Welcome to the Kickoff!

UCI New Venture Competition 2020
2019 NVC Recap

• 400+ Participants
• 106 Concept Papers Submitted
• 10 Workshops
• 54 Teams Presented Pitches
• 12 Competition Track Winners
• 6 Specialty Prize Winners
• $103,000 in Cash Awarded
COMPETITION OVERVIEW: David Ochi

One of the nation’s premier venture competitions open to UCI students, faculty, staff, alumni, and community

1. Form a team
2. Create a startup
3. Potentially fund your idea

... all within 7 months!
OBJECTIVES

SPARK
Ignite an interest in innovation and entrepreneurship within a safe-haven for creativity & innovation

PREPARE
Learn
Observe
Practice
Refine
Apply

EXPERIENCE
Develop viable ideas
Work on cross-functional, collaborative teams
Assess opportunity & risk
Launch a business
LET’S TAKE A SOCIAL MEDIA MINUTE

#UCINewVenture

UCI Paul Merage School of Business
Beall Center for Innovation & Entrepreneurship
RULES & REQUIREMENTS

YOUR IDEA

➢ Must be an **ORIGINAL** idea
➢ Not in existence before January 2018
➢ In pre-incubator form
➢ Have **not** received financial backing exceeding $10,000 in total by professional 3rd party incubators, accelerators, existing companies or VCs (Angels and Friends/Family **not** included) at the time of the concept paper submission

PARTICIPATION

➢ Open to **ALL** UCI graduate & undergraduate students
➢ Open to UCI faculty, staff and alumni
➢ Open to the community/Non-UCI
➢ **Team Size:**
  ○ 2 registered UCI students
  ○ 3-member minimum
  ○ 4-members recommended
  ○ 6-member maximum
COMPETITION TRACKS

- Business Products & Services
  - First Place $10,000
  - Second Place $5,000

- Consumer Products
  - First Place $10,000
  - Second Place $5,000

- Consumer Services
  - First Place $10,000
  - Second Place $5,000

- Life Sciences
  - First Place $10,000
  - Second Place $5,000

- Social Enterprise
  - First Place $10,000
  - Second Place $5,000

- Grand Prize
  - $TBA

- Specialty Prizes
  - TBA
THE COMPETITION IS GROWING!!!
Round 1: Concept Paper  
Workshop: Jan 22, 2020

- Anyone can submit a paper
- 3 Pages + Cover page
- 8-10 Best scoring papers in each track advance to The Boardroom

**Poo Pal**

**MISSION**
Only 60% of dog owners pick up after their dogs on walks. Poo Pal encourages responsible dog walking by offering dog owners a hands-free device that holds used poo bags for them on walks. Besides, holding waste bags of poo is kind of gross.

**MARKET NEED & POTENTIAL**
Of 144 survey respondents:
- 65% prefer to have a free hand to hold their phones on walks
- 70% walk their dogs every day
- 92% pick up after their dogs

- 46M Households with dogs in the US
- 70% walk their dogs daily
- 32.2M People walk their dogs everyday
- 78% interested in Poo Pal
- 23M Potential US Customers

Estimated 54.6% Potential Market Capture (100% * 70% * 78%) = 23 Million customers

**PRODUCT**
Poo Pal is a patented device that snaps onto your leash easily and adjusts on-the-fly to any location along your leash. Pick up after your pal then just knot the bag and slide the knot through Poo Pal’s tortuous slot and forget about it until you find a trash can.
Round 2: The Boardroom

- 8-10 Teams per track
- PLUS 1-3 Wildcard Teams
- 10 Min Pitch
- 10 Min Q&A
- Top 2 Teams in each track are guaranteed prizes and will advance to the Ant Tank
WILDCARD: Video Fast Pitch

- 60 Second Video Pitch submitted with the Concept Paper
- 50% Concept Paper + 50% Votes/Likes
- Team with highest score re-enters competition in The Boardroom
Round 3: ANT Tank

• Top 10 teams compete for Grand Prize
• 3 Min Shark Tank Style pitch (No PPT, props only)
• 5 Min Q&A
• One Grand Prize Winner will emerge!
# KEY DATES

