

Time **Group**

Evaluation Category - Points Awarded **Low** **Circle one** **High**

4:15 PM **Apollo**

Judge's Comments

1 Intro was ok nothing on taking to communities

2 What about sharing knowledge? no tech revenue except from

3 Clinics, group good - index

4 Slides good but lost in first set no tie to 3 visions

5 Time was good

Introduction & Background of the Challenge	1	2	3	4	5
Evaluation of Existing Business Model	1	2	3	4	5
New Value Creation/Capture Proposition	1	2	3	4	5
Creativity of the New Business Model	1	2	3	4	5
Incorporation of Open Innovation Concepts	1	2	3	4	5
Risk & Financial Analysis for Sustainability	1	2	3	4	5
Group Interaction, Etiquette & Delivery	1	2	3	4	5
Quality of the Presentation & Illustrations	1	2	3	4	5
Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					

4:40 PM **SAP**

Judge's Comments

1 Slides crowded - team not focused

Good explanation of background

2 - Good interaction - SAP/SMEs

Business model focused on problems

3 What do SMEs get? could have seen key concepts

4 Own code source - if leave - lose assets nothing on real risk - are builds

5 Tie needs, incentives and new

Introduction & Background of the Challenge	1	2	3	4	5
Evaluation of Existing Business Model	1	2	3	4	5
New Value Creation/Capture Proposition	1	2	3	4	5
Creativity of the New Business Model	1	2	3	4	5
Incorporation of Open Innovation Concepts	1	2	3	4	5
Risk & Financial Analysis for Sustainability	1	2	3	4	5
Group Interaction, Etiquette & Delivery	1	2	3	4	5 - support
Quality of the Presentation & Illustrations	1	2	3	4	5
Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					

5:05 PM **Philips**

Judge's Comments

1 Good to get interaction - vision for healthcare place

2 How are others involved?

3 Reduce cost of product almost missed

4 Real industry size problem - How will work jointly with existing -

4 Who will fund - capital upfront? no sustainability, son philips

5 Group excited!

Introduction & Background of the Challenge	1	2	3	4	5
Evaluation of Existing Business Model	1	2	3	4	5
New Value Creation/Capture Proposition	1	2	3	4	5
Creativity of the New Business Model	1	2	3	4	5
Incorporation of Open Innovation Concepts	1	2	3	4	5
Risk & Financial Analysis for Sustainability	1	2	3	4	5
Group Interaction, Etiquette & Delivery	1	2	3	4	5
Quality of the Presentation & Illustrations	1	2	3	4	5
Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					

Direct lights that double as wifi unnecessary to 3b

Judge's Comments

1

2

3

4

5

Introduction & Background of the Challenge	1	2	3	4	5
Evaluation of Existing Business Model	1	2	3	4	5
New Value Creation/Capture Proposition	1	2	3	4	5
Creativity of the New Business Model	1	2	3	4	5
Incorporation of Open Innovation Concepts	1	2	3	4	5
Risk & Financial Analysis for Sustainability	1	2	3	4	5
Group Interaction, Etiquette & Delivery	1	2	3	4	5
Quality of the Presentation & Illustrations	1	2	3	4	5
Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					

Time	Group	Evaluation Category - Points Awarded	Low	Circle one	High
4:15 PM	Apollo	Introduction & Background of the Challenge	1	2 (3)	4 5
<i>Judge's Comments</i>		Evaluation of Existing Business Model	1	2 (3)	4 5
1	A mis-match in the seasons & motivation and the actual solution examples	New Value Creation/Capture Proposition	1	2 3 (4)	5
2		Creativity of the New Business Model	1	2 3 4 (5)	
3		Incorporation of Open Innovation Concepts	1	2 3 (4)	5
4		Risk & Financial Analysis for Sustainability	1	2 (3)	4 5
5		Group Interaction, Etiquette & Delivery	1	2 3 4 (5)	
		Quality of the Presentation & Illustrations	1	2 3 4 (5)	
		Execution and Managing Strategies	1	2 (3)	4 5
		Time Management	1	2 (3)	4 5
		Total			

