Startup-O Expert Analysis

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A: Expert Curation

A1. Objective

The goal of 'Expert Curation' is to effectively determine, as a whole, which experts best predict the ranking(s) of companies, or are otherwise accurate in their evaluation.

A2: Methodology

There was a multi-step process to determining the most accurate experts. In order to simplify our analysis, only data from the Chaperone Evaluation Pitch Round and Judge Evaluation Pitch Round was utilized, each done independently.

The original pitch round survey data consisted of columns with various types of data. In the first step, the key idea was to normalize all columns to contain only numerical values between [0,1] inclusive, with expert and startup name as columns, effectively creating a purely numerical representation of that same data. This would make the task of finding the best experts, against the ranking of the companies (explained later), slightly easier.

A2.1: Chaperone Data

A2.1.1: Numerical Ordinal Data

This data column was basically 1-4 rating data. In order to normalize it, all column entries were simply divided by 4, yielding a column of values between [0,1]. (see Figure 1)

A2.1.2: Categorical Ordinal Data

This column basically consisted of categorical data with implicit order (i.e High, Medium, and Low). The categorical code-words were first converted to numerical values (i.e High $\rightarrow$ 2, Medium $\rightarrow$ 1, Low $\rightarrow$ 0), after which all the values were divided by the max, which was 2 in most cases... (see Figure 2)

A2.1.3: Binary Positive

This column type effectively already consisted of 0's and 1's, or otherwise 'Yes'/'No', which was mapped to its respective binary representation. (see Figure 4)

How well	What is th	What is th
4	3	2
2	2	1
4	4	2
3	1	1

(a) Sample Numerical Ordinal Data

How well i	What is th	What is th
1	0.75	0.5
0.5	0.5	0.25
1	1	0.5
0.75	0.25	0.25

(b) Sample Processed Numerical Ordinal Data

A2.1.4: Commentary Data

Finally, our last type of data was commentary data, in which each cell had commentary. In order to convert this data to the numerical described above, we used VADER, a sentiment analysis package, to convert the comment into a sentiment score, again with a [0,1] inclusive value denoting the sentiment. (Figure 5)

What is tl	What is tl
Medium	Low
Medium	High
Medium	High
Medium	High
Medium	Medium

(a) Sample Categorical Ordinal Data

What is th	What is th
0.5	0
0.5	1
0.5	1
0.5	1
0.5	0.5

(b) Sample Processed Categorical Ordinal Data

Are the bı	Are the bı
1	Yes
0	No
1	Yes
1	Yes
0	Yes
1	Yes
1	Yes
1	Yes
1	Yes

(a) Sample Binary Positive Data

Are the bu	Are the bu
1	1
0	0
1	1
1	1
0	1
1	1
1	1
1	1
1	1

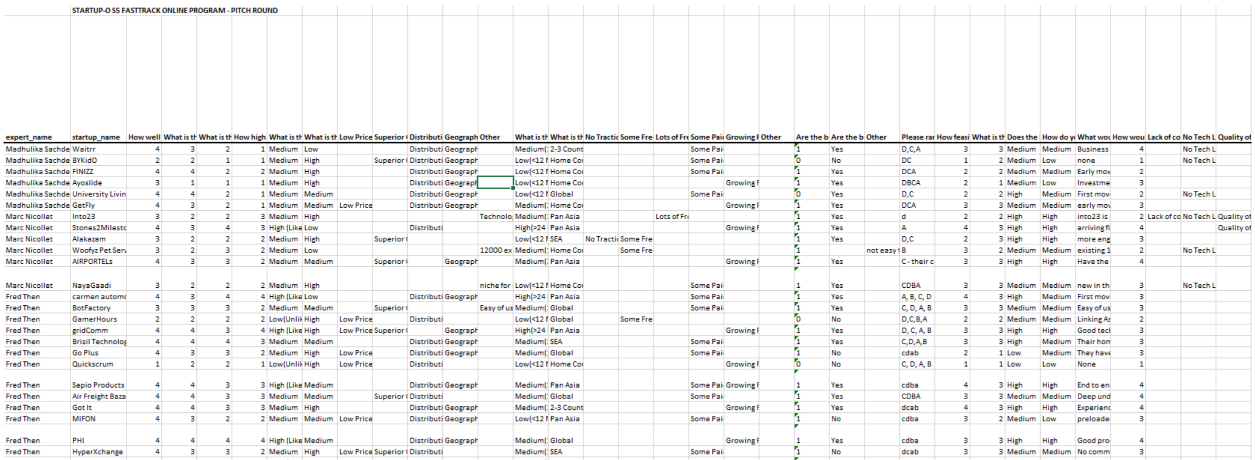
(b) Sample Processed Binary Positive Data

	Additiona
i	I think Wa
r	They are c
r	Although t
r	Google is
i	It's a very
r	CRM is a g
r	if no mista
i	Exciting pr
r	I am not s

