# GOVERNOR'S CONFERENCE ON BUSINESS 2015

# BUSINESS PITCH COMPETITION

Sponsored by AT&T and IQ Technology Solutions

Does your new company have an innovative or unique product or service that you want to bring to the market? Register and apply today to participate in the first-ever Business Pitch Competition at the Governor's Conference on Business!

This statewide competition is open to businesses from all industries and will give you an opportunity to pitch your business idea or concept to our expert panel for a chance to win a prize package that could give a boost to your early stage venture. More importantly, you will receive feedback and insights from the judging panel and have the opportunity to network with other business professionals and gain exposure to potential customers or investors.

## PARTICIPANT ELIGIBILITY

1) Open to licensed and established companies operating throughout the state of Nevada (proof of licensing required).

2) The competition is not restricted to a specific industry- all industry types are encouraged to participate.

3) Companies must be in operation two years or less with generated gross revenues not to exceed $250,000 annually.

4) Projects or concepts pitched must be in the early stages of development or launch.

5) Employees of the State of Nevada and all associated sponsors of the pitch competition are ineligible to participate.

### SPONSORS

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### CONTACT

Linda Gooley
lgooley@business.nv.gov
(702) 486-5320

### REGISTRATION

http://govconference.nv.gov

### APPLICATION DEADLINE

July 17, 2015, 5:00 PT

### APPLICATION FEE

$40, nonrefundable
(includes conference admission, lunch)

## COMPETITION GUIDELINES AND RULES

1) First prize wins $13,500 in cash and IT services, second place wins $2,500 cash. Winners will be announced at the conference luncheon and must be present to claim their award.

2) A non-refundable $40 registration fee is due at the time of application submission. Payment of the registration fee also entitles the registrant to attend the conference and luncheon at no additional cost. Additional conference tickets for associates and guests may be purchased separately.

3) The top 10 participants, as selected by the judges during an initial review process will be invited to pitch to the judges' panel at the conference.

4) One representative of the company will have 2 minutes to make the presentation. Pitches will be hard stopped at 2 minutes. Time begins when presenter begins speaking. The presentation will be followed by a 3 minute Q&A with the judges.

## COMPETITION GUIDELINES AND RULES (continued)

5) Companies should have a "back up" presenter ready to make the pitch in the event that an emergency arises or unforeseen circumstance prevents the original presenter from participating.

6) Presenter must be physically present for the pitch presentation. No prerecorded presentations will be allowed. The use of PowerPoint or slide presentations is not permitted. Props, posters or prototypes may be used or displayed, however keep in mind that set up time will not be provided. Handouts and samples may not be distributed to the judges or audience at any time during your presentation.

7) All public sessions of the competition may be recorded and rebroadcast by event organizers, the public at large, or members of the media. Participants should not expect or assume any rights of confidentiality related to data or information presented or discussed during the public session.

8) Competition organizers reserve the right to disqualify any application submission that it deems inappropriate, unethical or offensive.

## APPLICATION PROCESS AND TIMELINE

1) Pay the $40 registration fee at http://data.thechambernv.org/events/Governor%27s-Conference-on-Business-964/details. Registration fee includes light breakfast, luncheon and access to the conference for one person.

2) Email the following documents, in pdf format, with "Pitch Fest Application" in the subject line to lgooley@business.nv.gov:

- A copy of your business pitch competition registration receipt
- Completed application form
- Completed Business Model Canvas http://www.businessmodelgeneration.com/canvas/bmc
- Executive Summary (2 pages maximum)
- Copy of current Nevada business license(s)
- Copy of your W-9

**Failure to submit any of the required documents will result in the disqualification of your application.**

3) Applications will be accepted **through July 17, 2015 at 5:00 p.m. PST**. (Competition organizers reserve the right to delay or extend the registration period and reduce the number of finalists selected to make the presentation pitch at any time.)

4) 10 finalists and 3 alternates will be selected and applicants will be notified by **July 31, 2015**.

5) Finalists and alternates must confirm intent to participate in the in-person pitch presentations at the Governor's Conference on Business by **August 7, 2015**. Failure to confirm will result in disqualification.

7) By submitting an application, you agree to the competition terms and conditions.

8) If your business is not selected as a finalist, you are still encouraged to attend. You will have a great opportunity to network with like-minded entrepreneurs and learn about business development resources available in Nevada.

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Registration for this Competition is deemed as acceptance of these terms and conditions. These terms and conditions may be amended at the discretion of the competition organizer. Amended terms and conditions will be notified to all entrants via the website.

## CONFIDENTIALITY

All entrants should be aware that pitches are to be presented in a public forum. Confidentiality is not guaranteed in any way. Applicants should exclude sensitive or confidential information from their pitches. Do not include confidential material in your applications/submissions.

