

FC MILESTONE-1 HANDBOOK

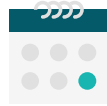


**A brief overview to make
an impressive Milestone
presentation with ease**

HANDBOOK GOALS

Timely Submission

Handbook has arranged required materials for better time management



Easy Access

Handy and Editable milestone tasks

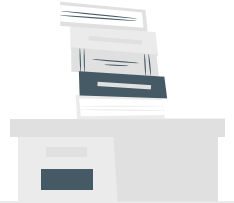
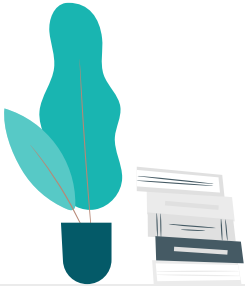
One Stop

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.

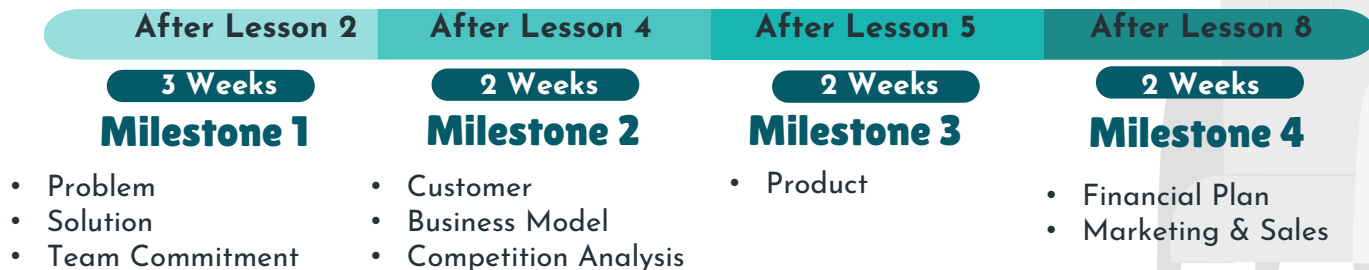
Below are the unique parameters as per four Milestone stages:

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





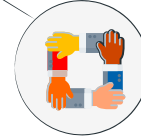
Milestone-1: Present Your Problem Worth Solving



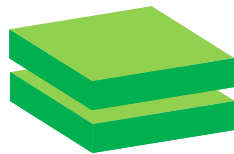
Problem



Solution



Team Commitment



PRV REQUIREMENTS

FOR MILESTONE-1 PARAMETERS [Score of 4 and 5]



Problem

Do you have a strong problem statement? How is the customer solving the problem now?

Task to complete:

Run Problem Interviews



Solution

What do you propose to solve the Identified problem?

Task to complete:

Back-of-the-Envelope Calculation



Team Commitment

Does your team has passion and complementary skillsets needed for this venture ?

5	4
Interviewed 10 or more potential customers who have confirmed that the identified problem is an acute one. The back-of-the-envelope calculation looks realistic and indicates that the venture can be highly profitable .	Interviewed 7 to 10 potential customers who have confirmed that the identified problem is an acute one. The back-of-the-envelope calculation looks well-researched and indicates that the venture can be profitable .
The proposed solution is realistic, well-planned, and shows how it can make the customer's life better.	The team has come up with a solution which looks realistic but does not show how it can make the customer's life better.
The founding team has complementary skill sets and are already executing their skills to scale the venture.	The founding team has complementary skill sets but needs a few additional team members.

MILESTONE-1 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-1 Template

View [here](#)

03

Milestone-1 Tasks

View task-1 [here](#)

View task-2 [here](#)

Sample Milestone

View [here](#)

View [here](#)

View [here](#)

04

Tips from Experts

Coming soon

05

Check List

View [here](#)

06