



InnoVEX 2018 Pitch Contest Regulations

2018.03.08

1. Purpose of InnoVEX Pitch Contest

Through InnoVEX Pitch Contest, the organizers are devoted to provide the most unique platform enabling global ICT startups to drive innovation. As COMPUTEX is 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, InnoVEX Pitch Contest definitely gives the startup participants a great opportunity to be exposed under successful networks and business opportunities.

2. Participants

Startup companies or teams with products or solutions in the categories of AI & Big Data, AR & VR, Consumer Tech, E-commerce, Enterprise Software, Fintech, Hardware, Health & Bio Tech, Security and Transportation.

3. Eligibility

- (1) InnoVEX 2018 Exhibitors.
- (2) Companies established after January 1, 2013.
- (3) Teams interested in registering for Startup Terrace Award must agree to station in Startup Terrace for one year.

4. Entry Fee

- (1) No entry fee required for InnoVEX 2018 exhibitors.

5. Registration Reminder (MUST READ)

- (1) Successfully registered for booth does not mean successfully registered for Pitch Contest. To register for Pitch Contest, you have to be an eligible exhibitor first.
- (2) [Registration Guide](#).
- (3) Teams interested in registering for the Startup Terrace Award must comply with



the Startup Terrace Award agreement, by selecting the box in order to participate.

6. Prize of InnoVEX 2018

- (1) Grand Prize: Only one winning team selected from Final Round will receive the prize of US\$30,000.
- (2) Special Award:
 1. Startup Terrace Award: Must agree to station in Startup Terrace for one year and collaborate with Taiwanese enterprises before the end of stationing. Winning teams will receive 60,000USD each and subsidies for stationing in Startup Terrace, there will be a maximum of five winning teams. If no suitable teams, prizes will not be awarded. Please click [here](#) to view the rules of Startup Terrace Award.
 2. Delta Electronics, Inc. Special Award: Delta will select one winner from teams participating in the Pitch Contest. The winner will receive US\$ 10,000 cash.
 3. Nogle Capital Management & Maxceed Capital Group Special Award: Nogle Capital Management & Maxceed Capital Group will select one winner from teams participating in the Pitch Contest. The winner will receive 10,000 USD. The criteria for this award is specifically aiming towards fintech or bio-medical related teams as first priority, but other startups with promising technology will also be considered.
- (3) Newly-added or Special awards, if any, will be announced on InnoVEX's official website and updated on InnoVEX 2018 Pitch Contest Regulations.

7. InnoVEX 2018 Pitch Contest Schedule (in Taiwan Standard Time)

- (1) Registration: From October 2nd, 2017 to April 20th, 2018.
- (2) Preliminary Round: Teams will be evaluated and selected based on document review. Results of the Preliminary Round will be announced on InnoVEX's official website on May 23th, 2018.
- (3) Semifinal Round: June 7th, 2018 on Pi Stage. Each startup will be allocated 6 minutes to pitch followed by 5 minutes of Q&A from the judging panel, totaling



11 minutes. List of finalists and schedule for the Final Round will be announced on InnoVEX's official website on June 7th at 10:00 p.m., 2018.

- (4) Final Round: June 8th, 2018. Each startup will be allocated 10 minutes to pitch followed by 5 minutes of Q&A from the judging panel, totaling 15 minutes.

8. Preliminary Round

- (1) Teams will be evaluated and selected based on document review.
- (2) Deadline for submission is April 20th, 2018 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) Scoring Method: Sum of business proposal score and pitch video score.
- (4) 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



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

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

- (6) Results of the Preliminary Round will be announced on May 23th, 2018 on InnoVEX's official website and will be emailed to the semifinalists.

9. Semifinal Round

- (1) The semifinalists will compete on June 7th, 2018.
- (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 June 7th, 2018, 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 June 7th at 10:00 p.m., 2018.



(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

10. Final Round

- (1) List of finalists and schedule for the Final Round will be announced on InnoVEX's official website on June 7th at 10:00 p.m., 2018.
- (2) The finalists will compete on June 8th, 2018.
- (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

11. 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 relative R.O.C. Income Tax Act, prize 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 notifications.
- (7) The organizers of InnoVEX reserve the right to adjust and modify the above regulations at any time under any circumstance.