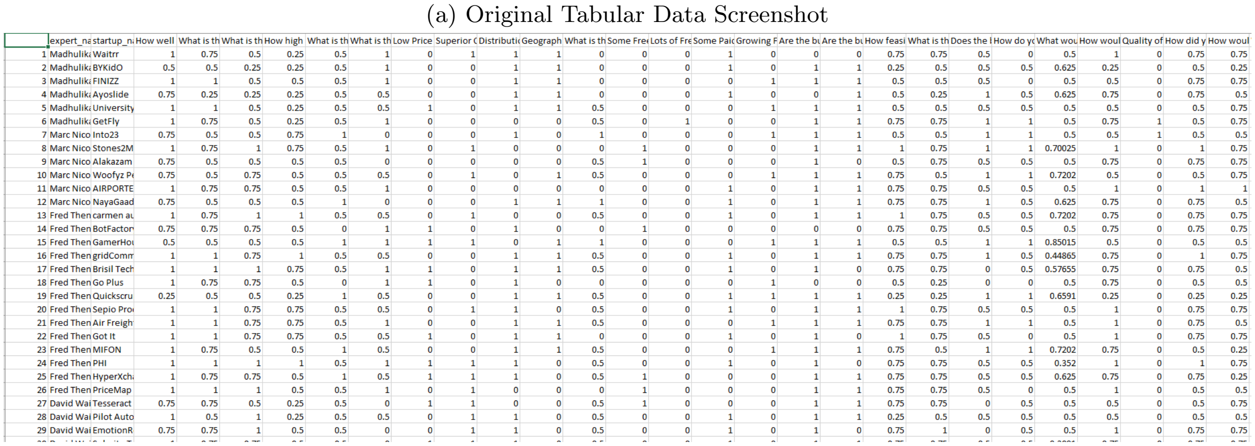
(a) Sample Commentary Data

Additional Comments	
0.998	
0.65395	
0.93125	
0.84205	
0.9841	
0.96005	
0.2249	
0.901	
0.749	

(b) Sample Processed Commentary Data



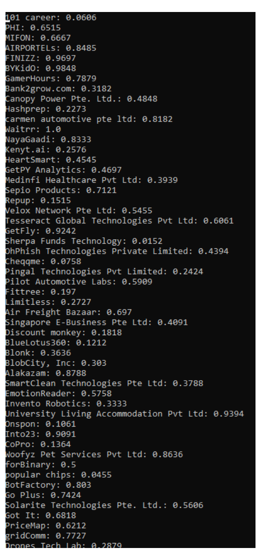
(a) Original Tabular Data Screenshot



(b) Normalized Numerical Data Screenshot

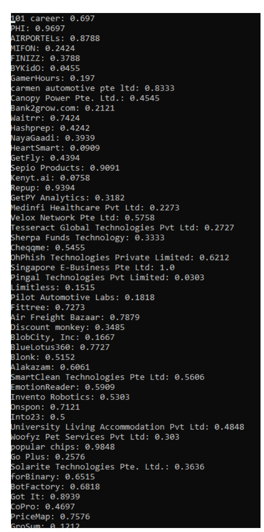
A2.1.5. 1-Indexed Borda-Score

Developed by 18th century French mathematician Jean-Charles de Borda, the 'Borda Score' converts the ranking of various to a numerical representation between [0,1]. A higher rank corresponds to a higher score (i.e closer to 1), whilst a lower one to a lower score (i.e closer to 0). In the second step of the process, all companies in both rankings were assigned their 1-Indexed 'Borda Score'. (see Figure 7)



```
101 career: 0.0606
PHI: 0.6515
MIFON: 0.6667
AIRPORTELs: 0.8485
FINIZZ: 0.9697
BYKidO: 0.9848
GamerHours: 0.7879
Bank2grow.com: 0.3182
Canopy Power Pte. Ltd.: 0.4848
Hashprep: 0.2273
carmen automotive pte ltd: 0.8182
Waitrr: 1.0
NayaGaadi: 0.8333
Kenyt.ai: 0.2576
HeartSmart: 0.4545
GetPY Analytics: 0.4697
Medinfi Healthcare Pvt Ltd: 0.3939
Sepio Products: 0.7121
Repup: 0.1515
Velox Network Pte Ltd: 0.5455
Tesseract Global Technologies Pvt Ltd: 0.6061
GetFly: 0.9242
Sherpa Funds Technology: 0.0152
OhPhish Technologies Private Limited: 0.4394
Cheqqme: 0.0758
Pingal Technologies Pvt Limited: 0.2424
Pilot Automotive Labs: 0.5909
Fittree: 0.197
Limitless: 0.2727
Air Freight Bazaar: 0.697
Singapore E-Business Pte Ltd: 0.4091
Discount monkey: 0.1818
BlueLotus360: 0.1212
Blonk: 0.3636
BlobCity, Inc: 0.303
Alakazam: 0.8788
SmartClean Technologies Pte Ltd: 0.3788
EmotionReader: 0.5758
Invento Robotics: 0.3333
University Living Accommodation Pvt Ltd: 0.9394
Onspon: 0.1061
Into23: 0.9091
CoPro: 0.1364
Woofyz Pet Services Pvt Ltd: 0.8636
forBinary: 0.5
popular chips: 0.0455
BotFactory: 0.803
Go Plus: 0.7424
Solarite Technologies Pte. Ltd.: 0.5606
Got It: 0.6818
PriceMap: 0.6212
gridComm: 0.7727
Drones Tech Lab: 0.2879
```

