

# SCORING

**TEAM NAME** \_\_\_\_\_

**1** How clearly has the team expressed the pain point/solution?

1    2    3    4    5    6    7    8    9    10

POOR

EXCELLENT

**2** Is the minimum viable product clearly identified and easily understood?

1    2    3    4    5    6    7    8    9    10

POOR

EXCELLENT

**3** How well does the team understand their customer segment/user base?

1    2    3    4    5    6    7    8    9    10

POOR

EXCELLENT

**4** How well has the team completed customer validation? (Interviewed potential / target customers & integrated that feedback into the product)

1    2    3    4    5    6    7    8    9    10

POOR

EXCELLENT

**5** How well does the team understand the market and competitive landscape?

1    2    3    4    5    6    7    8    9    10

POOR

EXCELLENT

**6** How well does the team understand the revenue model?

1    2    3    4    5    6    7    8    9    10

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EXCELLENT

**7** How well has the team articulated their plan for execution/go-to-market strategy?

1    2    3    4    5    6    7    8    9    10

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EXCELLENT

**8** Is it a viable business?

1    2    3    4    5    6    7    8    9    10

POOR

EXCELLENT

**OVERALL SCORE**