

NAME of Presenter and/or Idea: Sophia Cao

Instructions: Fill this out during their Q&A session. We will give this to the presenter.

Note: The purpose of this pitch is to assess the strength of the idea (not the presentation skills).

Overall score (circle one):

What is the strength of their proposed idea?

1 Very Weak	2 Weak	3 Below Average	4 Average	5 Above Average	6 Strong	7 Very Strong
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What are the **strongest aspects** of their business concept?

Improved voting processes

What are the **weakest aspects** of their business concept?

No clear cash generation, profitability unknown.
Viability of analytics demand.

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Sophie Car / Vistry Lane

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What are the **strongest aspects** of their business concept?

Good idea. Need to...

What are the **weakest aspects** of their business concept?

Need to develop on marketing.

Brief comments about their **presentation or presentation style**

Good.

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: VOTO SPHERE

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What are the **strongest aspects** of their business concept?

- GOOGLE DID IT BETTER WITH AN ALGORITHM.

What are the **weakest aspects** of their business concept?

- COMPETITIVE BUT AGAIN, GOOGLE DIDN'T DO SOMETHING NEW,
THEY DID IT BETTER.

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

- STICK WITH IT. I WOULD PERSIST UP IN THE START UP CHALLENGE
AS A ~~WINNING~~ DUCK CHALLENGER.

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NAME of Presenter and/or Idea: SOPHIA CAO

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What are the **strongest aspects** of their business concept?

This is a workable idea and user-friendly too

What are the **weakest aspects** of their business concept?

Not sure abt revenue generation from this in the present form

Brief comments about their **presentation or presentation style**

Extremely convincing

Any other comments or questions that you may have for the team:

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NAME of Presenter and/or Idea: Sophia Cao - Votosphere

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What are the **strongest aspects** of their business concept?

Seems to have an application to certain users. ~~is~~
Massive data manipulation potential ~~is~~
Useful for corporate marketers

What are the **weakest aspects** of their business concept?

I have a difficult time understanding who the customers
will be. Full disclosure → not familiar with voting/polling
results + math.

Brief comments about their **presentation or presentation style**

Strong presentation/communication

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: VOTOSphere.

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What are the **strongest aspects** of their business concept?

- would be a great way to get referendums on things.
- would give 3rd world people a voice.

What are the **weakest aspects** of their business concept?

- There are similar technologies for voting.
- getting people to initially adopt it could be tough.
 - Need a great marketing campaign.
- it seems you'll make some money, but perhaps not alot of money.

Brief comments about their **presentation or presentation style**

- well presented

Any other comments or questions that you may have for the team

- I don't understand well why someone else can just steal your idea.
- IT sounds like the algorithm is public information.

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What are the **strongest aspects** of their business concept?

Interesting Idea
~~low~~

What are the **weakest aspects** of their business concept?

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Very nice

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What are the **strongest aspects** of their business concept?

What are the **weakest aspects** of their business concept?

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Votosphere

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What are the **strongest aspects** of their business concept?

- easily protectable

What are the **weakest aspects** of their business concept?

→ Hard to see the value

→ Revenue model is weak

Brief comments about their **presentation or presentation style**

- clear + Direct

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: SOPHIA - VOTOSPHERE

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What are the **strongest aspects** of their business concept?

MANY GROUPS TO HAVE POTENTIAL FOR USE

What are the **weakest aspects** of their business concept?

SEEMS COMPLEX BACKEND
REVENUE MODEL SEEMS TO NEED MORE SUBSTANCE

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

Sell data in aggregate form
Platform for polling
Facebook connect

What are the **weakest aspects** of their business concept?

Is election data useful in making other decisions?

Brief comments about their **presentation or presentation style**

What target customer would have the potential to drive the most revenue?
Good job speaking

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

• This is an interesting concept, but in terms of a "pitch", it was a little hard to get a sense of the concept w/ the 3-min. Think about a way to better explain the concept easily.
• The group concept is powerful
• I like the name

What are the **weakest aspects** of their business concept?

Brief comments about their **presentation or presentation style**

• Strong presentation skill. Great job.

Any other comments or questions that you may have for the team

• You

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NAME of Presenter and/or Idea: Sophia Cao - Votocycle

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What are the **strongest aspects** of their business concept?