(a) First Ranking



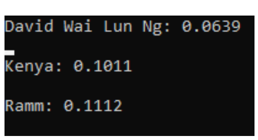
```
101 career: 0.697
PHI: 0.9697
AIRPORTELs: 0.8788
MIFON: 0.2424
FINIZZ: 0.3788
BYKidO: 0.0455
GamerHours: 0.197
carmen automotive pte ltd: 0.8333
Canopy Power Pte. Ltd.: 0.4545
Bank2grow.com: 0.2121
Waitrr: 0.7424
Hashprep: 0.4242
NayaGaadi: 0.3939
HeartSmart: 0.0909
GetFly: 0.4394
Sepio Products: 0.9091
Kenyt.ai: 0.0758
Repup: 0.9394
GetPY Analytics: 0.3182
Medinfi Healthcare Pvt Ltd: 0.2273
Velox Network Pte Ltd: 0.5758
Tesseract Global Technologies Pvt Ltd: 0.2727
Sherpa Funds Technology: 0.3333
Cheqqme: 0.5455
OhPhish Technologies Private Limited: 0.6212
Singapore E-Business Pte Ltd: 1.0
Pingal Technologies Pvt Limited: 0.0303
Limitless: 0.1515
Pilot Automotive Labs: 0.1818
Fittree: 0.7273
Air Freight Bazaar: 0.7879
Discount monkey: 0.3485
BlobCity, Inc: 0.1667
BlueLotus360: 0.7727
Blonk: 0.5152
Alakazam: 0.6061
SmartClean Technologies Pte Ltd: 0.5606
EmotionReader: 0.5909
Invento Robotics: 0.5303
Onspon: 0.7121
Into23: 0.5
University Living Accommodation Pvt Ltd: 0.4848
Woofyz Pet Services Pvt Ltd: 0.303
popular chips: 0.9848
Go Plus: 0.2576
Solarite Technologies Pte. Ltd.: 0.3636
forBinary: 0.6515
BotFactory: 0.6818
Got It: 0.8939
CoPro: 0.4697
PriceMap: 0.7576
GroSum: 0.1212
```

(b) Second Ranking

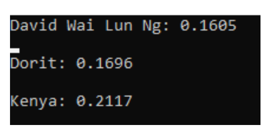
Figure 6: Two company rankings w.r.t 1-Indexed Borda Score

A2.1.6. Combining all the results

Once, we have the 'Borda Score' for all of our companies, as well as the normalized numerical representation of the data, we can simply find the average difference between each experts' average score across all parameters, and the respective 'Borda Score' of the company they are reviewing. For simplicity, we assumed that each parameter column the expert is reviewing has equal weight. Below denotes each expert's average difference for the top 3 in each.



(a) First Ranking Top 3 Experts



(b) Second Ranking Top 3 Experts

Figure 7: Top 3 export rankings w.r.t 1-Indexed Borda Score (Chaperone Data)

A2.2: Judge Round Analysis

A2.2.1: Original vs. Normalized Data

For our Judge Round, all data was of the form 'Numerical Ordinal Data' described above. However, each parameter had an assigned weight, which gave way for a 'weighted sum' of the normalized numerical data against the 'Borda Score' of the rankings in the Judge Round. Below are two screenshots, one of the original, and one of the normalized...

