

4:15 PM Xerox

Comments

- 1 Dynamic opening, good job of engaging with the class
- 2 Financials are very clear and delivery is strong
- 3 Good overview of cost/profit but no real numbers
- 4 ~~More~~ Some gaps in infrastructure.
- 5 Great overall

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Time Management	1	2	3	4	5

Total

4:40 PM IBM

Comments

- 1
- 2
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5:05 PM GE

Comments

- 1 Dynamic Introduction great job by Medhi
- 2 Powerful statistics on Cardiovascular health
- 3 Good balance of animations and text.
- 4 Some font colors are difficult to read.
- 5 No cross similarity

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Xerox

Comments

- 1 good intro by Ben to engage audience interest in Xerox and its current brand
- 2 financial analysis is very thorough, except cost information is not present
- 3 good thinking about the ecosystem of people (grocery stores, pharmacies, etc)
- 4 maintain, insure, and damage to kiosks? No discussion of this
- 5 Scope of kiosks? what can it measure?

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4:40 PM

IBM

Comments

- 1 Great introduction story to bring a real impact to your presentation
- 2 very easy-to-read presentation deck with lots of graphics and pictures
- 3 Strong background -> demographics, educational status, job placement
- 4 Took too long to get to the solution of your presentation -> reword
- 5 Mock-ups are fantastic!!

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5:05 PM

GE

Comments

- 1 Good introduction to capture interest of the audience -> Nidhi
- 2 Transitions (value -> solution -> background) are a little stark, make smoother
- 3 Typos and some inconsistencies on presentation (alignment and fonts)
- 4 Where is data coming from, where is it going? More description from people
- 5 What is the call to action, motivation for people to go for action?

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4:15 PM Xerox

Comments

1 My dm team

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4:40 PM IBM

Comments

1 Strong presentation

2 Nice, clean slides

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Total

~~34/50~~ 44/50

5:05 PM GE

Comments

1 Clear story

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35/50

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Xerox

Comments

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my group

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IBM

Comments

1 Graphics and presentation formatting was very clear and clean

2 Background ~~was~~ was explained well before introduction of the problem, so I knew exactly where the presentation was heading

4 Story was well-weaved throughout the presentation

5 Very Creative!

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Total

Not explained explicitly but implicitly

5:05 PM

GE

Comments

1 Good intro with the story, which humanized the presentation

2 ~~Was~~ Not text-heavy, so it was graphically easy to follow

3 Very consistent presenting throughout and clear story

4 Fill in the gaps in the presented business model

5 Well described strategy

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Xerox

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4:40 PM

IBM

Comments

1 Enjoyable story about Kanishma in the beginning

2 ~~IBM Academic Performance Insights~~ Clarify target market.

3 Great Images, very aesthetic. Clear text on every slide!

4 It's great you incorporated Kanishma's story into Smarter +xbook / business model

5

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Total

42/50

5:05 PM

GE

Comments

1 Liked that you opened up the story about Sita

2 Great job at emphasizing importance of cardiovascular health in India

3 Great job incorporating open innovation concepts, but could

4 elaborate on how data will be used.

5 Included success metrics. Awesome.

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38/50

Judge's Comments

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4:15 PM

Xerox

Comments

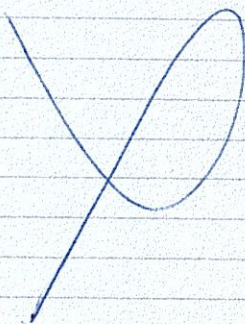
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IBM

Comments

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1 Great story! I loved how you visually introduced the problem you were going to address.

2 loved the pivot point

4 Not sure if it's doable

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42/50

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GE

Comments

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1 Great Introduction! Great way to grab my attention → name →

2 ~~change~~ change slide colors

3 Define partners - examples

How much is going to cost?

Need to be more energetic since you are the last group.

