Pitch Questions

Pitch & Pizza Questions

- Why should I come to you for a VR model? Why can't I just go the apartment to view it
  - it takes a lot of time to view an apartment, in terms of travel, viewing and scheduling
  - visiting the actual apartments my not best represent what a student wants because of the current tenants furniture
  - we are not aiming for them to sign a lease, only facilitate the discovery by showing them accurate apartments, and scheduling them with real estate agents
- VR is experimental and not very good. Why should I trust your product's accuracy
  - The technology is improving → more accurate

  - there are three ways on how we plan to develop these VR models
    - current resources that real estate agents have
    - using third party modeling software and create 3d models ourselves
    - develop a machine learning algorithm that inputs apartments dimensions, photos, and detail to generate insights to make it more informative

  with these ways of development, we can ensure that our apartments will be as accurate as possible

- The apartment finding process is tough but thats how it is. Why does it need changing?

- Thats the job of technology to make human life easier

- like any innovation, we are trying to make it better

- just like Zillow made the discovery phase easier for the general population, we are trying make it even easier for students

- How will you model that many apartments?

  - Takes 1 Day, take pictures and physciallay go there

  - After some partnerships, use real estate agents' models

- How are you better positioned than your competitors to win this market and why? Can apartments and realtors not make their own 3D models, which are more accurate than VR models?

  - they need a tool to connect to customers besides making models

  - we are students, very personable and have access to other students, and understand their problem.

Obstacles:

- Not getting more customer, poor partnerships

- Lack of Time - we may get different jobs (change answer type, we are students, we may get jobs)

- Bad models

- Focussing on dimensional accurate, similar to actual thing. Less than 1 day to do one apartment.

  - Team grows, more people

  - Real estate agents will send us.s