		Business strength					Management quality							staying power					Exit potential				
Please k	What's tl	Value Propositi on	Market Size & Growth rate	Operati ng leverag e	Margin structur e	Revenu e	Clarity of vision	Knowle dge of custom er	Team dynamic s	Key man risk	Humilit y / arrogan ce of	Cultural values	Learnab ility of manage ment	Founder Reserve & Life-cycle	Funding Pipelin e	Time Commit ment	% net worth investe d	Motivati on	Potenti al vendor possibil	Potenti al trade/ strategi	Attractiv e valuatio n for	News moment um to catch	Network
Weights		15%	30%	15%	15%	25%	10%	20%	10%	15%	10%	10%	25%	15%	30%	15%	20%	20%	20%	10%	30%	10%	30%
		30%					40%							10%					20%				
Madhav	AIRPORTI	2	2	1	2	2	2	3	3	2	3	3	2	2	2	3	2	3	2	2	2	3	3
Madhav	Superfar	4	4	3	3	4	4	4	3	3	3	3	4	3	3	3	3	4	4	4	3	4	4
Madhav	Emotion	4	3	3	3	3	4	3	4	3	3	3	3	3	3	4	3	4	4	3	3	4	3
Madhav	Limitless	2	2	3	3	2	3	3	4	3	3	3	3	3	3	3	3	3	3	3	2	2	2
Lindsay (	Juno Clir	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	4	4	2	3	2
Lindsay (	Universit	3	3	3	3	3	3	3	2	2	3	3	3	3	3	3	2	3	2	3	3	2	3
Lindsay (	Popular (	2	3	3	3	3	3	3	3	2	3	3	3	3	3	3	3	3	3	4	2	3	2
Lindsay (	repup.co	3	3	3	3	3	3	3	3	2	2	2	3	4	4	4	3	3	4	4	2	3	2
Steve Da	Limitless	3	4	4	3	3	3	4	3	4	4	4	4	2	4	4	2	3	2	2	3	3	3
Steve Da	Go Plus	2	3	2	2	2	3	3	4	3	3	3	2	2	2	3	3	3	3	3	1	4	3
Steve Da	Singapor	4	4	4	4	4	4	4	4	2	4	4	4	4	3	4	2	4	4	4	3	4	3
Steve Da	Universit	2	3	3	3	3	2	4	3	3	2	3	3	4	4	4	2	4	2	2	4	4	2
Jeffrey N	repup.co	3	3	3	2	2	3	3	2	2	2	2	3	3	2	2	1	2	4	3	2	2	2
Jeffrey N	Got It	2	2	2	2	3	3	3	3	2	3	2	2	3	2	3	2	2	3	3	1	2	4
Jeffrey N	FitThree	2	2	2	2	3	2	2	2	2	2	2	2	2	2	2	1	3	2	2	2	2	1
Jeffrey N	Popular (	3	3	2	2	2	2	3	2	3	1	1	2	2	2	2	1	3	4	4	1	4	2
Yen-Lu Cl	PHI	4	3	4	4	3	4	3	3	3	4	3	3	4	4	4	3	3	4	3	3	3	3
Yen-Lu Cl	Canopy P	3	4	3	3	2	4	3	3	2	4	3	3	3	3	3	3	3	2	3	3	2	3
Yen-Lu Cl	Juno Clir	3	4	4	3	4	4	3	3	3	4	2	3	3	3	3	3	3	2	2	3	2	2
Yen-Lu Cl	gridComr	4	3	3	2	3	3	3	3	2	3	2	3	2	2	3	3	2	4	3	3	2	2
Satoshi I	Go Plus	2	2	2	2	2	2	2	3	3	3	2	3	2	2	3	2	2	3	3	2	2	3
Satoshi I	gridComr	3	3	2	2	2	3	3	3	3	3	2	3	3	3	4	3	3	2	2	2	3	2
Satoshi I	Canopy P	2	2	2	2	2	2	2	2	2	3	2	3	3	3	4	2	2	3	4	2	2	2
Satoshi I	PHI	3	2	3	3	2	3	3	2	2	4	2	3	3	3	4	3	3	4	4	2	3	2
Jojy Azuri	PriceMap	4	4	4	2	3	4	4	3	3	3	3	3	4	3	3	3	3	3	4	3	3	4
Jojy Azuri	Sepio Prc	4	3	4	4	4	4	4	4	3	4	4	4	4	3	4	4	4	4	4	3	2	4
Jojy Azuri	FitThree	3	3	3	3	3	4	4	3	3	3	3	3	3	4	3	3	4	3	3	3	2	2
Jojy Azuri	Singapor	4	4	3	3	3	4	4	4	4	3	4	4	4	4	4	4	4	3	4	4	4	2
Parimal I	Medinfi	3	3	3	1	2	2	3	3	3	3	3	3	2	3	3	3	3	2	2	2	2	2
Parimal I	Waitrr	3	3	3	1	2	3	3	3	3	3	3	3	3	3	3	3	3	2	2	2	2	2
Parimal I	Stones2N	2	3	3	3	2	3	2	3	3	3	3	3	3	3	3	3	3	3	2	2	2	3
Parimal I	Eunimart	3	3	2	1	2	3	3	3	3	3	3	3	1	1	3	3	3	2	2	3	2	2
Tim Kobe	Got It	4	3	4	3	3	4	3	4	4	4	4	4	4	4	4	3	3	4	3	4	4	3
Tim Kobe	SuperFar	3	4	4	3	3	4	4	3	3	3	3	3	3	3	4	3	3	4	4	4	3	3
Tim Kobe	AIRPORTI	3	3	3	2	3	3	3	3	2	3	4	4	3	3	4	3	3	2	2	2	2	3
Tim Kobe	EmotionI	3	4	3	3	2	3	2	2	3	3	3	3	2	2	3	2	4	4	4	3	3	3

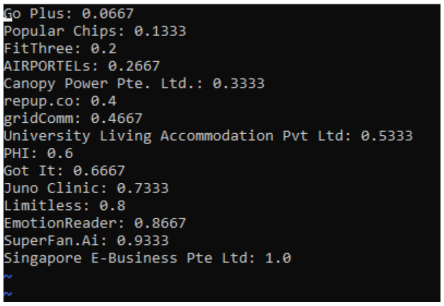
(a) Original Tabular Data Screenshot Judge Round