4:40 PM	SAP	Introduction & Background of the Challenge	1	2 3 (4)	5
<i>Judge's Comments</i>		Evaluation of Existing Business Model	1	2 3 (4)	5
1	On one side, we saw the full market on the other, we saw very little engagement	New Value Creation/Capture Proposition	1	2 3 4 (5)	
2	the further segmentation might be good for the manufacturing & other sector.	Creativity of the New Business Model	1	2 3 (4)	5
3	Also, India has organized & unorganized sector.	Incorporation of Open Innovation Concepts	1	2 3 (4)	5
4	A more robust risk analysis	Risk & Financial Analysis for Sustainability	1	2 (3)	4 5
5		Group Interaction, Etiquette & Delivery	1	2 3 4 (5)	
		Quality of the Presentation & Illustrations	1	2 3 4 (5)	
		Execution and Managing Strategies	1	2 3 4 (5)	
		Time Management	1	2 (3)	4 5
		Total			

5:05 PM	Philips	Introduction & Background of the Challenge	1	2 3 4 (5)	
<i>Judge's Comments</i>		Evaluation of Existing Business Model	1	2 (3)	4 5
1	A steady focus on problem helps time spend 1st two minutes were not so much value-add	New Value Creation/Capture Proposition	1	2 3 (4)	5
2		Creativity of the New Business Model	1	2 (3)	4 (5)
3		Incorporation of Open Innovation Concepts	1	2 (3)	4 5
4		Risk & Financial Analysis for Sustainability	1	2 3 (4)	5
5	Not so imp but contrast in slides help old people read them :-)	Group Interaction, Etiquette & Delivery	1	2 3 4 (5)	
		Quality of the Presentation & Illustrations	1	2 3 4 (5)	
		Execution and Managing Strategies	1	2 (3)	4 5
		Time Management	1	2 (3)	4 5
		Total			

		Introduction & Background of the Challenge	1	2 3 4 5	
<i>Judge's Comments</i>		Evaluation of Existing Business Model	1	2 3 4 5	
1		New Value Creation/Capture Proposition	1	2 3 4 5	
2		Creativity of the New Business Model	1	2 3 4 5	
3		Incorporation of Open Innovation Concepts	1	2 3 4 5	
4		Risk & Financial Analysis for Sustainability	1	2 3 4 5	
5		Group Interaction, Etiquette & Delivery	1	2 3 4 5	
		Quality of the Presentation & Illustrations	1	2 3 4 5	
		Execution and Managing Strategies	1	2 3 4 5	
		Time Management	1	2 3 4 5	
		Total			

Time	Group	Evaluation Category - Points Awarded	Low	Circle one	High
4:15 PM	Apollo	Introduction & Background of the Challenge	1	2 (3) 4	5
Judge's Comments		Evaluation of Existing Business Model	1	(2) 3 4	5
1	Before introducing the solution, can you discuss about	New Value Creation/Capture Proposition	1	2 3 (4)	5
2	the current etc model	Creativity of the New Business Model	1	2 (3) 4	5
3	It would be interesting to look at Kaiser's "Garfield Innovation Center" for your	Incorporation of Open Innovation Concepts	(1)	2 3 4	5
4	benchmarking	Risk & Financial Analysis for Sustainability	1	2 (3) 4	5
5		Group Interaction, Etiquette & Delivery	1	2 (3) 4	5
		Quality of the Presentation & Illustrations	1	2 3 (4)	5
		Execution and Managing Strategies	1	2 (3) 4	5
		Time Management	1	2 3 (4)	5
		Total			

4:40 PM	SAP	Introduction & Background of the Challenge	1	2 (3) 4	5
Judge's Comments		Evaluation of Existing Business Model	1	2 (3) 4	5
1	Long-term Knowledge Transfer within SAP?	New Value Creation/Capture Proposition	1	2 3 (4)	5
2		Creativity of the New Business Model	1	2 3 (4)	5
3		Incorporation of Open Innovation Concepts	1	2 (3) 4	5
4		Risk & Financial Analysis for Sustainability	1	(2) 3 4	5
5		Group Interaction, Etiquette & Delivery	1	2 3 (4)	5
		Quality of the Presentation & Illustrations	1	2 3 (4)	5
		Execution and Managing Strategies	1	2 (3) 4	5
		Time Management	1	2 3 (4)	5
		Total			

