

Time	Group	Evaluation Category - Points Awarded	Low Circle one High				
			Low	Circle one	High		
4:15 PM	Xerox	Introduction & Background of the Challenge	1	2	3	4	5
Comments	1	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
2	3	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	IBM	Introduction & Background of the Challenge	1	2	3	4	5
Comments	1	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
2	3	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	GE	Introduction & Background of the Challenge	1	2	3	4	5
Comments	1	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
2	3	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	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
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		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 **Xerox**

Introduction & Background of the Challenge	1	2	(3)	4	5
Evaluation of Existing Business Model	1	2	(X) 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	(X) 3	4	5
Group Interaction, Etiquette & Delivery	1	2	(3)	4	5
Quality of the Presentation & Illustrations	1	2	(4)	3	5
Execution and Managing Strategies	1	2	(X) 3	4	5
Time Management	1	2	(X) 3	4	5

Judge's Comments
 1) 5 people - good excited.
 Clear problem presented.
 2) Host - babies not sure of competition infrastructure?
 3) how did people react to similar tech? how other services connected?
 4) education? limited use - few services NO support costs listed
 5) creative but not complete.

Total

4:40 PM **IBM**

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

Judge's Comments
 1) Team working view - distract. energy better but still watch speech "rms" but get worried in
 2) background - why what applies - how to market. Key points ~~to~~ multi-text back and forth.
 3) you see up front? not double in need? discounts? more cases - cheaper.
 4) infrastructure partners? only where internet available?
 5) no risks / partnerships / business etc.

Total

5:05 PM **GE**

Introduction & Background of the Challenge	1	2	(3)	4	5
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Creativity of the New Business Model	1	2	(X) 3	4	5
Incorporation of Open Innovation Concepts	1	2	(X) 3	4	5
Risk & Financial Analysis for Sustainability	1	2	X 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	(X) 3	4	5
Time Management	1	2	(3)	4	5

Judge's Comments
 1) Intro was clear - value, vision, innovation.
 2) Too many solutions - 6 of them. Pilot / test - use GE world experience
 3) credits? value for healthcare business.
 4) Who do the work? IT collect - who maintains? Infrastructure - do hospitals and doctors has data centers?
 5) no full story -

Total

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Judge's Comments
 1
 2
 3
 4
 5

Total

5 - nothing on model.
 5 - get out of each other's way

5 - messy

Time	Group
4:15 PM	Xerox
Judge's Comments	
1	Lacked open Innovation concepts relating to the business model
2	
3	Evaluation of existing business model not clear
4	
5	

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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	IBM
Judge's Comments	
1	Not clear the open innovation concepts to the business model
2	
3	
4	Show the people were questioned: regulars, students, others from schools
5	

Introduction & Background of the Challenge	1	(2)	3 4 5
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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	GE
Judge's Comments	
1	Some slides impossible to read because of the color of the letter
2	
3	+ It was presented a view of OI concepts related to the business model
4	
5	

Introduction & Background of the Challenge	1	(2)	3 4 5
Evaluation of Existing Business Model	1	2 (3)	4 5
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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
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Judge's Comments	
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Introduction & Background of the Challenge	1	2 3 4 5
Evaluation of Existing Business Model	1	2 3 4 5
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4:15 PM	Xerox
Judge's Comments	
1	T
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4	Inputs on
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4:40 PM	IBM
Judge's Comments	
1	back page!
2	
3	
4	
5	

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Evaluation of Existing Business Model	(1)	2 3 4 5	
New Value Creation/Capture Proposition	1	2 3 (4) 5	
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Incorporation of Open Innovation Concepts	1	(2) 3 4 5	
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Group Interaction, Etiquette & Delivery	1	(2) 3 4 5	
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5:05 PM	GE
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1	
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5	

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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 4	
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Time	Group
Judge's Comments	
1	
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5	

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XEROX

David, Ben, Paula, Stephanie | great introduction; slides still dense; explore saying all headings in on ~~over~~ and then explaining them. just a suggestion. You kept my attention! These people repeated the tech! 9th wastage of time.

- ① aravind eye care
 - ① Dr. Devi shetty heart care!
- 1 doctor: 10,000 patient does not care! They'll be against you!

5 Mn in 5 years is attractive enough? insurance companies, corporate parks, break even time! Xerox's desirability to stay invested

partners \$16, \$10 ?? unrealistic	geography costs varies	distribution of doctors vs geography most does is ^{13M} in	Introduction " behavior change marketing
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← X conflict X →

competitors in similar technology? partners in developing tech? proprietary? They have another choice! Not getting checked at all!

I about the 3rd slide; you seemed to loose steam! too much 13M information not related to B-plan!

B productivity is fit to get jobs " " fit to create jobs

M what kind of jobs? what kind of students? what social status?

slides dense; too much info that did not add value.

The village you showed - the school you showed - the QnA you showed in a very big journey! I see huge disconnection!

the hardware required →

multinational company vs the ~~damaged~~ globally integrated enterprise.

IBM
Valentina
Daniel
Sergio
Stephane

9c the interface you showed a prototype that's running? | \$ 1 bn = \$ 1 | ~~6~~ abajobs.com

G Indians don't like to look thin! Fat = wealthy impressive | mindset change | education is going to be a big theme

next step! insurance plan - ₹ 20 from govt, ₹ 20 from farmer, ₹ 20 from NABE but they are very large | feedback and then what → mother's love!

5,000 yr old food habits prevention ^{identification} cure

← RANGE →

Incomplete finances! \$5/unit is ok, but what is the aggregate profit over time → Y0, Y1, Y2, Y3, Y4 →

E If I pay, what's my benefit?

WHO GIVES THE MONEY?

WHO GIVES THE TREATMENT?

Talks Men