

# Heysuccess.com

Phase 3 Results

Global score

68

Your global score consists of the following components:

Idea and context	Technology	Business model, finance and corporate	Team
20,5	14	12	21,5

Comments from Evaluator 1:

hey Success is an inspiring project led by its founder, Milenko Pilic, that is both an entrepreneur and a guru. Milenko tours the universities to share his message: a degree is not enough anymore. He mixes his advocacy mission with a business vision (ethical risk) as he has created an on-line community and a platform providing youth with internship opportunities worldwide (many of these internships are still for Hey Success itself). Key words are empowering / coaching young people. There is a strong decalage between the ambition / inspiration and the development stage. It looks like Milenko wants to sell more than he has or hasn't been able to sell as much as he wanted. The site has a very good reactivity in terms of animation: as soon as you register you receive a newsletter with a choice of opportunities but the site lacks profiling and the information sent doesn't match individual needs. This will require complex algorithm to be developed and financed. The revenues scheme is not very solid but the ambition makes it an interesting project to consider. Would the founder - so involved and committed - be ready to question the whole model?

Comments from Evaluator 2:

Even when I think that it is better not abusing on Milenko's personal branding for marketing purposes - he is certainly an ambassador of the generation the project aims to reach-, what I liked the most of their application is their smart way to do things with little resources (user acquisition) and of thinking big. However, they have not addressed how they earn clients, not users and that's something I would need to learn more about. They mention several types of competitors that in fact do not have the global scoop that the Internet brings to Heysuccess.com as well as the age of their target: since students do not have labour experience yet, Heysuccess.com can barely consider competition job portals. And yes, competitions and conferences are other type of opportunities that job portals are not pointing to. Still, the search engine needs some polish work (some fake results) and even when the site is really user-friendly (what eases adoption) the value doesn't seem to relay on the technology but on the team ability in building their 'opportunities' and users base. The user scenario is too promotional and probably the technology, even when correctly solved, less unique than presented. I would like to learn a bit more on the user behaviour: how many are active users, how may categories a user searches and average time spent on the portal? What about returning traffic?