Please ke	What's the	Value Pro	Market Si:	Operating	Margin str	Revenue	Clarity of	Knowledg	Team dyn	Key man r	Humility /	Cultural v	Learnabili	Founder R	Funding P	Time Com	% net wor	Motivatio	Potential	Potential	Attractive	News mor	Network
Madhav K	AIRPORTE	0.5	0.5	0.25	0.5	0.5	0.5	0.75	0.75	0.5	0.75	0.75	0.5	0.5	0.5	0.75	0.5	0.75	0.5	0.5	0.5	0.75	0.75
Madhav K	Superfan	1	1	0.75	0.75	1	1	1	0.75	0.75	0.75	0.75	1	0.75	0.75	0.75	0.75	1	1	1	0.75	1	1
Madhav K	Emotion R	1	0.75	0.75	0.75	0.75	1	0.75	1	0.75	0.75	0.75	0.75	0.75	0.75	1	0.75	1	1	0.75	0.75	1	0.75
Madhav K	Limitless	0.5	0.5	0.75	0.75	0.5	0.75	0.75	1	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.5	0.5
Lindsay Cc	Juno Clini	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	1	1	0.5	0.75	0.5
Lindsay Cc	University	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.5	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.75	0.5	0.75	0.75	0.5	0.75
Lindsay Cc	Popular Cl	0.5	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	1	0.5	0.75	0.5
Lindsay Cc	repup.co	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.5	0.5	0.75	1	1	1	0.75	0.75	1	1	0.5	0.75	0.5
Steve Dav	Limitless	0.75	1	1	0.75	0.75	0.75	1	0.75	1	1	1	1	0.5	1	1	0.5	0.75	0.5	0.5	0.75	0.75	0.75
Steve Dav	Go Plus	0.5	0.75	0.5	0.5	0.5	0.75	0.75	1	0.75	0.75	0.75	0.5	0.5	0.5	0.75	0.75	0.75	0.75	0.75	0.25	1	0.75
Steve Dav	Singapore	1	1	1	1	1	1	1	1	0.5	1	1	1	1	0.75	1	0.5	1	1	1	0.75	1	0.75
Steve Dav	University	0.5	0.75	0.75	0.75	0.75	0.5	1	0.75	0.75	0.5	0.75	0.75	1	1	1	0.5	1	0.5	0.5	1	1	0.5
Jeffrey Na	repup.co	0.75	0.75	0.75	0.5	0.5	0.75	0.75	0.5	0.5	0.5	0.5	0.75	0.75	0.5	0.5	0.25	0.5	1	0.75	0.5	0.5	0.5
Jeffrey Na	Got It	0.5	0.5	0.5	0.5	0.75	0.75	0.75	0.75	0.5	0.75	0.5	0.5	0.75	0.5	0.75	0.5	0.5	0.75	0.75	0.25	0.5	1
Jeffrey Na	FitThree	0.5	0.5	0.5	0.5	0.75	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.25	0.75	0.5	0.5	0.5	0.5	0.25
Jeffrey Na	Popular Cl	0.75	0.75	0.5	0.5	0.5	0.5	0.75	0.5	0.75	0.25	0.25	0.5	0.5	0.5	0.5	0.25	0.75	1	1	0.25	1	0.5
Yen-Lu Ch	PHI	1	0.75	1	1	0.75	1	0.75	0.75	0.75	1	0.75	0.75	1	1	1	0.75	0.75	1	0.75	0.75	0.75	0.75
Yen-Lu Ch	Canopy Pc	0.75	1	0.75	0.75	0.5	1	0.75	0.75	0.5	1	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.75	0.75	0.5	0.75
Yen-Lu Ch	Juno Clini	0.75	1	1	0.75	1	1	0.75	0.75	0.75	1	0.5	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.5	0.75	0.5	0.5
Yen-Lu Ch	gridComm	1	0.75	0.75	0.5	0.75	0.75	0.75	0.75	0.5	0.75	0.5	0.75	0.5	0.5	0.75	0.75	0.5	1	0.75	0.75	0.5	0.5
Satoshi Kc	Go Plus	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.75	0.75	0.75	0.5	0.75	0.5	0.5	0.75	0.5	0.5	0.75	0.75	0.5	0.5	0.75
Satoshi Kc	gridComm	0.75	0.75	0.5	0.5	0.5	0.75	0.75	0.75	0.75	0.75	0.5	0.75	0.75	0.75	1	0.75	0.75	0.5	0.5	0.5	0.75	0.5
Satoshi Kc	Canopy Pc	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.75	0.5	0.75	0.75	0.75	1	0.5	0.5	0.75	1	0.5	0.5	0.5
Satoshi Kc	PHI	0.75	0.5	0.75	0.75	0.5	0.75	0.75	0.5	0.5	1	0.5	0.75	0.75	0.75	1	0.75	0.75	1	1	0.5	0.75	0.5
Jojy Azuri	PriceMap	1	1	1	0.5	0.75	1	1	0.75	0.75	0.75	0.75	0.75	1	0.75	0.75	0.75	0.75	0.75	1	0.75	0.75	1
Jojy Azuri	Sepio Pro	1	0.75	1	1	1	1	1	1	0.75	1	1	1	1	0.75	1	1	1	1	1	0.75	0.5	1
Jojy Azuri	FitThree	0.75	0.75	0.75	0.75	0.75	1	1	0.75	0.75	0.75	0.75	0.75	0.75	1	0.75	0.75	1	0.75	0.75	0.75	0.5	0.5
Jojy Azuri	Singapore	1	1	0.75	0.75	0.75	1	1	1	1	0.75	1	1	1	1	1	1	1	0.75	1	1	1	0.5
Parimal M	Medinfi H	0.75	0.75	0.75	0.25	0.5	0.5	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.75	0.75	0.75	0.75	0.5	0.5	0.5	0.5	0.5
Parimal M	Waitrr	0.75	0.75	0.75	0.25	0.5	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.5	0.5	0.5	0.5	0.5

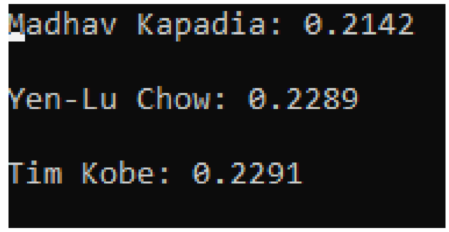
(b) Normalized Numerical Data Screenshot Judge Round

A2.2.2: Judge Round 'Borda Score' Ranking and Top 3 Experts

Below is a screenshot of the Judge Round company to 'Borda Score' mapping, as well as a screenshot of the most accurate 3 experts, along with their respective average differences.