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Xerox

Comments

1 Great, interactive introduction.

2 There was alot of jumping around between speakers -> weak on transitions.

3 Financial analysis was very thorough & well explained! ->

4 Open innovation -> profit sharing / expand the pie -> good analysis from lecture

5 Need to incorporate another example -> can potentially partner with Apollo?

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IBM

Comments

1 Weak on transitions - introduce the next person -> alot of jumping around from person to person

2 Who will supply content / infrastructure be engaged when not speaking / work @ speaker when talking

3 How will you build the infrastructure around this platform?

4 Market size seems to simple -> segment market by income level -> who has access to computers/tech for the platform

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GE

Comments

1 slides can incorporate more pics + diagrams -> difficult to read slides

2 could expand more on the existing business model

3 meaning success / impact was really unexpected.

4 should talk more about specific / potential partnerships

5 There was a grammar error on risk / mitigation slide -> return @ market size - is it realistic to mt IB?

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4:15 PM

Xerox

Comments

1 Good team dynamics!

2 Could expand more on how to secure kiosk adoption by convenience stores.

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4:40 PM

Comments

1

IBM
TEAM IBM
DB

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5:05 PM

GE

Comments

1 Loved the Sita story!

2 More detailed financials would help the model.

3 How can health problems be better addressed after identified?

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Judge's Comments

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4:15 PM Xerox

Comments

- 1 What incentive do these customers have to use kiosk
- 2 Good job with financial projections
- 3 how can customer know when to use kiosk
- 4 nice etiquette and presentation manners
- 5 should discuss more on open innovation

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4:40 PM IBM

Comments

- 1 good job using real example of karshma walk through
- 2 nice layout of the website and show
- 3 ~~hard to~~ should provide cite to see of data (more specifics)
- 4 talk more about open innovation
- 5

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Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5
Total					

5:05 PM GE

Comments

- 1
- 2
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Judge's Comments

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Total					

4:15 PM Xerox

Comments

- 1 - don't really know Xerox's current business model / wasn't clear
- 2 - how is Xerox going to stand out?
- 3 - is this model sustainable in India / can they afford it?
- 4 - solid conclusion in terms of value - trying in person
- 5 - experience w/ Apollo

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Time Management	1	2	3	4	5
Total					

4:40 PM IBM

Comments

- 1 BOMB intro! / cool slides
- 2 don't pause before slides / or look at the slide too much
- 3 Love the demographic slide
- 4 need better transition / don't alternate so much
- 5 will she be able to afford this?

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Total					

5:05 PM GE

Comments

- 1 like that you broke down the different values
- 2 good presentation mode / good energy
- 3 strong conclusion / not talk about the need
- 4
- 5

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Total					

4:15 PM Xerox

Comments

1 Cool idea!

- Emphasize open innovation more

2 Why do analyses increase over time?

↳ make projected resources slide more graphic → put this in appendix

4 In India, it is highly common for people to steal parts and/or vandalize in rural areas, how will secure knobs? who will control technology?

4:40 PM IBM

Comments

1 Great energy!

Risks continued: who will create content for website?

2 What is the value-add? Won't equipment just look at test scores and hire? What is the added benefit of having a bio certificate from your website?

- Financials looked sound but there are key risks: i.e. ~~customer adoption~~ customer adoption? why would students take time out of busy school schedule to study more?

4 Very crisp presentation, nice graphics/mockups! Best deck so far!

5 Too much time on background/intent; introduce your solution early on

5:05 PM GE

Comments

Regarding sensor analytics - so many billions of people, how are you going to monitor/know etc after all!

1 - The sensor technology is promising/innovative!

2 - Good distribution channel (partnering with NGOs)

3 Certain risks: Will people lose/misuse/abuse bracelets? How can you prevent?

4 Could make it crisper; add graphics/illustration

5 Need more energy!

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Judge's Comments

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There are many risks which are not addressed (cultural aspects, people stealing, misuse of technology, etc)

who will create content for website?