- Well developed algorithm, very helpful to have mathematics expert leading development
- interesting to also provide so much data about decision-making process
- well thought out
- many interesting applications - to service oriented companies, consumer products, marketing companies, pharmaceutical companies, hospitals + clinical trials provide a large market

What are the **weakest aspects** of their business concept?

- student groups as 1st target market may not have funding to spend on this kind of software (especially if surveymonkey is free) → may be better to target bigger companies or groups that will have finances + might be interested in the additional election data

Brief comments about their **presentation or presentation style**

- good understanding of mathematical concepts + current landscape for internet networking
- articulate discussion

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: VoteSphere

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What are the **strongest aspects** of their business concept?

- Get good information out of meaningful polling
- solves controversial voting problems
- reputation and strength of professor

What are the **weakest aspects** of their business concept?

- revenue generation

Brief comments about their **presentation or presentation style**

- great knowledge of product
- passionate about analytics
- great job presenting
- think about minimizing hand gestures

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

Interesting concept. would like to learn more about condensation methods

What are the **weakest aspects** of their business concept?

How will you market?

Brief comments about their **presentation or presentation style**

Great job:

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

Very interesting concept.

What are the **weakest aspects** of their business concept?

How get people incentivized to join? Can you capture the voters' demographic information?

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

How standardize the polling to aggregate data for sale?

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What are the **strongest aspects** of their business concept?

I like the idea of a 'voting' only platform - while also generating a forum for discussion, with the right UI this could be huge.

What are the **weakest aspects** of their business concept?

Why is Survey monkey inefficient? Why is this better than existing survey tools available free? How is it different?
And why would average folks want detailed analytics reports for them - and why would folks accept results without the results on their data. People will feel like they own those results + data.

Brief comments about their **presentation or presentation style**

Try to avoid referring to the slide behind you - bring a copy for your reference if you need it. Try to avoid having your back to the audience.

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

- interesting idea

What are the **weakest aspects** of their business concept?

- no IP
- frauds
- controlling groups
- no specific market segment

Brief comments about their **presentation or presentation style**

- good presentation
- bad slide

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What are the **strongest aspects** of their business concept?

Understood, and a solution

What are the **weakest aspects** of their business concept?

Reviews at end

Brief comments about their **presentation or presentation style**

Good content, they practicing!

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

Sophisticated technology

What are the **weakest aspects** of their business concept?

~~find the first application~~

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

practical decision making software.

What are the **weakest aspects** of their business concept?

Brief comments about their **presentation or presentation style**

energetic, engaged with audience

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

① Great idea

What are the **weakest aspects** of their business concept?

Brief comments about their **presentation or presentation style**

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What are the **strongest aspects** of their business concept?

What are the **weakest aspects** of their business concept?

NEED POLISH
NEEDS BETTER TABLET
NO I.P
TOO MANY COMPETITORS

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team.

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NAME of Presenter and/or Idea: Supto - CAO

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What are the **strongest aspects** of their business concept?

good idea

What are the **weakest aspects** of their business concept?

small market place, expensive, need to

Brief comments about their **presentation or presentation style**

nerve control

Any other comments or questions that you may have for the team

how do you do it?

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NAME of Presenter and/or Idea: Votoplan

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What are the **strongest aspects** of their business concept?

This is highly scalable. Great idea.
What about prediction markets?

What are the **weakest aspects** of their business concept?

Brief comments about their **presentation or presentation style**

Good job

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

few people think about the issue

What are the **weakest aspects** of their business concept?

not so necessary for company

Brief comments about their **presentation or presentation style**

eye contact with audience was not much.

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

What are the **weakest aspects** of their business concept?

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Votaspere

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What are the **strongest aspects** of their business concept?

Algorithm development → Strongest suit

What are the **weakest aspects** of their business concept?

How are you going to convince people to use your method of vetry?

Brief comments about their **presentation or presentation style**

Need a tad bit more confidence and explain ideas better.

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

I like this idea. It seems to be a very ~~very~~ scientific way in voting or survey. It can be very attractive to voting system or market research companies.

What are the **weakest aspects** of their business concept?

The fund raising for development ~~and~~ of the software and system.

Brief comments about their **presentation or presentation style**

A strong presenter.

Any other comments or questions that you may have for the team

It's easier to convince a large marketing firm than your daily consumer ~~of~~ on why this method is than the other methods.

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What are the **strongest aspects** of their business concept?

- good transition possibilities to market
research firms
-

What are the **weakest aspects** of their business concept?

- confusing to folks who think runoff
elections / secondary preferences are simpler
- \$ model?

Brief comments about their **presentation or presentation style**

Great summary, great job on responding to
questions.

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

Professor from Harvard. Huge identified target audience.

What are the **weakest aspects** of their business concept?

Competition

Brief comments about their **presentation or presentation style**

Impressive.

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

• solid technical team
• potentially solid product

What are the **weakest aspects** of their business concept?

• business opportunity analysis

Brief comments about their **presentation or presentation style**

• demonstrates clear understanding of product

Any other comments or questions that you may have for the team

difficult for me to evaluate the process /tech

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What are the **strongest aspects** of their business concept?

A innovative way to use a known algorithm.
Wide market, growth potential

What are the **weakest aspects** of their business concept?

What is the current ~~used~~ technology used today / competition

Brief comments about their **presentation or presentation style**

Very clear

Any other comments or questions that you may have for the team

NAME of Presenter and/or Idea: Sophia Cao / Wotopere

Strong number.

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What are the **strongest aspects** of their business concept?

- Definite solution to a real problem Facebook comment.
- Clarity of growth going forward
- Analytics / Development → good barriers to entry

What are the **weakest aspects** of their business concept?

→ Toss of the coin if it will catch up →

Brief comments about their **presentation or presentation style**

Great - well thought through presentation.

Any other comments or questions that you may have for the team

→ If it catches on - it will be huge. Very exciting and interesting.

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Overall score (circle one):

What is the strength of their proposed idea?

1 Very Weak	2 Weak	3 Below Average	4 Average	5 Above Average	6 Strong	7 Very Strong
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What are the **strongest aspects** of their business concept?

- A sound decision-making algorithm & analytics.

What are the **weakest aspects** of their business concept?

- Marketing strategy
↳ cost effectiveness of product
↳ Development of user information/target audience
- Customizability of interface.

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

Leave these forms at your seat. We will collect and share with each team

NAME of Presenter and/or Idea: Sophia - Votosphere

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What are the **strongest aspects** of their business concept?

- good examples → like voting
- target decided
- survey monkey inefficient
- speed & best results with candidates

What are the **weakest aspects** of their business concept?

- ~~not clear~~ - clarity about its for groups (vs Bing & Humana)
- no immediately clear or revenue model
- demographic info needed

Brief comments about their **presentation or presentation style**

- uh's
- got answers for all the questions

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Sophia Cao / Votosphere

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What are the **strongest aspects** of their business concept?

Unique niche
~~not too / not many markets~~

What are the **weakest aspects** of their business concept?

~~not a good idea~~
margins?

Brief comments about their **presentation or presentation style**

Confident / passionate ... a bit nervous

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

- Strength of Professor's background
- large market for market research

What are the **weakest aspects** of their business concept?

- revenue model is weak
- existing products (Google) for ranked preference
- sophistication of this is hard to communicate and prove (knockoffs easy to claim same)
- lots of growth in quizzes on Facebook, so lots of activity in this space
- already crowd-based polling

Brief comments about their **presentation or presentation style**

- Nice slide
- knowledge of competition not clear

Any other comments or questions that you may have for the team

Lots of work needed to monetize this tech is clearly sophisticated, but not clear how to make money on this

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What are the **strongest aspects** of their business concept?

Unique concept.

What are the **weakest aspects** of their business concept?

How are you going to build a user base for these open notes?

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

Leave these forms at your seat. We will collect and share with each team

NAME of Presenter and/or Idea:

Sophia Cao - Votosphere

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What are the **strongest aspects** of their business concept?

Possible IP. Lots of research already done.

What are the **weakest aspects** of their business concept?

Sales strategy? Signing up users is difficult.

Brief comments about their **presentation or presentation style**

Very good speaker, try to be less anxious (obviously, this is tough).
Slow down a little. Very good presentation overall. Kudos!

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Sophie Cao

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What are the **strongest aspects** of their business concept?

- Unique proposition
- Strong opportunity to expand the product to the consumer goods industry - could be used as CRM algorithm

What are the **weakest aspects** of their business concept?

- Need to protect - patent the product.
- How would you protect the user's information - What if I want to use it but I don't want to share my data?

Brief comments about their **presentation or presentation style**

- Good presentation
- Need to explain in a clearer way the revenue generation part.

Any other comments or questions that you may have for the team

- Normally, companies own their own CRM platforms. How are you different?
- Why will I participate in the survey? Is there any ~~incentive~~ incentive?

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NAME of Presenter and/or Idea: Voto Sphere

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What are the **strongest aspects** of their business concept?

Opportunity seems available if rolled out in a simple, easy-to-use solution.

What are the **weakest aspects** of their business concept?

⇒ Unusual user login is unclear. on a large scale vote you may have an issue keeping the vote valid.

Brief comments about their **presentation or presentation style**

I didn't understand their vote comparison method.
Seemed a little nervous → spoke a little fast.

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Sopha Cao - Votosphere

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What are the **strongest aspects** of their business concept?

Math based model developed by a Duke professor. >10yrs of development.
(could be a marketing tool (is that also a downside?))

What are the **weakest aspects** of their business concept?

What is the problem? There are many ways to make a decision and an election
what is broken that you're trying to fix?

Brief comments about their **presentation or presentation style**

She seems passionate about the idea and very clear speech

Any other comments or questions that you may have for the team

May benefit from better articulating the problem in the real world

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What are the **strongest aspects** of their business concept?

⇒ unique product + seems to have strong inventory.

What are the **weakest aspects** of their business concept?

⇒ How will company make money?
⇒ confusing how it would be implemented.
⇒ who is target market?
⇒ how you would roll out?

Brief comments about their **presentation or presentation style**

⇒ more succinct to describe problem, solution, + how to execute...
⇒

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

- Addresses a clear need
- It is clear how they will make money.
- The free service will be easier to adopt and will help ~~for~~ spread awareness
- No players in this market now

What are the **weakest aspects** of their business concept?

- Not clear how demographic data will be collected - is there ~~any~~ enough motivation to fill out another form for this?

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

Leave these forms at your seat. We will collect and share with each team

NAME of Presenter and/or Idea: Voto sphere

Instructions: Fill this out during their Q&A session. We will give this to the presenter.

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Overall score (circle one):

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What are the **strongest aspects** of their business concept?

Interesting idea

What are the **weakest aspects** of their business concept?

Hard to achieve revenue .

Brief comments about their **presentation or presentation style**

More sharp on key points with clear organization to convince
~~at~~ audience

Any other comments or questions that you may have for the team

Leave these forms at your seat. We will collect and share with each team

NAME of Presenter and/or Idea: Sophia Cao - VoteSphere

Instructions: Fill this out during their Q&A session. We will give this to the presenter.

Note: The purpose of this pitch is to assess the strength of the idea (not the presentation skills).

Overall score (circle one):

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What are the **strongest aspects** of their business concept?

What are the **weakest aspects** of their business concept?

~~The product is~~ needs
The usage of the product is not quite established.

Brief comments about their **presentation or presentation style**

The main idea is not explained clearly.

Any other comments or questions that you may have for the team

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What are the **strongest aspects** of their business concept?

New concept that doesn't exist

What are the **weakest aspects** of their business concept?

No IP protection, anyone could join this arena

Brief comments about their **presentation or presentation style**

Well presented - concepts could be explained slightly more clearly.

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Voto Sphere

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What are the **strongest aspects** of their business concept?

Good knowledge-base + experience. Easy to see the target market

What are the **weakest aspects** of their business concept?

The trick here will be getting critical mass

Brief comments about their **presentation or presentation style**

Any other comments or questions that you may have for the team

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NAME of Presenter and/or Idea: Sophia 'Lao

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What are the **strongest aspects** of their business concept?

Like the concept of providing data behind voting/
election software.
Can see an emerging market.
Credible team members with knowledge.
Can potentially own IP.

What are the **weakest aspects** of their business concept?

Brief comments about their **presentation or presentation style**

Strong presentation
clear concept.

Any other comments or questions that you may have for the team

NAME of Presenter and/or Idea: Sophia Cao - VotoSphere

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What are the **strongest aspects** of their business concept?

GREAT IDEA - IF DEVELOPED WELL + TARGETED CORRECTLY, COULD BE A STRONG PLATFORM

What are the **weakest aspects** of their business concept?

- FUNDING? ~~###~~

Brief comments about their **presentation or presentation style**

- BE CONFIDENT ABOUT PRESENTATION, + IRON OUT TALKING POINTS SO THEY'RE MORE CLEAR

Any other comments or questions that you may have for the team

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