(a) Judge Round - Ranking



(b) Judge Round - Top 3 Names

Figure 9: Judge Round Ranking with Top 3 Names

B: Predictive Power: S4 to S1 Funnel

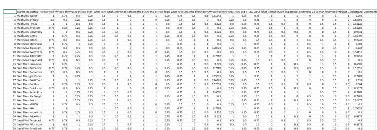
B1: Objective

In this section, we effectively wanted to determine which experts, in the previous rounds of the evaluation, best predicted success in the later corresponding rounds, from Chaperone to Expert to Judge...

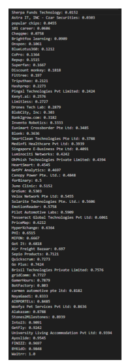
B2: Methodology

In order to perform this analysis, we looked at all drop-downs of the expert evaluation data from its higher level to the subsequent lower level, and compared an expert's accuracy in predicting a score of the company at that lower level. Below are the top 3 experts for each drop-down in the analysis, the normalized data and rankings for each of the three levels, and the respective average difference score.

B3.1: Chaperone Normalized Data and Ranking



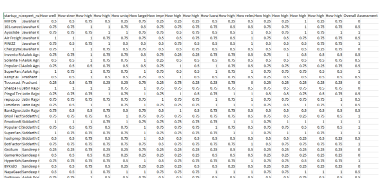
(a) Normalized Chaperone Ranking



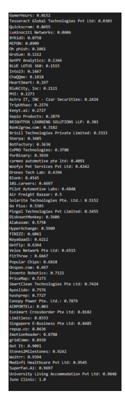
(b) First Chaperone Ranking

(c) Second Chaperone Ranking

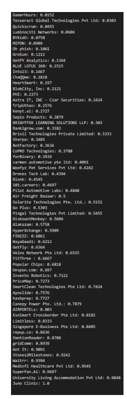
B3.2: Expert Normalized Data and Ranking



(a) Normalized Expert Ranking



(b) First Expert Ranking



(c) Second Expert Ranking

B3.3: Judge Normalized Data and Ranking

(a) Normalized Judge Ranking

```
Go Plus: 0.0667
Popular Chips: 0.1333
FitThree: 0.2
AIRPORTELs: 0.2667
Canopy Power Pte. Ltd.: 0.3333
repup.co: 0.4
gridComm: 0.4667
University Living Accommodation Pvt Ltd: 0.5333
PHI: 0.6
Got It: 0.6667
Juno Clinic: 0.7333
Limitless: 0.8
EmotionReader: 0.8667
SuperFan.Ai: 0.9333
Singapore E-Business Pte Ltd: 1.0
```

(b) First Judge Ranking

```
Go Plus: 0.0667
Popular Chips: 0.1333
FitThree: 0.2
AIRPORTELs: 0.2667
Canopy Power Pte. Ltd.: 0.3333
repup.co: 0.4
gridComm: 0.4667
University Living Accommodation Pvt Ltd: 0.5333
PHI: 0.6
Got It: 0.6667
Juno Clinic: 0.7333
Limitless: 0.8
EmotionReader: 0.8667
SuperFan.Ai: 0.9333
Singapore E-Business Pte Ltd: 1.0
```

(c) Second Judge Ranking

B4.1: Chaperone to Expert

```
Marc Nicollet: 0.1422

Kenya: 0.1536

David Wai Lun Ng: 0.1779
```

B4.2: Chaperone to Judge

```
Madhulika Sachdeva: 0.0448

Ramm: 0.1855

Fred Then: 0.2074
```

B4.3: Expert to Judge

```
Shyam Ayengar: 0.0188

Nandini Das Ghoshal: 0.0479

Mustafa Kapasi: 0.0875
```

C: Bias Adjustment

C1: Objective

In this section, the goal was to learn the relative biases of each individual expert for each question, for both the Chaperone round and the Judge round.

C2: Methodology

For methodology, we effectively weighted each expert's parameter rating inversely to how leniently they provided said rating. In this, the weight for any cell is just the average rating for all experts who reviewed a particular company divided by the score of that particular expert for the review of a company. If any expert reviewed more than one company, a simple average was computed across all the weights calculated as per the previously described formula for each of the parameters.

