



Eagle Works

TENNESSEE TECH

Competition Overview

- Saturday, April 18
 - 10-12 Tradeshow + preliminary round (time TBD)
 - 2-4ish Final pitches
- Shark Tank style event
 - Compete alone or on a team
 - 7 minute pitch, 5 minute Q&A
 - Innovative idea – does not need to be created but must be plausible and feasible
 - Thousands in scholarships to be awarded
- Sign up for newsletter on website (tntech.edu/eagleworks)

How to Compete

- Have an innovative idea
 - Can be anything – business, service, app, invention
 - Find a problem that needs to be solved (learn more next week at Business Model Canvas workshop!)
- Form or join a team
 - Team not required but highly recommended
 - No idea but want to compete? Find a team
 - Having trouble finding a team or teammates? Contact Andrea akruszka@tntech.edu – we will help as much as possible!
- Be sure to review the How to Compete/FAQs pages/Info Powerpoint
<https://www.tntech.edu/eagleworks> (update coming soon)

How to Compete

- Create a business model/plan
 - Base it on the rubric – link is under FAQs on the website!
 - Watch the Business Model Canvas video on EW website (How to Compete)
 - We have mentors and The Biz Foundry to help you
 - Template available on FAQs page of website
- **Submit model before the competition**
 - Wednesday April 1 by 11:59 p.m.
 - ALL late submissions will lose 20 points in rubric***
 - Don't wait til the last minute!
 - No changes accepted after 11:59 p.m. without penalty
 - **NO PLANS ACCEPTED AFTER NOON ON THURSDAY, APRIL 2**

How to Compete

- Develop a pitch and practice it!
 - 7 minutes MAXIMUM
 - Tells the story
 - Presentation shouldn't be overly complex, is a supplement to your pitch
 - Presentation is NOT required
- We will have multiple pitch practices prior to competition!
 - Use these sessions to get feedback and update your pitch. We will help as much as we can!

How to Compete

- **Submit presentation before the competition**
 - Thursday, April 16 by 11:59 p.m.
 - ALL late submissions will lose 20 points in rubric***
 - Don't wait til the last minute!
 - No changes accepted after 11:59 p.m. without penalty
 - **NO PRESENTATIONS ACCEPTED AFTER NOON ON FRIDAY, APRIL 17**
 - We highly recommend NO video!
 - Test your presentation before you compete!

How to Compete

- If preliminary rounds necessary (assume they will be!):
 - Most likely will happen during tradeshow hours – otherwise will be in morning same day
 - You will do your 7 minute pitch
 - Judges will have 5 minutes for Q&A
 - If you don't have an answer – "Great question! We'll research that and get back to you!"
 - We will call time at 5 minutes even if you are in the middle of an answer

Preliminary Judging

- Judges are business and community leaders, entrepreneurs, etc with a variety of backgrounds
 - If a judge has worked with a team, they may still ask questions but they will not submit a rubric for that team
- Judges will receive business summary before competition
- They will score your pitch based on rubric on FAQ section of website
- After all teams have pitched, the judges will deliberate on finalist teams (5-6 total)

Finals Judging

- There will be 3-5 finalist judges – business and community leaders, entrepreneurs, etc
 - If a judge has worked with a team, they may still ask questions but they will not submit a rubric for that team
- Judges will receive business summary before competition
- They will score your pitch based on rubric on FAQ section of website

Awards

- Over \$20,000 in awards
 - First, Second, Third place
 - Smaller awards can go to any team, not just finalists!
 - Rural Reimagined
 - Others
- Awarded as a **SCHOLARSHIP**
 - Excess aid for current semester
 - If at federal maximum, let us know, we will do our best to work something out

Competition Day Overview (TENTATIVE)

- 8:30-10 – Tradeshow setup
- 10-noon – Tradeshow – RUC Multipurpose Room
 - Preliminary Rounds – rooms within RUC
- LUNCH AND FINALIST TIME WITH JUDGES (TENTATIVE)
- 2:00 – Finalist pitches – RUC Multipurpose Room
- Public event- **INVITE FRIENDS AND FAMILY! There is a crowd favorite award so bring everyone!**
- **Times and locations may change slightly!**

More to Come

- Join mailing list, watch Tech Times, watch websites for all the updates
- Several workshop dates include time for working on your project, asking questions, and getting feedback. Take advantage of that!
- Remember – we are here to help!
 - We are happy to meet with you anytime before business plans are due
 - We can review your business model, pitch, and give feedback.
 - Reach out through the Contact Us page!

Important Spring Dates (subject to change)

*LIB 112 unless otherwise stated

- Feb 4 – Spring Kickoff party (RUC 282)
- Feb 11 –Business Model Canvas
- Feb 25 – Business Plans/Financials
- Mar 4 – Marketing 101
- Mar 11 – TBD
- Mar 18 – NO WORKSHOP, Spring Break
- Mar 25 – Effective Presentations
- Apr 1 – Tradeshow Booths (tentative)
- Apr 8 – Networking and event at Biz Foundry
- Apr 18 – Eagle Works Day!! Prelims/tradeshow in morning, finals in afternoon (RUC 282)

I&E Certificate

- Open to all majors
- Hours split between classes and experience
- Information on webpage!
- <https://www.tntech.edu/innovation/> → Academic Programs → I&E Certificate
- Talk to your advisor then contact us through webpage if interested
- Don't wait until right before you graduate! Start early for the most help!
- If you are graduating this semester and are interested, reach out to me TODAY!

www.tntech.edu/eagleworks

Follow us on Insta: @tntecheagleworks

Andrea Kruszka, Director

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Register now:

