

## 2017 InnoVEX Pitch Contest Regulations

2017.05.05

### 1. Purpose of InnoVEX Pitch Contest

COMPUTEX, one of the leading ICT/IoT exhibitions in the world, is a globally well-known procurement platform with an average of 130,000 attendees every year, of which 40,000 are international visitors. COMPUTEX is also the best event for entrepreneurs to build successful networks and seize business opportunities. Through InnoVEX Pitch Contest, the organizers are devoted to provide the most unique platform enabling global ICT startups to drive innovation.

### 2. Participants

Startup companies or teams with products or solutions in the categories of Hardware and IoT, Consumer Tech, Health Tech and Bio, ECOM and Fintech, and Enterprise Software.

### 3. Eligibility

- (1) InnoVEX 2017 Exhibitors.
- (2) Companies established after January 1, 2012.

### 4. Entry Fee

No entry fee required for InnoVEX 2017 exhibitors.

### 5. Schedule (in Taiwan Standard Time)

- (1) Registration: From March 6 at 12:00 noon to **May 10 at 24:00, 2017**.
- (2) Preliminary Round: Teams will be selected based on document review.  
Results of the Preliminary Round will be announced on InnoVEX's official website on **May 25 at 15:00, 2017**.
- (3) Semifinal Round: **May 31, 2017**. Each startup will be allocated 6 minutes to pitch followed by 5 minutes of Q&A from the judging panel, totaling 11 minutes.
- (4) Final Round: **June 1, 2017**. Each startup will be allocated 10 minutes to pitch

followed by 5 minutes of Q&A from the judging panel, totaling 15 minutes.

## 6. Preliminary Round

- (1) Teams will be selected based on document review.
- (2) Deadline for submission is **May 10, 2017 at 24:00**. A panel of judges will then evaluate business proposal and one-minute pitch video submitted by each team. Teams that pass and advance the evaluation are eligible to participate in the Semifinal Round. Business proposals and pitch videos must be submitted in English.
- (3) Registration website: <http://innovex.computex.biz/>
- (4) Scoring Method: Sum of business proposal score and pitch video score.
- (5) Business Proposal Scoring Criteria:

Item	Description	Score
Content Completeness	Business opportunities and concept for product or service must be included.	5
Problem Statement and Proposed Solution	Provide information regarding solutions to problems that this product or service solve, benefit that it could bring, and the current status/stage of the product or service.	5
Business Model and Market Size	Provide quantitative analysis on market size and target audience. Specify how the product or service manufactures and profits.	5
Marketing Plan	How well the team utilizes resources, executes marketing strategy and product management. How well the team advances its strength when facing competition or potential competition.	5

- (6) Pitch Video Scoring Criteria: Video should be one-minute long, in English, targeting product concept and business opportunities.

Item	Description	Score
Content Completeness	Business opportunities and concept for product or service must be included.	5
Presentation Performance	Good presentation skills and clear enunciation.	5

- (7) Results of the Preliminary Round will be announced on **May 25 at 15:00, 2017** on InnoVEX's official website.

## 7. Semifinal Round

- (1) The semifinalists will compete on **May 31, 2017**.
- (2) The panel of judges invited by the organizers will consist of local and international venture capitalists.
- (3) Each startup will be allocated 6 minutes to pitch followed by 5 minutes of Q&A from the judging panel, totaling 11 minutes. The entire process must be conducted in English.
- (4) After the Semifinal Round on May 31, scores will be tallied and ranked. 8 teams with the highest scores will advance to the Final Round.
- (5) List of finalists and schedule for the Final Round will be announced on InnoVEX's official website on **May 31 at 22:00, 2017**.

- (6) Scoring Criteria for the Semifinal Round:

Item	Description	Score
Presentation Performance	Deliver presentation clearly, confidently, and professionally, with creativity and vibrancy; provide impressive insights and inspire the audience; finish within the time limit.	5

Problem Statement and Proposed Solution	Provide information regarding solutions to problems that this product or service solve, benefit that it could bring, and the current status/stage of the product or service.	5
Business Model and Market Size	Provide quantitative analysis on market size and target audience. Specify how the product or service manufactures and profits.	5
Marketing Plan	How well the team utilizes resources, executes marketing strategy and product management. How well it advances its strength when facing competition or potential competition.	5
Feedback Respondent	Respond to the judges' suggestions and questions in constructive and flexible manner.	5

## 8. Final Round

- (1) The finalists will compete on **June 1, 2017**.
- (2) List of finalists and schedule for the Final Round will be announced on InnoVEX's official website on **May 31 at 22:00, 2017**.
- (3) The panel of judges invited by the organizers will consist of local and international venture capitalists.
- (4) Each startup will be allocated 10 minutes to pitch followed by 5 minutes of Q&A from the judging panel, totaling 15 minutes. The entire process must be conducted in English.
- (5) The winner will receive the grand prize of US \$30,000.
- (6) Scoring Criteria for the Final Round:

Item	Description	Score
Presentation Performance	Deliver presentation clearly, confidently, and professionally, with creativity and vibrancy; provide impressive insights and inspire the audience; finish within the time limit.	5

Problem Statement and Proposed Solution	Provide information regarding solutions to problems that this product or service solve, benefit that it could bring, and the current status/stage of the product or service.	5
Business Model and Market Size	Provide quantitative analysis on market size and target audience. Specify how the product or service manufactures and profits.	5
Marketing Plan	How well the team utilizes resources, executes marketing strategy and product management. How well it advances its strength when facing competition or potential competition.	5
Feedback Respondent	Respond to the judges' suggestions and questions in constructive and flexible manner.	5

## 9. Prizes

- (1) Grand Prize: The winning team will receive a prize of US\$30,000.
- (2) Newly-added awards, if any, will be announced on InnoVEX's official website.

## 10. Notice

- (1) Plagiarism and counterfeit are forbidden in the Pitch Contest. If reported for infringement of (include but not limited to) copyrights or patent rights, the contestant is solely responsible for any legal liability.
- (2) Once registrations are completed, it is assumed all information provided by the contestants is true. If the information is incomplete, incorrect, or does not enable the organizer to get in contact with the contestant, the organizer will NOT provide further notice, and contestants will be disqualified.
- (3) For non-profit promotional purposes, the organizers have the right to use the products entered by the contestants, including replication, distribution, advertisement, broadcasting, and online promotion.
- (4) The organizers reserve the right at all time to disqualify the entries from the contestants and take back all prizes and certificates which are already

presented, with solid proof that (include but not limited to) materials, items, and information from the contestant is plagiarized or has infringed upon copyright or against relevant laws and regulations. The prize originally awarded to the violator can be replaced by the runner up prize winner based on the jury's evaluation.

- (5) According to the Income Tax Act, prize valued more than NT\$20,000 will be taxed. Prize winner should provide his/her identity document for the organizer to file taxes.
- (6) Once the contestants complete their registrations, they are assumed to have full knowledge of all Pitch Contest regulations and are considered willing to comply with all the rules. Should amendments occur in the regulations, please refer to announcements on InnoVEX's official website. The organizer will not provide further notice.