5:05 PM	Philips	Introduction & Background of the Challenge	1	2 3 (4)	5
Judge's Comments		Evaluation of Existing Business Model	1	2 3 (4)	5
1	LED positioning slide is too busy (Some slides are hard to see)	New Value Creation/Capture Proposition	1	2 (3) 4	5
2	Some assumptions are too good to be true	Creativity of the New Business Model	1	(2) 3 4	5
3	Any competitor analysis? A case of scenario will be	Incorporation of Open Innovation Concepts	1	(2) 3 4	5
4	helpful to understand be realistic on solutions	Risk & Financial Analysis for Sustainability	1	(2) 3 4	5
5	Strengths of Philips compared to other competitors?	Group Interaction, Etiquette & Delivery	1	2 (3) 4	5
	Incentives to join in this ecosystem?	Quality of the Presentation & Illustrations	1	(2) 3 4	5
		Execution and Managing Strategies	1	(2) 3 4	5
		Time Management	1	2 (3) 4	5
		Total			

Judge's Comments		Introduction & Background of the Challenge	1	2 3 4	5
1		Evaluation of Existing Business Model	1	2 3 4	5
2		New Value Creation/Capture Proposition	1	2 3 4	5
3		Creativity of the New Business Model	1	2 3 4	5
4		Incorporation of Open Innovation Concepts	1	2 3 4	5
5		Risk & Financial Analysis for Sustainability	1	2 3 4	5
		Group Interaction, Etiquette & Delivery	1	2 3 4	5
		Quality of the Presentation & Illustrations	1	2 3 4	5
		Execution and Managing Strategies	1	2 3 4	5
		Time Management	1	2 3 4	5
		Total			

Time **Group**

Evaluation Category - Points Awarded **Low** **Circle one** **High**

4:15 PM **Apollo**
 Judge's Comments
 1 *clarify more about*
 2 *the concepts of open innova*
 3 *tion and include the*
 4 *people that talked to the*
 5 *analysis.*

Introduction & Background of the Challenge	1	2	3	4	5
Evaluation of Existing Business Model	1	2	3	4	5
New Value Creation/Capture Proposition	1	2	3	4	5
Creativity of the New Business Model	1	2	3	4	5
Incorporation of Open Innovation Concepts	1	2	3	4	5
Risk & Financial Analysis for Sustainability	1	2	3	4	5
Group Interaction, Etiquette& Delivery	1	2	3	4	5
Quality of the Presentation & Illustrations	1	2	3	4	5
Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					

4:40 PM **SAP**
 Judge's Comments
 1 *could have more*
 2 *details about the*
 3 *concept of Open Innovation*
 4 *related to the business*
 5 *model*

Introduction & Background of the Challenge	1	2	3	4	5
Evaluation of Existing Business Model	1	2	3	4	5
New Value Creation/Capture Proposition	1	2	3	4	5
Creativity of the New Business Model	1	2	3	4	5
Incorporation of Open Innovation Concepts	1	2	3	4	5
Risk & Financial Analysis for Sustainability	1	2	3	4	5
Group Interaction, Etiquette& Delivery	1	2	3	4	5
Quality of the Presentation & Illustrations	1	2	3	4	5
Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					

5:05 PM **Philips**
 Judge's Comments
 1 *some slides readable*
 2 *to read: letters small*
 3 *and too much text*
 4 *+ good introduction*
 5

Introduction & Background of the Challenge	1	2	3	4	5
Evaluation of Existing Business Model	1	2	3	4	5
New Value Creation/Capture Proposition	1	2	3	4	5
Creativity of the New Business Model	1	2	3	4	5
Incorporation of Open Innovation Concepts	1	2	3	4	5
Risk & Financial Analysis for Sustainability	1	2	3	4	5
Group Interaction, Etiquette& Delivery	1	2	3	4	5
Quality of the Presentation & Illustrations	1	2	3	4	5
Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					

Judge's Comments
 1
 2
 3
 4
 5

Introduction & Background of the Challenge	1	2	3	4	5
Evaluation of Existing Business Model	1	2	3	4	5
New Value Creation/Capture Proposition	1	2	3	4	5
Creativity of the New Business Model	1	2	3	4	5
Incorporation of Open Innovation Concepts	1	2	3	4	5
Risk & Financial Analysis for Sustainability	1	2	3	4	5
Group Interaction, Etiquette& Delivery	1	2	3	4	5
Quality of the Presentation & Illustrations	1	2	3	4	5
Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					