**Script iter #2:**

**Person 1:** Thank you. (applause dies away) When we started this venture, the question we asked ourselves was: how can we use technology to solve a major and concrete problem? As we looked around, one issue stood out the most: beach litter. (0:14)

**Person 2:** As you saw in our video, Beach Litter is an extremely urgent issue, with both environmental and economic concerns. What’s ironic is that a little more social awareness among humans can fix the problem! Unfortunately, that’s not as easy as it sounds. Litter is still getting worse and worse. We realized that the world’s beaches desperately need a reliable, market-driven social venture to address their crisis. Hence, BeachBot. (0:25)

**Person 1:** BeachBot is a three-pronged attack on this pressing problem. The first part is the high-tech machine learning algorithms, which enable BeachBot to identify objects on a beach and decide which ones are trash. This will help beautify beaches and remove potential pollutants that could enter the ocean. The second aspect is that BeachBot doubles as a mobile trash can, allowing beachgoers to place their trash directly into the vehicle without having to walk over to a trash can. (0:29)

**Person 2:** There is a third benefit as well. Rovers on a beach offer the perfect opportunity to increase social awareness about the issue. A BeachBot decorated with signs and eye-opening beach litter statistics can inspire beachgoers to be more responsible about how they treat their beaches. (0:13)

**Person 1:** Our goal is to address the beach litter crisis through these three angles, which tackle the symptoms, the act itself, and the root cause simultaneously. BeachBot will also benefit cities economically. The costs of purchasing and maintaining a squad of BeachBots will be far less than what cities currently spend on cleaning up their beaches, not to mention the additional costs from lost tourism. (0:24)

**Person 2:** We project that the trash-recognition software behind BeachBot will be complete by the end of 2016. The biggest step to come, and the one which we need your investment for, is to build a prototype rover. (0:14)

**Person 1:** We hope you will join us in our quest to make clean beaches a reality. Thank you very much! (0:05)