The oral presentation and awards ceremony portion of the competition is open to the public at large. Any and all of the public sessions may be broadcast to interested persons through promotion and media which may include print, radio, television and the Internet. Any data or information discussed or divulged in the public session by entrants should be considered information that will likely enter the public realm, and entrants should not assume any right of confidentiality in any data or information discussed, divulged or presented in this session.

Non-Disclosure Agreements (NDAs) between an applicant and the judges, organizers and/or audience members will not be required or allowed. Organizers are not responsible for any confidentiality issues that may occur during the course of the competition and will not be involved in any way with disputes arising therefrom.

## PRIVACY

By submitting an application, each applicant agrees to the organizer disclosing the applicant's personal information to its sponsors, contractors and agents to assist in conducting the Competition and communicating with entrants.

## PUBLICITY AND PROMOTIONAL ACTIVITIES

Each applicant acknowledges and agrees that the non-confidential elements of the submitted material connected with the competition, including publication of the business concept, name and logo can be used in the public domain on the Governor's Conference website and all other forms of advertising.

The prize winner(s) must, at the organizer's request, participate in all promotional activity (such as publicity and photography) surrounding the award. Winners consent to the organizer using their name and image in promotional materials.

## INDEMNITY

Each entrant agrees to indemnify and hold harmless the organizer from and against any liabilities, losses, claims, demands, costs (including legal costs) and expenses arising in connection with any breach or alleged breach by the applicant of any representation, terms or conditions of registration or participation in the competition.

You must register in advance; business presentation order will be determined by a random drawing prior to the competition; the maximum number of presenters is 10, plus 3 no guarantee alternate slots.

Organizers reserve the right to reduce the number of applicants selected and designated as finalists at their discretion.

## DISCLAIMER OF LIABILITY

Organizers reserve the right to disqualify any entry, in its judgment, that violates the rules of the competition or is not aligned with the purpose of the competition.

Organizers assume no responsibility to ensure the confidentiality of any information disclosed during the competition.

This Competition provides the opportunity for entrants to present their ideas in a public forum. Applicants register and participate at their own risk.

The organizer shall not be liable for any damage, loss or injury suffered by reason of registering and participating in this competition. The organizer excludes liability for loss of income, loss of opportunity, personal injury and damage to property, whether direct or indirect, consequential or foreseeable due to some negligent act or omission or otherwise.

The organizer accepts no responsibility for late, lost, incomplete, incorrectly submitted, delayed, illegible, corrupted or misdirected entries or correspondence whether due to error, omission, alteration, tampering, deletion, theft, destruction, transmission interruption, communications failure or otherwise. The organizer has no control over telephone communications, networks or lines and accepts no responsibility for any problems associated with them, whether due to traffic congestion, technical malfunction or otherwise. The organizer is not liable for any consequences of user error including (without limitation) costs incurred.

## OTHER CONDITIONS

Entrants may incur costs while participating in this Competition and are responsible for those costs, including but not limited to, travel and accommodation expenses.

Entrants warrant and represent to the organizer that they own all rights (including intellectual property) in the material they submit throughout the competition.

The registration fee is non-refundable.

The Organizing Committee has the sole discretion to disqualify and/or remove any individual or team for any reason that it deems appropriate before and/or during the pitch competition. All decision regarding an individual's or team's removal and/or disqualification from the pitch competition are final.

Judges' decisions are final.

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# APPLICATION

## BUSINESS PITCH COMPETITION

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Businesses with multiple partners/ founders are eligible to apply, but must select a single point of contact for all communications and meetings related to the Business Pitch Competition. If you are selected as a finalist, only one person from your company may make the live pitch to the judges at the Governor's Conference on Business on August 25, 2015.

**Contact Information:**

Business Name:
Company website address:
Business Address:
Contact name:
Contact Email:
Phone Number:
Alternate Phone Number:
Name of Presenter:
Back-up Presenter:

**Submitting your application:**

Please send the completed application information and all required documentation included in the "application process and timeline" section to: lgooley@business.nv.gov.
You will receive an email confirmation of your submission.

**Deadline: July 17, 2015, 5:00 PST**

**Please provide the following information about your business:**

1) Is your business currently licensed in the state of Nevada? Please attach copies of business licenses.

2) How long has your company been in business?

3) What is your gross annual revenue?

4) Are you or a member of your management team an employee of the State of Nevada or an associated sponsor of the Governor's Conference on Business?

5) Describe what industry category best describes your business (i.e., manufacturing, retail, service, etc.):

6) Provide a brief description of the business, product or service you are pitching:

7) Is this your original concept?

8) Does the business own all rights (including intellectual property) to the material submitted and presented for this competition?

9) What differentiates your business, product or service from that of your competitors?

10) How did you hear about this competition?