Won't equipment just look at test scores and hire? What is the added benefit of having a bio certificate from your website?

customer adoption? why would students take time out of busy school schedule to study more?

Regarding sensor analytics - so many billions of people, how are you going to monitor/know etc after all!



4:15 PM

Xerox

Comments

1

2 Ankleward transitions through team members

3 Slides seem busy in areas - simplify!

4 Didn't really address the fact that most Indians just don't do anything about healthcare, if they don't like Kroc they just won't go + will get sicker

4:40 PM

IBM

Comments

1 Some members sound too casual + some look distracted while standing up there

2 try to say things that aren't on the slide

3 ~~more emphasis on presentation~~

4 great looking presentation!

5

5:05 PM

GE

Comments

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Judge's Comments

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4:15 PM Xerox

Judge's Comments

1 Strong intro, very interesting

2 Slides not unifying

3 Interesting ideas, may be a bit complex/confusing

4 Well-explained financially

5 Incorporation of jugend

4:40 PM IBM

Judge's Comments

1 Strong intro and story

2 Clear, coherent slides

3 interesting model

4 Unifying themes are very tangible

5 well-developed implementation

5:05 PM GE

Judge's Comments

1 good understanding of business challenge

2 some slides difficult to read

3 detailed information

4 interesting implementation of open innovation

5 considered many different angles of the idea

Clear financials

Judge's Comments

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Execution and Managing Strategies	1	2	3	4	5
Time Management	1	2	3	4	5

Total

4:15 PM Xerox

Comments

- 1 I'm not sure the opening statement was linked to the business model/idea
- 2 the business model/idea
- 3 You don't mention your challenge
- 4 Will the average Indian citizen be able to afford this service?
- 5 Where is the open innovation?

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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					29

4:40 PM IBM

Comments

- 1 Val, smile! enjoy the presentation
- 2 What's your solution?
↳ Introduce your solution early
- 3 Do students have the hardware to visit?
- 4 I think you need to have a more conservative financial forecast
- 5 Great Slides!

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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					34

5:05 PM GE

Comments

- 1 It was a really good presentation
- 2 Work on the implementation process
- 3 Improve financials
- 4
- 5

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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					41

Judge's Comments

- 1
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Time Management	1	2	3	4	5
Total					

4:15 PM

Xerox

Comments

1 Great opening! Getting people familiarized w/ comp.

2 Switching around got confusing.

3 Great Risk & mitigation slide

4

5

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Time Management	1	2	3	4	5

Total

4:40 PM

IBM

Comments

1 Great slides!!

2 Focus on flow for presenting.

3 Nice with walking through how it works!

4 Introduce revenue early on

5

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5:05 PM

GE

Comments

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4:15 PM

Xerox

Comments

1 Good, exciting introduction. Financial model seems very questionable, it is very difficult to project that far into the future. Didn't talk too much about open innovation. All of the challenges at the beginning were not fully addressed

5

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Total

4:40 PM

IBM

Comments

1 Business model is pretty creative. Everyone is a good speaker. Slides are very illustrative, lots of detail. Financial projections seem somewhat questionable and you didn't go over them much. Maybe emphasize more the open innovation and how this hasn't been done before

5

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5:05 PM

GE

Comments

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Total

4:15 PM

Xerox

Comments

- 1 Engaging opening & good introduction/Context
- 2 How can this complement GE?
- 3 Profit-share: how do you determine how much each partner gets?
- 4 Implementation timeline is good
- 5

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Total					

4:40 PM

IBM

Comments

- 1 BIG BLUE
- 2 TEAM IBM
- 3 I like big blues
- 4 and I cannot lie
- 5

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Total					

5:05 PM

GE

Comments

- 1 Good hook
- 2 How can this be complementary to Xerox's solution?
- 3
- 4 Typo: do they have the capability to interpret the data analytics?
- 5

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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

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Time Management	1	2	3	4	5
Total					

4:15 PM

Xerox


Comments

- 1. Revenue Generation
slide → font inconsistency
- 2. Sell data for research?
Can be a CSR initiative
- 3. how are you a better alternative to GE?
- 4. think about initial registration/attraction
- 5. (need people onsite to teach about using booth)

4:40 PM

IBM

Comments

- 1. my team 
- 2.
- 3.
- 4.
- 5.

