

25-27 APRIL 2017 | VIRGINIA BEACH CONVENTION CENTER



MODSIM WORLD 2017

MODELING AND SIMULATION IN THE AGE OF DATA

ENTREPRENEUR COMPETITION

ARE YOU AN ENTREPRENEUR using

ModSim tools to solve problems in Manufacturing, Energy, Finance, Transportation, Retail, Serious Gaming, or other non-defense industry?

DOES YOUR NEW APPROACH

CREATE opportunities for non-experts to use ModSim tools to solve new and important problems?

WOULD YOU LIKE TO HELP THE WORLD see how ModSim makes a difference in unexpected places?

COMPETITION

From January through April 10, 2017, individuals, small teams, and small businesses are invited to submit innovative start-up ideas in modeling and simulation. Entries will be screened and accepted projects invited to present at MODSIM World. Applicants will be notified by 15 April. The semi-final and the final round of the competition will take place during the conference in April 2017 where the contestants will present their pitch to a panel of distinguished judges. During the final round, the audience will vote on their favorite entry, with a cash prize awarded to the overall winner.

ELIGIBILITY

Individuals, small teams, and existing small businesses who believe their new product or service has the potential to grow to significant size and value are invited to submit. Teams may include a large business in a form of a mentor, where cash winnings will go to the individual/small business.

TO ENTER

To enter submit a short pitch of your idea here:

www.modsimworld.org/event-info/entrepreneur-competition

TO SPONSOR

Leaders in innovative thinking interested in sponsoring this event should contact Debbie Langelier at: dlangelier@ndia.org or 703-247-9480.

www.modsimworld.org



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2017

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JUDGING CRITERIA*

- ✓ **INNOVATION** – Does this idea have the potential to break new ground in their field? Could it be described as cutting edge?
 - » Disruptive idea? If implemented does this idea replace a now current technology (buggy whips replaced by cars)
- ✓ **TECHNOLOGY** – Can the business go to market in a reasonable period of time (ideally 90 days, certainly within two years)
 - » Is the idea easily scalable?
 - » Feasibility
- ✓ **BUSINESS** – Is it clear how the business generates money?
 - » Does the idea have the potential to grow into an enormous business?
 - » What is the perceived size of the market?
 - » Does the idea lend itself to the idea of multiple streams of revenue?
 - » Substitutes
 - » Competition
 - » Barriers to entry
 - » Is the business moral/legal/ethical?
- ✓ **CUSTOMER** – Does the idea have a clear customer in mind?
- ✓ **SKILLS** – Does the entrepreneur have the relevant background?
- ✓ **EXECUTION** – Does the team have a clear plan and milestones for the next 90 days?
- ✓ **INVESTABILITY** – Would investors invest in this venture?
 - » Does the idea lend itself to the ideal of multiple streams of revenue?
 - » Does the team have financial model?
 - » Do they understand the financial model?
 - » What does the return on capital look like?
- ✓ **LEADERSHIP**
 - » Quality of presentation
 - » Clarity of vision
 - » Does the entrepreneur have the ability to lead a team?
- ✓ **COOL FACTOR**
 - » Do you wish you'd have thought of that?
 - » How well received in the market will the idea be?
- ✓ **CAN THE TEAM EXECUTE?**
 - » Do they understand the value proposition?