C3: Relevant Data

Below are two tables, one for each, showing the resultant weight matrices denoting biases.

name	How high	How high	How high	How high	How high	How high	How high	How high	How high	How high	How impr	How large	How lucra	How relev	How stror	How uniq	How well can team execute their presented plans ?
Himmat Si	1.125	1	1	0.875	0.75	0.875	0.875	0.8	1	1	0.875	0.9	1	1	1	0.875	0.875
Tarun Nall	0.75	0.8333	0.875	1	1	1	0.75	1	1	1	1	0.8333	1	1	0.875	1	1
Ramm	0.9	0.9	1	1.125	1	1.1667	0.9	1.1667	1	1	1.125	1	0.9	1	0.9	1.1667	1
Paddy	1.1667	1	0.875	1	0.8333	0.8333	1.25	0.8333	1.25	0.875	1	1	1	1	1	1	0.875
Yeo Su Lin	1	1.125	1.3333	1	1	1	1.1667	1	1.1667	1.1667	1.125	1.125	1.3333	1.3333	1.125	1.1667	1.125
Mehul Khi	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Niraj Nagp	1.5	1.1111	0.9333	0.9167	1	1.1111	0.8333	1.1111	0.9167	0.8333	0.9167	1.1667	1.1111	0.8667	0.9167	1	1
Lux Anant	0.875	1	1.125	1.5	1.3333	1.5	1.3333	1.5	1.1667	1.1667	1.1667	1	1.3333	1.3333	1.75	1.5	1
sridhar	1	1	1	1	1	0.8333	1	0.75	1	0.75	1	0.875	0.8333	1	0.875	1	1
David Isaa	0.9	1	1	1.1667	1.5	1.1667	1.1667	1.3333	1	1	1.1667	1.125	1	1	1	1.1667	1.1667
Nandini D	1	0.9	0.875	0.875	1	0.875	0.875	0.875	0.9	1	1.1667	0.9	1.1667	1	1	0.9	0.875
Sriman Ko	1.125	1.3333	1.125	1	1.125	1.1667	1	1.1667	1	1	1.1667	1.125	1	1.3333	1	1	1.125
Prashant	1	1	0.875	1.25	1.25	1	0.75	1	1.25	1	1.25	1.125	1.5	2	1.1667	1	1.25
Sandeep I	0.8	0.8	1	0.875	1.125	0.8	0.875	0.875	0.875	0.8	0.75	1	0.8	0.8	1.1667	0.8	1.1667
Paresh gu	0.8333	0.8333	0.875	0.8333	0.8333	0.8333	0.75	0.75	0.8333	0.8333	1	0.75	0.8333	0.6667	0.75	0.8333	0.75
Rad	1.5	1.75	1.3333	1.1667	1.1667	1.25	1.25	1.25	1	1.5	1.25	1.1667	1.25	1.3333	1.125	1.1667	1.1667
Osborne S	1	1.1667	1	0.875	1	1.5	1.25	1.5	1.5	1.25	1.25	0.9	1.1667	1.3333	1.125	1.1667	1.75
Franklin M	1.5	1.75	1.125	1.1667	1.1667	1.25	1.5	1.25	1.1667	1	1.3333	1	1.1667	1.3333	1.3333	1.25	1.3333
Siddarth D	0.75	0.75	0.875	0.75	0.875	0.875	0.875	1	0.875	1	0.8333	1	1	0.8	0.875	0.875	0.75
David Wai	1.3333	0.8889	0.9167	0.8889	0.7333	1	1	1	1	0.8889	1	1.3333	0.8889	1	0.8889	0.8333	0.9167
Jawahar K	1.125	1.3333	1	0.8333	1.125	1	1.3333	1.1667	0.75	0.8333	0.8333	1.125	0.8333	1	0.9	0.8333	1
Aalok Agra	1.2222	1.0833	0.9333	1.0833	1.0833	1.2222	1.2222	1	1.1111	1.1667	1	1	0.8667	0.8667	1	1	1
Aalok Dos	0.8125	0.875	0.8	0.9375	0.875	0.8125	1	0.9375	1.0833	1	0.8	1	0.85	1	1	1.0833	0.8
Anuj	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Shyam Ay	1.1667	1.1667	1	1	1.3333	1	1.125	1	0.875	1.125	1.1667	1.125	1	1.3333	1.1667	1.1667	1.1667
Mustafa K	0.7	0.7	0.875	0.8333	1	0.8333	1.25	0.875	0.8333	0.75	0.75	0.875	1	1	1	1	0.875
DHAVAL A	1.3333	1.3333	1	1.1667	0.9	1.3333	1.1667	1.1667	1.1667	1.3333	1.5	1	1.3333	1.3333	0.875	1.3333	0.875
Mark Flora	1.75	1.75	1.1667	1.25	1	1.25	0.8333	1.1667	1.25	1.5	1.5	1.1667	1	1	1	1	1.1667
Jatin Rajpu	1.1667	1	1	1	0.875	1	0.8	0.8333	1	1.125	0.8333	1	1	1.3333	1	0.8333	0.875
Vishesh D	1	1	1.125	0.875	0.8	0.875	0.8	1	0.875	0.875	0.875	1.125	0.875	0.8	1	0.9	1.125