5:05 PM

GE "low cost" but #25?

Comments

- 1. GE shares ideas?
to open innovation?
- 2. find font consistency
- 3. "Solution" slide → hard to read
- 4. theft of sensors?
"Analytics Don't Not Effective" an Risk & Mitigation
- 5.

Judge's Comments

- 1.
- 2.
- 3.
- 4.
- 5.

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Total					

4:15 PM

Xerox

Judge's Comments

- 1 Are you planning to have the fabrics in urban areas? I think that these will be more useful in rural areas - segment your customer base.
- 2
- 3

- 4 Screening fee seems to be pretty pricey for Indian

- 5 Worker (avg monthly wage \$56) but you are charging \$10!

4:40 PM

IBM

Judge's Comments

- 1 ~~(The concept is not clear)~~
- 2 What are your assumptions behind the financial projections?
- 3

- 4 Is it answering the portion of the challenge of being inclusive? -> seems that will
- 5

5:05 PM

GE

Judge's Comments

- 1 Would be helpful to lay out the solutions first & then where on to provide explanations.
- 2 (How will you) Would be helpful to have a big picture of the whole ecosystem.
- 3
- 4 What is your operating model - how you will actually make the solution work.
- 5

Judge's Comments

- 1
- 2
- 3
- 4
- 5

	Low	Circle One	High
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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Total			

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Total			

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Time Management	1	2 3 4	5
Total			

solely benefit the educated ones & not those who lack access to edm

Time	Group	Evaluation Category - Points Awarded	Low	Circle one	High
4:15 PM	Xerox	Introduction & Background of the Challenge	1	2 3 4 5	5
Comments		Evaluation of Existing Business Model	1	2 3 4 5	5
1	increase 12% of income through services & healthcare in emerging markets	New Value Creation/Capture Proposition	1	2 3 4 5	5
2	change from education	Creativity of the New Business Model	1	2 3 4 5	5
3	human-scanning (VPG)	Incorporation of Open Innovation Concepts	1	2 3 4 5	5
4	\$10 starting cost; machine learning as book is used more	Risk & Financial Analysis for Sustainability	1	2 3 4 5	5
5	forgetting rural & urban areas	Group Interaction, Etiquette & Delivery	1	2 3 4 5	5
		Quality of the Presentation & Illustrations	1	2 3 4 5	5
		Execution and Managing Strategies	1	2 3 4 5	5
		Time Management	1	2 3 4 5	5
		Total		not as much or certain aspects	

4:40 PM	IBM	Introduction & Background of the Challenge	1	2 3 4 5	5
Comments	Karishna @ Krishna?	Evaluation of Existing Business Model	1	2 3 4 5	5
1	Steph - great w/ the ppt & loud voice = easy to engage in	New Value Creation/Capture Proposition	1	2 3 4 5	5
2	more on financials & not @ end	Creativity of the New Business Model	1	2 3 4 5	5
3	very good @ pictures/colors but finan slide esp hard to understand	Incorporation of Open Innovation Concepts	1	2 3 4 5	5
4	spent on timeline example that is already intuitive	Risk & Financial Analysis for Sustainability	1	2 3 4 5	5
5		Group Interaction, Etiquette & Delivery	1	2 3 4 5	5
		Quality of the Presentation & Illustrations	1	2 3 4 5	5
		Execution and Managing Strategies	1	2 3 4 5	5
		Time Management	1	2 3 4 5	5
		Total			

