



Final Administrative Details

- Watson contracts:
 - "...unless they sign the agreement, they can't be entered into the next phase of the competition".
- Peer evaluations
 - Coming out next week.
 - Fill in evaluations for your group members, and yourself.

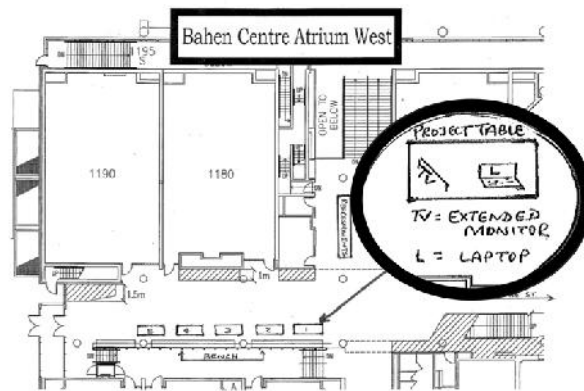


Watson showcase schedule

Time	Event
1:30	Tables go up in Bahen lobby. Start setting up your booth
2:00	Panel assembles; Expressway proceeds to presentation room*.
2:20	Loom proceeds to presentation room*.
2:40	Ross proceeds to presentation room*.
3:00	Divorcesay proceeds to presentation room*.
3:20	Sherlocke proceeds to presentation room*.
3:40	Judges deliberate
4:00	Announcements & speeches, winning team announced.
4:30	Reception begins (refreshments served)
7:00	Event ends

* Presentations take place in BA5256

Watson showcase layout



Watson Showcase Judges

- **UofT:**
 - Sven Dickinson, chair of Computer Science
 - Derek Newton, Executive Director, Innovations and Partnerships
- **IBM:**
 - Rob White, Vice President, Mergers and Acquisitions
 - Rick Power, Watson Business Leader for Canada
- **Business:**
 - Rawy Iskander, Co-founder & General Partner, SMART LAUNCH
 - Sherif Kamel, Founding Dean, School of Business, The American University in Cairo

Judging Rubric

Behaviour	Weight	2	1	0	Score	Total
The idea	20%	Clearly articulates what the problem is, why it is a problem, and how Watson's strengths/ capabilities would address this problem better than conventional alternative approaches. The idea is original and creative.	Has somewhat defined the problem and how Watson's strengths/ capabilities may apply to address it. However, Watson may not be seen here. There may be alternative existing solutions that could solve the same problem. The idea is original.	The problem is not well defined. There is little or no clear need to use Watson's strengths for this idea. There have been other apps doing similar things.		
Business Model (Has an innovation, but provided a list of questions at bottom of the document that should be addressed in overall submission)	20%	At least examples in the model to well thought out and researched with clearly articulated target client/buyer description and target and user description. Clearly articulated target market with strong and growth potential. Clear go-to-market strategy and pricing and cost models. Clearly identifies how value to business is measured. Has the necessary skills on the team or identified what additional skills in leadership team are needed, as well as what the organizational and operating model might be. Outlines any dependencies and assumptions made about the market place required to achieve success. Comprehensive assessment of competitors.	The business model is mostly complete but could be more thorough or the potential better analyzed. The target client and target user are somewhat defined. Target market is somewhat defined and clear. Has some basic go-to-market strategy and pricing and cost model outlined. Some additional team skills and operating/organizational models have been identified. Has outlined some dependencies and assumptions. Some competitive assumptions.	The business model lacks some important areas of consideration. The target client and target user are not clearly defined. Target market is not clearly defined or clear. Has no clear go-to-market strategy nor business/ pricing/ cost model outlined. Does not identify how value to business is measured. Does not have the skills on the team and additional skills are not clearly identified. Has not outlined any dependencies and assumptions. No competitive assumptions.		
Content Definition / Format	10%	Content and source clearly identified to a defined and useful data set. Format is legible and uncluttered. Examples have been outlined for text, graphics, audio, video, etc.	Content and source not clearly identified to a defined and useful data set. Format is partially legible and partially uncluttered.	Content and source not clearly identified to a defined and useful data set. Format is not clearly legible and uncluttered.		
Content Accessibility	10%	Content is either "in hand" or available for public consumption.	Content requires searching or could be challenging to obtain.	Content Access is unclear.		
Watson Training	10%	Training data is useful and realistic. Clearly articulates how the training will be done and by whom.	Training data is somewhat useful and realistic. Somewhat articulates how the training will be done and by whom.	Training data is less than useful. Does not articulate how the training will be done and by whom.		
Application Prototype	20%	The application prototype encompasses how Watson will work on a particular set of data and how it interacts with the user. The final presentation clearly articulated the business plan and vision for the Watson app in a professional and concise manner.	The application prototype encompasses most of the aspects of the concept as how Watson will work and interact with user.	The application prototype encompasses few of the concept ideas and few details as how Watson will interact with the user.		
Interactivity	10%	The final presentation covered most details in the business plan and explained the value for the Watson app.	The final presentation covered most details in the business plan and explained the value for the Watson app.	The final presentation does not clearly present the business plan and vision.		
Sum of weighted scores	100%					

Final demo advice

- **Be prepared.**
 - Have all the equipment you need.
 - Mac adaptors, charged phones, etc.
 - Have a narrated video walkthrough of your product ready, just in case.
- **Present well.**
 - Look good, but not uncomfortable.
 - Think about who should be speaking.
 - Remember your audience.
 - Lead them through your product.
 - Both why and how one would use it.

Final demo advice

- Be hungry!
 - Remember – this isn't the final stage 😊

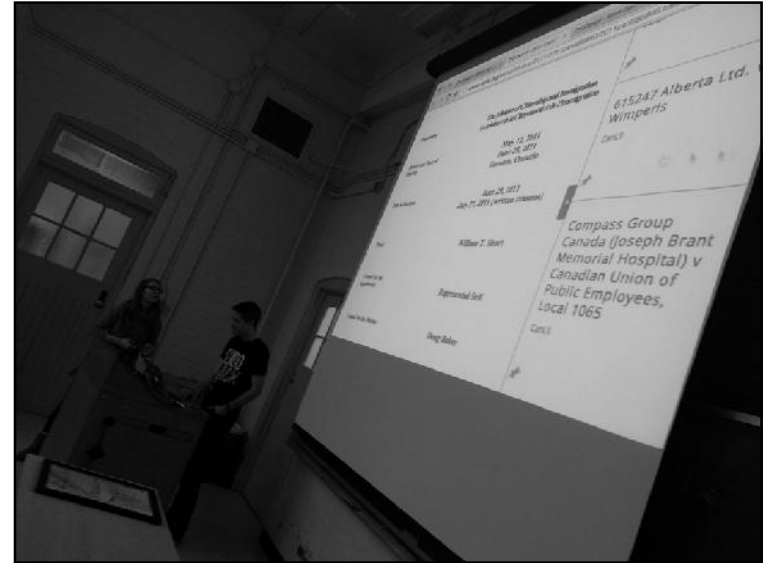


Some Final Thoughts









The End
(see you next week)