# GRADESHAMAN

### TAKE-AWAYS

#### THE CUSTOMERS

- University Professors.
- University Departments.
- Teaching Assistants.
- Students.

#### WHY THE CUSTOMER PAYS

- [Professors and TAs:] Long hours of busy work, versus time saved.
- [Departments:] Inconsistencies, adjunct onboarding, versus standard curriculum.
- [Students:] Grade-expectation limbo, versus immediate results.

#### VALUE PROPOSITION

- [Professors and TAs:] Automatic grading and course management.
- [Departments:] Reusable curriculum and cheating detection.
- [Students:] Version control, syntax suggestions, progress reporting.

## BUSINESS MODEL CANVAS

#### BUSINESS THESIS UPDATE

Streamline and standardize the computer science grading experience.

# FIN QUESTIONS?