(a) Weight Matrix Chaperone

	name	% net wor	Attractive	Clarity of	Cultural va	Founder R	Funding P	Humility /	Key man r	Knowledg	Learnabili	Margin str	Market Siz	Motivatio	News mor	Operating	Potential	Potential	Revenue	Team dyn	Time Com	Value Propostion
0	Madhav K	1.020825	1.0625	1.0625	1.08335	1.020825	1.104175	1.041675	1.041675	1.041675	1.166675	1	1.1875	1	1.020825	1.291675	0.958325	0.958325	1.125	0.96875	1.08335	1.125
1	Parimal M	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
2	Satoshi Ko	1.125	1.125	1.229175	1.1875	1	1	1.041675	1.020825	1.125	0.958325	1.104175	1.25	1.083325	1.083325	1.166675	1	1.083325	1.125	1.166675	0.9375	1.14585
3	Lindsay Co	0.83335	1.041675	0.958325	0.875	0.96875	0.9375	0.916675	1.125	1.041675	0.958325	0.91665	1.041675	1	1.083325	1	0.864575	0.979175	0.958325	0.97915	0.9375	1.020825
4	Jojy Azuri	0.854175	0.927075	0.9375	0.958325	0.958325	0.90625	1	0.895825	0.9375	0.958325	1	0.958325	0.96875	1	1	0.958325	1	1.041675	0.958325	0.958325	0.958325
5	Yen-Lu Ch	0.958325	0.8333	0.875	0.97915	1.03125	1.03125	0.9375	1.020825	0.958325	1	0.927075	0.864575	1.020825	1.125	0.85415	1.166675	1.125	0.8854	0.91665	1.08335	0.895825
6	Jeffrey Na	1.8125	1.5625	1.229175	1.4375	1.20835	1.4375	1.354175	1.145825	1.125	1.25	1.25	1.125	1.166675	1.15625	1.25	1.104175	1.072925	1.125	1.229175	1.291675	1.145825
7	Tim Kobe	0.91665	0.90625	0.927075	0.90625	0.927075	0.895825	0.96875	0.9375	1	0.875	0.958325	0.91665	0.958325	1	0.854175	1	0.96875	0.958325	0.96875	0.9375	0.895825
8	Steve Dav	1.145825	1.09375	1.020825	0.927075	1.03125	0.979175	1	1.052075	0.895825	1.03125	0.96875	0.895825	0.927075	0.833325	0.9375	1.125	1.03125	0.927075	0.96875	0.9375	1.020825

(b) Weight Matrix Judge

D: Question Predictive Power

D1: Objective

Finally, for our last section, the goal was to learn which questions, in the parameter section above, best determine the success of a given company, for the Chaperone and Judge rounds.

D2: Methodology

In order to best perform the above task, we effectively trained a Linear Regression Model that best determined the relative weights of a question parameter based on the normalized rating a given user gave to a company, and the corresponding 'Borda Score'(y) as described above. Since the experts came with their own respective biases (described above), it is important to note that each parameter was multiplied by the respective weight cell calculated earlier prior its input into the Linear Regression Model, in order to help mitigate bias. Once the weights of each of the parameters was calculated after the training of the Linear Regression Model, it was simply normalized by it being raised by e, and then being divided by the sum of all weights, each raised to the e.

D3: Relevant Output

Below is a figure denoting the respective weights of each question for both rounds based on the trained Linear Regression Model.

```
Addressable Market Size: 0.0384
Does the business model has high level of operating leverage & scalability potential ?: 0.0428
What is the level of competition in terms of alternatives available ?: 0.0365
How do you think is the ability of the team to manage risks with Plan B ?: 0.0466
How well is the problem identified and defined?: 0.0481
Product Uniqueness: 0.0356
Are the business metrics clearly defined: 0.0428
What is the overall feasibility of the business going forward ?: 0.0519
What is the level of uniqueness in the proposition for the venture?: 0.0386
Go to market plan strength: 0.0344
How would you rate the likability & connect with the Founder and his authenticity?: 0.0348
Additional Comments: 0.0302
Technology Barrier: 0.0356
What is the strength of the competitive advantage in the business model?: 0.0398
How would you rate the quality of presentation deck in terms of clarity, scope, visual impact & simplicity ?: 0.0405
What is the level of sustainability of the competitive advantage in the next 24 months?: 0.0371
What would you say is your ‘Unfair Advantage’ that would add competitive advantage vs anyone who could start the same venture ?: 0.0439
Are the business milestones for the next 24 months exciting?: 0.0404
How high are the defensible technology barriers in the business? (High being 4): 0.0416
What is the level of pain area felt / perceived by the target customers / consumers?: 0.0409
Relevant Industry/market background of team: 0.0392
How did you find the overall presentation quality in terms of clarity and impact through communication ?: 0.0462
How feasible do you think is the Go To Market plan in next 12-18 month timeframe ?: 0.0446
Revenue Stage: 0.0388
What is the level of understanding and clarity of the financial projections by the team ?: 0.0305
~
```

(a) Relative Weights of Parameters Chaperone

```
Margin structure: 0.28790877593600234
Time Commitment: 0.11510182448916399
Knowledge of customer: 0.09987655189232056
Humility / arrogance of founders: 0.06726114776379409
Market Size & Growth rate: 0.06673334614505252
Key man risk: 0.052393189591581214
Potential trade/ strategic sales to corporates: 0.04900122284368937
Cultural values: 0.048067274871783146
Clarity of vision: 0.03441093034005964
Founder Reserve & Life-cycle: 0.030167139135916034
News momentum to catch investor attention: 0.029853176154953993
Revenue: 0.022896398009275575
~
~
```

(b) Relative Weights of Parameters Judge