



## 2017/18 Workshops + Competition Deadlines

### 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 + Contestant Mixer** ..... **Wednesday, November 1, 6-8 p.m.**  
*UC Davis, Gallagher Hall Grand Foyer*

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, Gallagher Hall Room 2310*

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, Gallagher Hall Room 2310*

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, Gallagher Hall Room 2310*

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, Gallagher Hall Room 2310*

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 + Contestant 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, Gallagher Hall Room 2310*

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: Seeking Funding + Presenting Financials . Wednesday, February 7, 6-8 p.m.**

*UC Davis, Gallagher Hall Room 2310*

Learn about different methods of funding for your business idea. Private investors? Venture capitalists? Crowdfunding? Pre-sales? Corporate sponsors? Bank loans? Factoring? Grant funding? Friends and family? Learn what works best for various endeavors and the pros and cons of each. 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, Gallagher Hall Grand Foyer*

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.

## Big Bang! 2017/18 Workshops + Competition Deadlines

**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, Gallagher Hall Room 2310*

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, Gallagher Hall Room 2310*

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 ..... Wednesday, April 11, 6-8 p.m.**

*UC Davis, Gallagher Hall (Room TBD)*

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 Due ..... 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 teams only) ... Wednesday, May 9**

**COMPETITION DEADLINE: Round 3 Submissions Due ..... Wednesday, May 16 by 11:59 p.m.**

- **Customer Call Summary (10 interviews – maximum 3 pgs.)**
- **Final Pitch Deck (~10 slides)**

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

**Poster Competition ..... Wednesday, January 24, 5-8 p.m.**

*UC Davis, Gallagher Hall Grand Foyer*

Join us—as either a participant or attendee—to preview the latest innovations at this pitch and

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poster competition. Present a poster and 90-second pitch to our panel of independent judges for a chance to win prize money! Details forthcoming.

### **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. Winners will be announced in all categories. Audience members will vote for People's Choice Award winner.