5:05 PM	GE	Introduction & Background of the Challenge	1	2 3 4 5	5
Comments		Evaluation of Existing Business Model	1	2 3 4 5	5
1	sensor technology (refinement of current technology)	New Value Creation/Capture Proposition	1	2 3 4 5	5
2	heart attack doubling statistics?	Creativity of the New Business Model	1	2 3 4 5	5
3	lack of energy toward the end	Incorporation of Open Innovation Concepts	1	2 3 4 5	5
4		Risk & Financial Analysis for Sustainability	1	2 3 4 5	5
5		Group Interaction, Etiquette & Delivery	1	2 3 4 5	5
		Quality of the Presentation & Illustrations	1	2 3 4 5	5
		Execution and Managing Strategies	1	2 3 4 5	5
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		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
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	Time Management	1	2	3	4	5
	Total					

Ben of the evaluation

did a good job

what partners, specifically

good @ specific

diff as we more through diff stages

a little rushed but great story (couldn't tell step was moving the ppt)

well done by slayley

W

~~scribble~~

Dr. Solomon

Xerox - open innovat. question

IBM after class

GE how many people have you talked to w/in the ecosystem? why do you think sensors will work?

Steve

Xerox - very creative
- infrastructure - is this possible?
disruptive but is there an area this could work?

- incorp. w/ Xerox's other services?

IBM who would supply you w/ content?

GE data collection? most consistent in presentation as a group
culturally, would sensors even be accepted? financially, what would you actually make?

Swapnil

Xerox - conflict: \$1.16 @ \$1.10. → can't be compared ~~straight~~ directly bc
\$1.16 in cities and \$1.10 in rural areas but that \$1.10 greater proportion of their income

1 doc = 10000 patients

- valuable where no doctors = rural

- urban eyecare system (Daily Shikhi?); machine not expensive but people to read the reports are expensive

IBM Acer report (Prasham?); BabaJobs.com

GE one of most well-described
- Omnibody

IBM grading

IBM (like Google)
Smarter = means something diff. w/in IBM

- remote educat. = big jump in India (problems in release - slow downlo ads, etc.)

1) collecting info (diff. avenues)

2) ~~data~~ transform (data)

3)

GE keep asking the questions; good idea

Time **Group**

4:15 PM **Xerox**

Comments

- 1 Watch where everyone is standing
↳ don't block the screen!
- 2 Intriguing idea, but how will Xerox pay? Are there existing, receptive partners?
- 3 Think about costs for India
↳ \$10/scan = books → expensive!
- 4 User stats? Would people be willing to use this vs. a doctor visit? ^{GET} evidence!
- 5 More specific execution
↳ what cities, what stores, when?

4:40 PM **IBM**

Comments

- 1 Good story intro, clear challenge set up
- 2 Speakers have really different levels of energy → more consistency
- 3 Good use of graphics, but add key takeaways
- 4 Don't block the screen!
- 5 I really like the smarter textbook ^{walkthrough}

5:05 PM **GE**

Comments

- 1 Solution slide very difficult to read
- 2 Show tangible benefit for both sides (numbers, stats)
- 3 Add a flowchart to show interactions, information flow, revenue flow, etc.
- 4 List specific hospitals, cities # of patients, etc.
- 5 Work on slides to make ideas clearer

Judge's Comments

- 1
- 2
- 3
- 4
- 5

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

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Total					

Something like 60% of people would use this"

Clear & concise

+ data on cost-savings for hotels

More segmentation

→ cost?

talk to people who have

→ see back

IBM

◦ Talk to Pratham

↳ I interned for them a few years back & can put you in touch

◦ Talk to people who have taken MOOCs

↳ Unsure how you will drive ^{student} engagement

◦ Competitors out there?

↳ They exist. What can IBM provide this is different?

◦ Pricing for students:

↳ Look @ LMS/SIS providers for potential partners