

## Solve IT 2020 Innovation Competition Judging Criteria

### About the Contest

Solve IT! is a nationwide innovation competition that aims to tap local talents; innovators who understand their respective societies' problems. It aims to create a strong link between such innovators and local investors within their respective communities in the hope of create a sustainable local tech market. The competition involves the development of Native Apps, SMS Based Service Codes, Web Apps, emerging technologies, hardware and manufacturing tools.

The goal of Solve IT 2020 is to decentralize technology all over Ethiopia. This is done by encouraging innovation to addresses and solve core community problems while at the same time supporting the participants in developing the business side of their projects so that young entrepreneurs can apply emerging technologies in the country to reduce poverty.

The participants, from 15 cities across Ethiopia, go through a six-week weekend training that covers soft skills, technical and business tools and processes necessary for a startup company. After that, the participants will be given a month to develop their projects further before the city(hub) competitions held in each city. In this period the participants are expected to finalize their Business Proposals, Pitching Document, and a prototype or beta version of their project.

The top three projects, along with some special recognition projects, will pass to the next and final round of Solve IT 2019; the national competition which will be held in Addis Ababa. The selected panel of judges, distinguished experts in their fields, will attend the final presentations and grade the projects based on the provided judging criteria.

The following filtering mechanisms will be the basics for the judging criteria in the time span of this project.

A) **Preliminary idea:** Does it benefit the community, if so, in what way? Is it really a solution to the problem that is defined? Is it workable? Is it scalable? Is it Marketable? These questions will be used to filter the teams based on the proposal that they will present during the first two weeks of this stage.

(B) **Business Model:** Does the team described the rationale of how to creates, delivers, and captures value, in economic, social, cultural or other contexts.

C) **Minimum Viable product:** The team has to present a marketable product. This will be regarded as the 'beta version' of the product. This version will be available to the public so that the team would know what to improve and what to get rid of.

Judge Name: \_\_\_\_\_

Date: \_\_\_\_\_

Project Title: \_\_\_\_\_

No	Criteria	Factors	Rate					Results
			1	2	3	4	5	
1	Innovation	The idea presented is a unique product, service or process? The idea shows thinking "outside the box" by presenting a clear departure from previously established methods or processes.						
2	Problem Solving	The problem is clearly stated in the presentation						
		The Team came up with creative way to solve this stated problem						
3	Technical merit	The overall practicality and usefulness of the product has been tested and proved it works						
4	Commercialization strategy	Market risks inherent is identified and dealt with in a convincing manner						
		Existence of strategy plan for the product to have a competitive advantage						

5	Implementation Strategy	The presenter addressed a long-term, coherent set of aspired goals in the presentation of the project						
		Have a planned series of steps leading to achievement of the vision of the project						
6	Business idea presentation	The presentation was clear, convincing, interesting, and well-organized						
		The Team presented the value their idea will create and it is identified and defined clearly.						
		Key Resources for the business are identified and stated						
		Key Partners are identified and stated on the presentation						
		The business model for the project is clearly defined						
7	Prototype (beta version) presentation	The prototype or beta version can be seen as Minimum Viable Product and have a reliable performance and practical application.						
8	Market Segment	Marketing need is clearly defined and supported						
		Market data presented to support the proposed strategy						
9	Distribution Channel	The team presented different distribution channel they are going to use						
10	Budget	The team proposed a realistic preliminary budget.						

		The most important costs that are going to be incurred are stated						
11	Revenue Streams	The customers' current payment amount, payment method and payment preference are stated						
		Each revenue stream contribution to the overall revenue stream is stated						
12	Project Milestone	The presenter has identified the major project milestones and they are realistic.						
		The presenter has identified and included the major challenges and their respective mitigation methods in the presentation.						
13	Presentation and Time Usage (10 Minutes)	The team or individual has completed their presentation with the required time.						
		The presenter answered the questioned asked with quality, clearness and proper manner.						
14	Engagement	Attend the trainings						
		The team submitted activities during the competition						