



Objective

Build something real. By the end of the sprint, you should have a product or service you can actually show to customers.

Itinerary

Friday 26th

- Problem Ideation Workshop (CID Multipurpose Library 4pm)
- Voice AI Agent Workshop (Goodwin 125 8:30pm)

Saturday 27th

- Product Development Workshop (Apex Center 4pm)
- Meet the Team Mixer (Apex Center 7pm)

Sunday 28th

- Business Model Workshop (Apex Center 4pm)

Monday 29th

- **Submissions Due 8am**

Tuesday 30th

- Closing Ceremony and Pitches (GLC Auditorium 7pm)

Deliverables

- ☐ Lean Business Model Canvas
 - PDF with each box of the business model filled out
- ☐ A powerpoint with 5 slides MAX outlining your:
 - Problem
 - Product
 - Unique Value Proposition
 - Customer Segments
 - Marketing Channels
- ☐ A 90 second video showing your product
- ⓘ Submission form will open on the website
Due 8am Monday

Stages

Problem

Every good business solves a problem.

- What specific issue are you addressing?
- How many people face it, and how serious is it?
- Do you have data to back it up?

Product

Strong startups turn problems into solutions.

- What exactly did you build? (app, prototype, service, mockup)
- Does it directly solve the problem?
- How real is it? (idea → mockup → prototype → working product)

Business Model

How will you turn this solution into a business?

- Map out your business model canvas.
- Focus on your unique value proposition, target customer segments, and marketing channels.

Prize Categories

Best Overall Startup - \$1000

- The prize for the strongest team

Best Voice AI Agent - \$1000

- For the startup with the best AI voice agent implemented in their product

Disruptor Award - \$750

- For startups building in difficult, bureaucratic, or legacy industries
- e.g healthcare, insurance, logistics

Best Technical Startup - \$750

- For startups with a technically impressive product
- e.g deployed fullstack app with multiple APIs

Best Non-Digital Startup - \$750

- For the best startup that is NOT building software / tech.
- e.g a prototype for a cost-effective litter box that absorbs odors better

Sharpest Problem-Solution Fit - \$750

- Awarded to the team whose solution most directly and convincingly solves the problem

Best Demo - \$500

- Given to the team with the best demo video submission

Best Design - \$500

- For the team with the most intuitive, visually appealing, and user-friendly product experience

Rules

You can't submit an idea you've already been working on

Evidence that you've been working on your project prior to the event will result in disqualification.

Questions?

Email us if you have questions or need help

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Details, judging criteria, and more information is available on our website

Submission form will be live on the website on Sunday

Make sure you've registered and are on the discord



eclubvt.com/ss/25