

Category	Normal score	International %ile	low	mid	high
Preliminary Business Plan Proposal and Oral Presentation	70	41	<div><div></div><div></div><div></div><div></div><div></div></div>		
Overall	70	41	<div><div></div><div></div><div></div><div></div><div></div></div>		



**Student:** Harry Zhao  
**School:** Newmarket HS  
**Association:** Ontario  
**Competitive Event:** Start-Up Business Plan

Preliminary Business Plan Proposal and Oral Presentation					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Executive Summary: One-page summary of the business model	✓	73	<div><div></div><div></div><div></div><div></div><div></div></div>		
2. Problem: List of the top three problems the product/service is addressing		62	<div><div></div><div></div><div></div><div></div><div></div></div>		
3. Customer Segments: Description of target customers		57	<div><div></div><div></div><div></div><div></div><div></div></div>		
4. Unique Value Proposition: Description of the single, clear, compelling message that states why the product/service is different and worth buying	✓	71	<div><div></div><div></div><div></div><div></div><div></div></div>		
5. Solution: Description of the top three features of the product/service		57	<div><div></div><div></div><div></div><div></div><div></div></div>		
6. Channels: Descriptions of the pathways to customers	✓	66	<div><div></div><div></div><div></div><div></div><div></div></div>		
7. Revenue Streams: Description of the revenue model and life time values; explanation of the revenue and gross margin		55	<div><div></div><div></div><div></div><div></div><div></div></div>		
8. Cost Structure: Explanations of customer acquisition costs, distribution costs, human resources costs and other additional costs		50	<div><div></div><div></div><div></div><div></div><div></div></div>		
9. Key Metrics: Explanation of the key activities that must be measured	✓	75	<div><div></div><div></div><div></div><div></div><div></div></div>		
10. Competitive Advantage: Explanation of why the product/service cannot be easily copied or bought	✓	77	<div><div></div><div></div><div></div><div></div><div></div></div>		

Key: NED = Not enough data, NV = No value, BE = Below Expectations, ME = Meets Expectations, EE = Exceeds Expectations

Met Prof = If this box is checked, the judge felt that the student possessed enough knowledge and skill to be employed in an entry-level position in the career area.

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11. Conclusion: Specific request for financing, summary of key points supporting the financial request		75	<div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div></div>

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