market segment and customers, and evaluate whether (and how much) those customers value your product, service or business solution. This session will help you develop questions to ask a potential customer in order to better validate your market, competitors and customers. You will be able to observe a real-time customer call in action.

Show Me the Money: Projecting + Presenting Financials ....... Wednesday, February 7, 6-8 p.m.
UC Davis, 1213 Gallagher Hall

What do potential investors want to see? Learn to forecast and present your financials in a way that effectively demonstrates your understanding of the market and the value of your venture.

COMPETITION DEADLINE: Early Round 1 Deadline (Optional) .............. January 24 by 11:59 p.m.
- Early submissions will receive feedback on Executive Summary prior to February 21
  Revised Executive Summary deadline.

February 2018

Idea to Reality: Business Boot Camp................................. Thursday, February 15, 4-8 p.m.
UC Davis, 1213 Gallagher Hall

Attend the boot camp to get the inside scoop of making the leap from idea to business, validating a problem and solution, and identifying a market and customer. Leave the workshop with a tool set and clear perspective on how to build an effective, appropriate and viable plan and strategy to business.

COMPETITION DEADLINE: Round 1 Submissions ........................ February 21 by 11:59 p.m.
- Final Team Registration, Executive Summary + Team Bios Due
- Revised Executive Summary Due (for teams who submitted by the January 24 early deadline and received/incorporated feedback).
Developing Your Startup Slide Deck........................................... Wednesday, February 28, 6-8 p.m.
UC Davis, 1213 Gallagher Hall
Learn how to create compelling slides to convey your idea. The pitch presentation can be used when pitching your company idea to potential team members, investors and stakeholders. The workshop will teach participants how to effectively develop their business plan/slide deck.

March 2018
Pitching like a Pro: Presenting Your Startup Slide Deck
+ Past BB! Winners Pitch ............................................................ Wednesday, March 7, 6-8 p.m.
UC Davis, 1213 Gallagher Hall
Come learn how to pitch your idea in a more compelling way. Whether starting a business, building a nonprofit, or presenting a new idea to your boss, this workshop will provide you with a set of tools to effectively pitch like a pro. Let past Big Bang! winners show you how it is done by presenting their startup. This is a great opportunity for participants to watch a live pitch presentation and ask questions.

April 2018
Intellectual Property Workshop.............................................. Wednesday, April 11, 6-8 p.m.
UC Davis, 1213 Gallagher Hall
Intellectual Property (IP) may be the first tangible asset you have to give value to a new venture. Whether you plan to develop a business around your research or license your technology, you will need to decide how and when to protect your intellectual property.

COMPETITION DEADLINE: Round 2 Submissions............. Wednesday, April 18 by 11:59 p.m.
• Customer Call Summary (20 interviews – maximum 5 pages)
• Two-Minute Video Pitch
• Draft Pitch Deck (5-10 slides)

May 2018
COMPETITION EVENT: Dry Run Presentations (optional; top 15 only)........... Wednesday, May 9
COMPETITION DEADLINE: Round 3 Submissions.............................. Wednesday, May 16
• Customer Call Summary (10 interviews – maximum 3 pgs.)
• Final Pitch Deck (~10 slides)

COMPETITION EVENT: Final Presentations + Judging ............................. Friday, May 18

Big Bang! Final Presentations + Awards Ceremony ...................... Thursday, May 24, 5-9 p.m.
UC Davis, Buehler Alumni Center, Alpha Gamma Rho Hall
Networking Mixer, 5-6 p.m. | Program, 6-9 p.m.

The top five Big Bang! finalists will present their presentations at the final awards ceremony. The 1st and 2nd place and sponsored award winners will be announced. Audience members will vote for People’s Choice Award winner.