

FC MILESTONE-3 HANDBOOK



**A brief overview to make
an impressive Milestone
presentation with ease**

HANDBOOK GOALS

Timely Submission

Handbook has arranged required materials for better time management



Easy Access

Handy and Editable milestone tasks

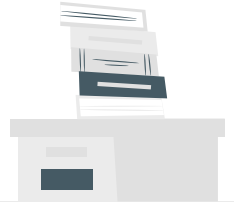
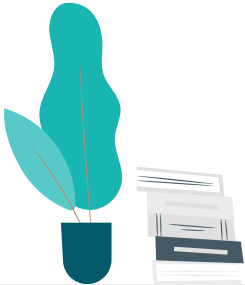
One Stop

One stop to access materials: Milestone tasks, Rubric and template



Little Extra

Expert tips and checklist to get wow Milestone presentations



MILESTONE EVALUATION RUBRIC

**Potential Real
Venture (PRV)
[Score of 4 and 5]**

PRV is a qualifier for:

- Funding 
- Incubators / Accelerators 
- 1:1 Expert Mentoring 
- NEN Social media Coverage 
- AWS credits worth 5000\$ 



**Re-work on Milestone
presentation[Score of 3]**

**Restart your Milestone
Presentation
[Score of 1 and 2]**

EVALUATION RUBRIC PARAMETERS

Parameters are the points that are used as a reason for making a judgement by evaluators to score your milestone presentations.

There are total 9 unique parameters in Foundational course evaluation rubric. Each parameter is well placed as per the course journey and milestones.

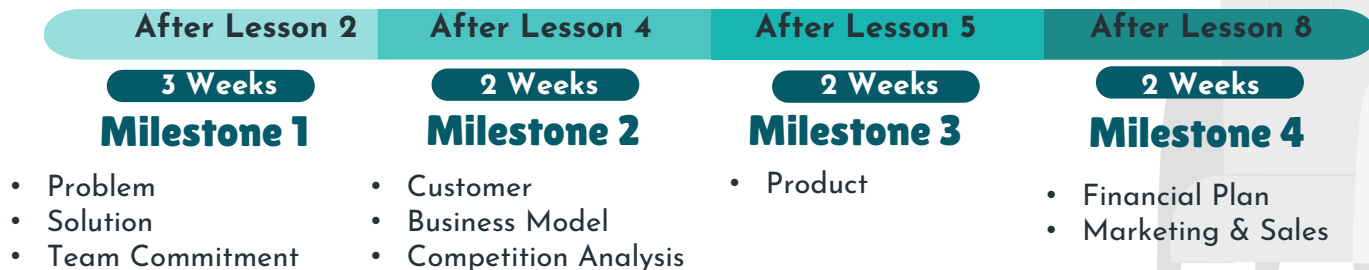
Below are the unique parameters as per four Milestone stages:

Milestone 1: Present Your Problem Worth Solving: Problem, Solution, Team Commitment

Milestone 2: Present Your Business Model: Customer, Business Model, Competition Analysis

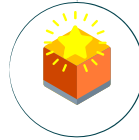
Milestone 3: Present Your MVP: Product

Milestone 4: Present Your PV: Financial Plan, Marketing & Sales

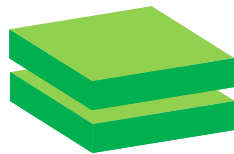




Milestone-3: Present Your MVP



Product



PRV REQUIREMENTS

FOR MILESTONE-3 PARAMETERS [Score of 4 and 5]



Product

Show how your product works using pictures or video.

For service based venture,

1. Show a process flowchart
2. App/ website showing the user interface or layout.

Task to complete: Build Solution Demo and Conduct Solution Interviews

Task to complete: Build MVP and Conduct MVP Interviews

Potential Real Ventures	
5	4
There is a prototype and MVP that has been validated by 10 or more potential customers. The PV has modified the MVP based on customer feedback.	There is a prototype and MVP that has been validated by 5 to 9 potential customers. The PV is planning to modify the MVP based on customer feedback.

MILESTONE-3 PRESENTATION MATERIALS

- Support book to work for a promising milestone presentation
- Below are the contents and links to access them

01

Milestone Rubric

View [here](#)

02

Milestone-3 Template

View [here](#)

03

Milestone-3 Tasks

View task:

[Build Solution Demo and Conduct Solution Interviews](#)

[Build MVP and Conduct MVP Interviews](#)

Sample Milestone

View [here](#)

View [here](#)

Tips from Experts

Coming soon

Check List

View [here](#)

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05

06