## PHASE 1

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>Nov 6th</td>
<td>Kick-off and Beall Bash</td>
<td>Feb TBD</td>
<td>Demystifying Intellectual Property</td>
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<td>Nov 20th</td>
<td>How to Come Up with a Billion Dollar Idea</td>
<td>Feb 20th</td>
<td>NVC Concept Papers and Videos Due</td>
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<td>Jan 14th</td>
<td>From Problem to Business</td>
<td>Mar 3rd</td>
<td>Semi-Finalists Announced</td>
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<td>Jan 22nd</td>
<td>How to Write a Winning Concept Paper</td>
<td>Mar 3rd - 6th</td>
<td>Wildcard Voting Open</td>
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<td>Jan 28th</td>
<td>How to Form a Winning Team</td>
<td>Mar 9th</td>
<td>Wildcard Announced</td>
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<td>Feb 11th</td>
<td>Market Research 101</td>
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<td>Mar 11th</td>
<td>Financial Models and Valuation</td>
<td>May 21st</td>
<td>Grand Finale: Ant Tank Pitches and Reception</td>
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<td>April 8th</td>
<td>How to Build a Winning Pitch</td>
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<td>April 14th</td>
<td>How to Pitch and Deal with Q&amp;A</td>
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<td>April 22nd</td>
<td>How to Sell Your Product or Service</td>
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<td>April 29th</td>
<td>Pitch Deck Dues</td>
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<td>May 6th</td>
<td>Semi-Finals: Board Room Pitches</td>
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<tr>
<td>May 8th</td>
<td>Finalists Announced</td>
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Resources
BIG Ideas Competition

- 3 page pre proposal due on November 20th 12 pm
- For more info email: Heba Eltoukhya
ehtoukh@uci.edu
ANTrepreneur Center & Student Startup Fund
The UCI IDMI features two main fabrication facilities with different goals and equipment loadouts, RapidTech and FABWorks.

RapidTech is our high-end facility, featuring some of the most advanced manufacturing equipment on the market, with a clear emphasis on additive manufacturing technologies. The facility is used to support research, grad and undergrad education, outreach, training, and industry.

Key Equipment:
- Stratasys Fortus 450MC
- Stratasys Objet 260 Connex3
- Stratasys Dimension & Objet
- HP 4200
- SLM 125HL
- Autodesk Embers
- Markforged X7
- Bigrep Studio
- Trotec Speedy 360 laser
- Universal VLS 6.60 laser
- GOM ATOS Core 200 scanner
- Nextengine & Creaf orm scanners
- ShopSabre 4860 CNC Router
- Full wood and casting shop

FABWorks hosts a suite of prosumer-level technologies and is available on a do-it-yourself basis, after training sessions and by payment of nominal hourly fees. The facility is open to all members of the community and is heavily used for our education and outreach activities, training a generation of students on how to think about making stuff, and for people that want to explore what they can do.

Key Equipment:
- Epilog Fusion 40 laser cutter
- Epilog Helix Mini laser cutter
- Flasforge Creators
- Form2
- Ultimaker3
- Lulzbot Taz6
- Roland CAMM11 vinyl cutter
- Electronics stations
- ShopSabre & Shapeoko CNC routers
- Tormach 440 CNC Mill
- Nextengine 3d laser scanner
- Basic woodshop and fabrication tools
- New equipment as it becomes available

Benjamin Dolan - Technical Director  dolanb@uci.edu  949-824-4267

I started my AM career with the NSF’s RapidTech at Saddleback Community College in Southern California before moving to the University of California Irvine. I have a passion for teaching and have helped others through hands-on AM classes for about a decade and a half at this point. My favorite projects tend to be related to the medical field because I like knowing someone out there is benefiting from what we can do.

In my free time I like driving my fleet of unreliable vehicles, mountain biking, running, and pestering my cat, among other things.
UCI LIBRARIES: THINGS TO KNOW!

LIBRARIAN:
Sara Heimann - Innovation & Entrepreneurship

ENTREPRENEURSHIP RESEARCH GUIDE:
guides.lib.uci.edu/entrepreneurship

NEED HELP:
Research consultations by appointment or email

SAVE THE DATE:
Research Workshop on February 11, 2020
As part of The Rockefeller Foundation-Acumen Student Social Innovation Challenge and our partnership with UC Big Ideas, UCI students using their UCI email are able to take advantage of a new, FREE resource to help you build a successful social enterprise:

www.acumen-bigideas.teachable.com/courses
A BIG Thank You to Our Sponsors

Dr. Emanuel Shaoulian    Ramin Mousavi    Johnson Chuang
Ken and Carla Neeld     Matt Bailey     Fiza & Mansoor Shah
Beall Bash Tips

➢ Connect, engage, network!
➢ Ask questions of NVC Committee and Beall Board members
➢ Find people who have an idea if you are looking to join a team
➢ Seek potential teammates who have different skill sets (finance, sales and marketing, engineering)
➢ Get out there and start something!

 мерage.ucl.edu/NVC
THANK YOU!

Beall Center for Innovation and Entrepreneurship

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