



Global Legal HACKATHON

March 6-8, 2020

The aim pursued around your solution shall respond to the 3 requirements of a successful solution:

User Validation

Does the developed solution have a good understanding of the users and their needs?

- How well did the team identify proposed end users for the solution?
- Did the team conduct enough user interviews and incorporate user needs and feedback into its pitch?
- How relevant is the customer "pain point" the solution is solving for?
- How well does the solution fit the proposed user needs?

Design & Implementation

How well designed is the solution? How well did the team execute the design?

- How developed is the team's Minimum Viable Product (be it software, hardware, etc.)?
- How functional was the teams' technical demo?
- How easy was it to navigate and use the Minimum Viable Product?

Business Model

How feasible is the business model?

- How compelling is the solution's value proposition?
- How viable is the business model?
- How strong is the team's competitive analysis? Did they discuss competitors and how they are differentiated?
- How executable is the team's customer acquisition plan?
- How achievable is the revenue model?
- If for public benefit, does the team have a compelling theory for how the project will be financially viable?