

Student Name: Chung T. wh / Vijay / Balakrish
 Idea: _____

PLEASE IDENTIFY TO *WHOM* YOU ARE PITCHING. YOUR AUDIENCE IS EITHER: A) PROSPECTIVE INVESTORS IN YOUR BUSINESS; B) PROSPECTIVE CUSTOMERS OR CLIENTS YOU ARE TRYING TO CONVINCe TO BUY YOUR NEW PRODUCT OR SERVICE; C) A COMPANY YOU ARE TRING TO CONVINCe TO HIRE YOU FOR A JOB, D) A PROSPECTIVE EMPLOYEE (OR SUPPLIER) YOU ARE TRYING TO RECRUIT TO (FOR) YOUR COMPANY; E) YOUR BOARD OF DIRECTORS; F) OTHER (PLEASE IDENTIFY).

Personal Pitch— Last Mile Inc.

Strength of presentation: conveys confidence, enthusiasm and professionalism	4/5
Demonstrates strong skills and background necessary to launch and operate a venture	3/5
Stimulates interest and/or ability to maintain interest	4/5
Explains opportunity succinctly and understandably	4/5
Total	15/20

Notes:

Idea Pitch—

Value proposition – problem being solved/differentiated value/negative cost for customer/innovation or 'pixie dust'/competitive advantage	4/5
Size of opportunity	4/5
Cost of customer acquisition/use of guerrilla or social marketing	3/5
Cash conversion cycle—ability to generate cash	3/5
Ability to execute	3/5
Scalability/network effects/reversing out the work to customers or suppliers/custom outputs from standard inputs	4/5
Total	21/30

Notes:

Grand Total 36/50

— fast / short ✓
 — a bit dark
 — grand zero / 1 yr ✓
 — admin burn ✓