

International Business Model Competition 2018

ELIGIBILITY GUIDELINES

The IBMC organizers recognize that no set of criteria can apply to every circumstance and therefore reserve the right to disqualify any team that it determines to be in violation of the spirit of the competition. Similarly, students who feel they fit the spirit of the competition, but may be in minor violation of the eligibility criteria, may submit a petition to BusinessModelCompetition@gmail.com. All decisions will be made by the IBMC organizers and are final.

Team Composition

Competing teams should consist of no more than 5 degree-seeking students enrolled at least part-time¹ at an accredited institution of higher education during the competition year. Non-students may be part of the venture but cannot participate in the competition (e.g., video submission, pitching, Q&A, etc.). The competition is for student-created and -managed ventures, including new ventures launched by licensing university technology. Students are expected to:

1. be the driving force behind the new venture,
2. have played the primary role in developing the business model,
3. have key management roles in the venture, and
4. own significant equity in the venture (if allocated).

Ownership

If the company has allocated equity, then the participating team members must collectively own 20% or more of it.

Control

The student team must control a minimum of 51% of the venture's voting rights.

Revenue

Because revenue is often the best form of validation, minimal revenues gained in the process of validation are allowable for the competition. Excessive revenues will be evaluated on a case-by-case basis by the IBMC organizers.

Investment

No more than \$100,000 will be allowed from friends and family, debt (any source -- convertible², venture, traditional), accelerators, and equity investments (angel and venture capital).

NOTE: We do not encourage early investment because it can lead to premature scaling which is a leading cause of failure.

Nature of Venture

Ventures cannot be a buyout, an expansion of an existing company, a real estate syndication, a tax shelter, a franchise, a licensing agreement for distribution in a different geographical area, or a spin-out from an existing corporation. Licensing technologies from universities or research labs is encouraged, assuming they have not been commercialized previously.

Language of the Competition

English must be used in all competition submissions and presentations.

Prior Activity

While a venture may compete only once in the IBMC, team members may participate multiple times.

¹ As defined by the participant's accredited institution of higher education.

² Any convertible debt must be in the form of a standard debt note with a separate agreement specifying the rules for conversion. Conversion cannot occur for at least 2 years from the date of the competition.