



E-CLUB  
VT

# Startup Sprint

# E-Club Leadership Team

## Why this exists

- Celebrate entrepreneurship
- Develop a culture of building
- Foster the startup ecosystem at Virginia Tech

# Sponsors

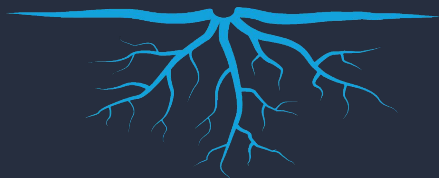


APEX CENTER FOR ENTREPRENEURS  
MANAGEMENT DEPARTMENT  
COMPUTER SCIENCE DEPARTMENT



Community  
Labs

cs/root



# Apex Center for Entrepreneurs

- Coworking space
- Startup Hokies Incubator Program
- Resources, mentorship, funding



**Dr. James Harder**





Community  
Labs

**Ashlyn Pugh**

# What you will get from this experience

- You will learn something new
- You will meet new people (that may become cofounders)
- You will expand your mind on startups, technology, business, and what it means to be an entrepreneur
- You will build something new / cool / useful / innovative
- You will get \$\$\$
- You will start a company

## Rules

- Must be a new venture
- Have fun



# What you will do

- Identify a problem
- Deploy a product (MVP)
- Craft a business model

# Identify a problem

- What struggle, unmet need, or challenge do people experience?
  - Who experiences this problem?
  - How many people?
  - How bad of a problem is this?
  - Example: Wake Aquatic Partners, Shade Inc
- > **What's your solution?**



Combinator

# Y Combinator's billion-dollar investments

Private and exited companies with a valuation of \$1B+ as of 8/29/19



\$29.3B valuation



\$22.5B valuation



\$19B valuation



\$12.6B valuation  
at IPO



\$12.6B valuation



\$8B valuation



\$7.9B valuation



\$4.2B valuation



\$3.8B valuation



\$3.2B valuation



\$3B valuation



\$2.6B valuation



\$2.5B valuation



\$2.1B valuation



\$1.8B valuation  
at IPO



\$1.7B valuation



\$1.5B valuation



\$1.3B valuation



GitLab

\$1.1B valuation



\$1B valuation



\$1B valuation



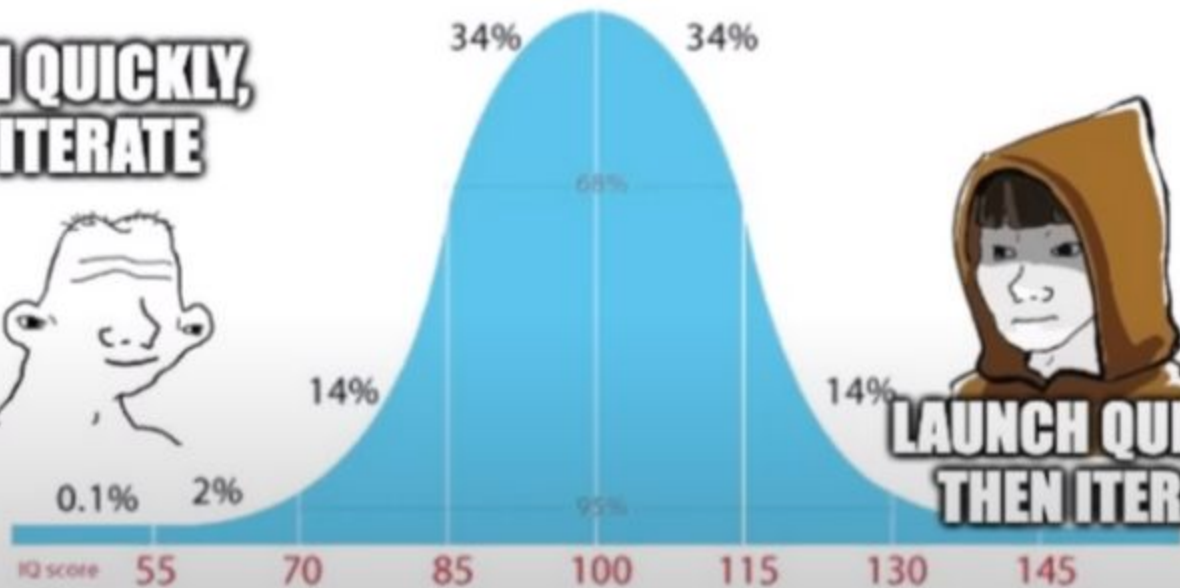
\$1B valuation



**DO A SURVEY,  
RAISE MONEY, BUILD TEAM,  
SPEC PERFECT PRODUCT,  
HIRE PR FIRM, ETC...**



**LAUNCH QUICKLY,  
THEN ITERATE**



**LAUNCH QUICKLY,  
THEN ITERATE**

***SPEED***

# MVP - Minimum Viable Product

- The smallest set of core features that solve the problem
- Build fast, iterate fast

Not like this....



1



2



3



4

Like this!



1



2



3



4



5



# Business Model

- Value proposition
- Channels
- Cost structure
- Revenue streams
- Key partners

How can you turn an problem into a product, and a product into profit?

# Submission, Screening, Finalists, and Presentations

**Problem / MVP Submission Deadline: Monday 8:00 AM on Discord**

## **Screening:**

- Problem
- Product

## **Finalists: 5 - 8 teams**

- **Automatic acceptance** into the Startup Hokies Incubator Program
- Final pitches / presentations on Wednesday 6 PM to 8 PM

# Submission Categories

- Software
  - Must be deployed
  - Downloadable
- Hardware
  - Prototype / proof of concept must built
  - Final materials must be known
  - Diagrams, blueprints, 3D renderings are encouraged
- No Code
  - Wix, squarespace
  - Spreadsheet
  - Shopify
  - Gumroad
  - No Code Tools

## Service

- Some way for customers to interface with your business

## Social Good

- Figure out an MVP

# Submission Guidelines

- Product **must be** deployed / accessible
- We **will not** accept wireframes, github repos, or business plans

## Submit on Discord

### What is the problem you're solving?

- Define your problem in one sentence.

