



## BEC Bench to Business Challenge Team Information Form

Team Name: \_\_\_\_\_

Team Leader: \_\_\_\_\_

At the end of the BEC Bench to Business Challenge, the winning teams will be awarded the cash prize. The money will be presented to the team leader, who will be responsible for distributing the prize to the team members as stated below in the prize allocation table. The BEC, Skandalaris Center, and all parties involved in organizing and judging this event will have no responsibility in prize distribution other than awarding the money to the team leader.

All team members must provide their signature, indicating that they have read, understood, and agreed to the competition rules and their prize allocation amount.

Name	Email	WashU Affiliation	% Prize Allocation	Signature

Is your team part of Biotech Industry Innovators Business Class? Yes / No

Has your team participated in BearCub or Olin Cup or LEAP? Yes / No

Is your team part of Sling Health? Yes / No

If yes, please indicate which team members have participated in the above categories. This information will only be used to determine participant demographics.



## Bench to Business Challenge

### I. Overview:

The Bench to Business Challenge (B2BC) is a business model competition for individuals seeking experience in forming a venture around an idea. All stages of ideas – from concept to advanced - are welcome. Individuals or teams with early stage ideas are especially encouraged to apply. The competition is a fun, low-pressure introduction to entrepreneurship.

### II. Competition Deliverables and Deadlines:

1. Executive summary – 2 Page maximum

*Format:* Margins - 0.5" ; Font – Arial ; Font Size – 10 (PDF preferred)

*Submission Deadline:* Mar 29th 11.59 pm CST (Earlier submissions encouraged)

*Submission method:* Email to – [bench2biz@gmail.com](mailto:bench2biz@gmail.com)

*Additional documents:* Team information form

(Form available on BEC website – [gradpages.wustl.edu/bec](http://gradpages.wustl.edu/bec))

2. 5 minute pitch

*Format:* Public pitch – 5 minutes, Q&A – 2 minutes (power-point / chalk talk)

*Date:* April 19th, 2018 [**Presentations should be received by 3pm @ [bench2biz@gmail.com](mailto:bench2biz@gmail.com)**]

*Venue:* Connor Auditorium

*Presenter:* Any person on the team or multiple team members can present within the time constraint.

### III. Judging Criteria and points:

#### Executive Summary and 5 minute pitch:

The main judging criteria will be ‘investability as presented’. Scoring will be based on strategies to commercialize ideas and creating a business. The following are rough guidelines for the executive summary and the 5 minute pitch.

1. Feasibility and value proposition of idea
2. Commercialization / marketing strategy
3. Market evaluation
4. Goals and milestones
5. Capital required and usage of capital (tied to goals and milestones)
6. Management team

### IV. Awards:

Total cash prize: \$2000 (Skandalaris Center)



## **V. Ideas / technologies:**

The ideas can be self generated or obtained from a public source.

Examples of public ideas:

- a. Washington University OTM:  
[http://research.wustl.edu/Offices\\_Committees/OTM/techsearch/Pages/AllOTMTechnologies.aspx](http://research.wustl.edu/Offices_Committees/OTM/techsearch/Pages/AllOTMTechnologies.aspx)
- b. **The United States Patent and Trademark Office (USPTO):**  
<http://www.uspto.gov/patents-application-process/search-patents>

## **VI. Rules:**

1. The competition is open to anybody associated with Washington University. For teams, at least one member should be associated with Washington University.
2. No prior experience is necessary for participating in the competition.
3. The submitted ideas should be related to some aspect of bio-entrepreneurship, including but not limited to life-science / pharma / healthcare / biotech / medical devices / laboratory technologies / software / biotech IP law etc.
4. The prize money is to be distributed amongst team members as per the prize distribution form by the team leader. There are no restrictions on the money utilization.
5. The judges, Skandalaris Center and BEC reserve the right to distribute the prize money. The judges decision will be final.
6. **NOTE: The competition is a public event. It is an exercise in practicing promoting your venture idea to the general public and as such please does not disclose any confidential/proprietary information in your executive summary or pitch.**