### How painful of a problem is this?

- Does it cost money? Does it harm people? Does it cause negative emotions?

### Who has this problem?

- What sort of person has this problem?
- How many people have this problem?
- Where can you find them?

### What does your product do?

- Describe what your product does in under a paragraph.

### Where can I access it?

- Is there a link to it?
- Is it hardware?

### Why do you think this product would succeed?

# Finalist Presentations

- Finalists will be announced on Monday Night
- Final presentations are next Wednesday 6pm - 8pm
- 5 minute slide deck explaining your problem, product, and business model

# Prize Categories

**1st Place - \$2500**

**Runner ups**

- \$1000
- \$1000

**Best Arweave Startup**

- \$1,500

# Arweave

- Blockchain network focused on permanent data storage
- Decentralized ecosystem
- Friendly developer tools

# Workshops

## Arweave Virtual Tutorials

- Thursday

## Community Labs Support

- Friday 12pm - 3pm

## Business Model Workshop

- Friday 4pm - 6pm



# Movie Night

- Saturday
- 8pm



# Resources

## Startup Sprint Resources

### Main Resources

! Problem

 Minimum Viable Product

 Business Model

 Arweave

► Extra Resources

## Development Tools

### Development Tools

#### Deployment

##### Scale & Ship Faster with a Composable Web Architecture | Netlify

Realize the speed, agility and performance of a scalable, composable web architecture with Netlify. Explore the composable web platform now!

 <https://www.netlify.com/>

One workflow to connect,  
build, and run your web apps

 netlify

##### Vercel: Build and deploy the best Web experiences with The Frontend Clo...

Vercel's Frontend Cloud gives developers the frameworks, workflows, and infrastructure to build a faster, more personalized Web.

 <https://vercel.com/>


What will you ship?

 supabase

#### Databases

##### Supabase | The Open Source Firebase Alternative

Build production-grade applications with a Postgres database, Authentication, instant APIs, Realtime, Functions, Storage and Vector embeddings. Start for free.

 <https://supabase.com/>

Build in a weekend  
Scale to millions

## No Code Tools and Resources

### No Code Tools

#### The platform to build next-gen apps | Airtable


Airtable is a low-code platform to build next-gen apps. Move beyond rigid tools, operationalize your critical data, and reimagine workflows with AI.

 <https://www.airtable.com/>

 Airtable

#### Bubble | Build Powerful Full-Stack Apps Without Code

Discover the future of software development with Bubble, a no-code platform used to build SaaS tools, marketplaces, CRMs, & more — hosted securely in the cloud.

 <https://bubble.io/>

The most powerful  
full-stack no-code  
platform

 bubble

#### Webflow: Create a custom website | Visual website builder

Create custom, responsive websites with the power of code — visually. Design and build your site with a flexible CMS and top-tier hosting. Try Webflow for free.

 <https://webflow.com/>

 Webflow

#### Curated list of 18 App Builders [2023] - NoCode.Tech

We've hand picked and reviewed the best no-code App Builders on the market. A curated list of the best tools you can use to create a mobile app, without needing any

 <https://www.nocode.tech/category/app-builders>

# Mentor Portal

## Levern Currie

[Zoom Link](#)

[lcurre@vt.edu](mailto:lcurre@vt.edu)

Levern is the CEO and founder of [Drivingo](#), a startup that adds gesture-based ordering systems at restaurants to enhance customer service interactions.

**Thursday - Sunday**

**12pm - 10pm**

## Ben Morin

[benmorin@vt.edu](mailto:benmorin@vt.edu)

Ben is the co-founder of FYNIL, a platform that connects student athletes with sponsorship deals. He is currently advising four startups and their founders.

**In Person - Apex Center**

**Thursday: 3pm - 6pm**

**Friday: 3pm - 6pm**

## Jake Clifford

[Zoom Link](#)

[jrc Clifford@vt.edu](mailto:jrc Clifford@vt.edu)

Jake is the founder of Wake Aquatic Partners, a pool management company that is heading towards upper 6 figures in revenue.

**Thursday: 10am - 12pm | 5pm - 6:30pm**

**Friday: Free All Day**

**Saturday: Free All Day**

**Sunday: Free All Day**

## Christopher Courtney

[chris courtney@vt.edu](mailto:chris courtney@vt.edu)

**716-400-4328**

Professor Courtney is a professor of entrepreneurship here at Virginia Tech. He has founded and sold a company prior to coming to tech.

**Saturday: 10AM - 12PM**

# Brad Vogel

- Co-founder of Mixmax
- Hokie alum
- Ex apple engineer





# Event Rundown

**Wednesday 8th** - Opening Ceremony

**Thursday 9th** -

**Friday 10th** - Community Labs Support + Business Model Canvas

**Saturday 11th** - Movie Night 8pm

**Sunday 12th**

**Monday 13th** - Submissions Due 8am + Finalists Announced

**Tuesday 14th** - Work on presentations

**Wednesday 15th** - Final Pitches

# Communications

- Discord
- Website [eclubvt.com/startupsprint](https://eclubvt.com/startupsprint)
  - Link to Discord
  - Link to Resources
  - Link to Mentor Portal
  - Link to Leadership Interest Form
- Newsletter

# Team Matching

- Put on glasses and network

