

# The Big Pitch 2017

## Terms and conditions

### The Competition

The competition is a three-round process starting with a video pitch.

**Round one** of the competition will open at 9am on Monday 6th February 2017 and close at 5pm on Monday 13th March 2017.

**Round two** of the competition, involves a two day Bootcamp where the successful Round 1 entrants will be given specific business and presentation skills training starting at 9am on Thursday 30<sup>th</sup> March 2017 and finishing at 5pm on Friday 31<sup>st</sup> March 2017. Once the Bootcamp has finished the semifinalists will then have up to 6 days to prepare their presentations for two days of judging on Thursday 6<sup>th</sup> April and Friday 7<sup>th</sup> April 2017.

**Round three**, the Big Pitch final, will take place at Anglia Ruskin University, Cambridge Campus on Thursday 4th May 2017. Live pitch entries must be made in the manner outlined during the Bootcamp in round two and the pre final training on April 27<sup>th</sup> and as specified on the website and made by the closing date and time which is during the final live pitch process. Failure to do so will disqualify the entry. Late entries will not be considered.

The Big Pitch Competition (“the Competition”) is open to all undergraduate or postgraduate students currently studying at Anglia Ruskin University, (has an ARU student identification number) either as an individual or in teams.

Please note that employees of Anglia Ruskin University including employees who are also registered students of Anglia Ruskin University or members of their families or households of employees or persons connected with the creation or administration of the competition are not eligible to enter the competition.

Entrants are free to submit as many ideas as they wish either as individuals, or as a member of a team. However, only one idea will be chosen from each individual or team to progress into round two. Please note that, if an entrant enters one idea as an individual and one as a team and both make it through to round two, the entrant in question can only progress as an individual OR as part of the team, but not both.



**Anglia Ruskin Enterprise Academy**

the  
**BIG**  
pitch

Entries to the Competition must be made in the required form using the details provided on The Big Pitch website.

All entrants must be aware that they are eligible as long as they have a visa that permits them to work in the UK. If they hold a visa, they will need to ensure that the business is set up prior to the expiry date of their visa. ARU reserves the right to withhold payment to those individuals who do not satisfy UK visa regulations.

The Organiser reserves the right to select the winners. Entries will be judged by the Organiser and independent expert judges as a judging panel. By “Judges” we mean the Organiser working together with the independent expert judges listed on The Big Pitch website. All competition judges have been chosen on the basis of their professional experience working with startup businesses or as startup entrepreneurs in their own right. We reserve the right to change the judges at any time for any reason without prior notification

The prizes are awarded at the Organiser’s discretion and no prizes will be awarded as a result of improper actions by or on behalf of any entrant. The Judges’ decision is final and the entrant will raise no challenge to the decision.

No feedback will be provided, for any reason, and at any stage, to unsuccessful entrants.

## General

The Organiser and promoter of the Competition, is AREA (Anglia Ruskin Enterprise Academy) part of Anglia Ruskin University Higher Education Corporation of Bishop Hall Lane Chelmsford CM1 1SQ (“the Organiser”). The Organiser reserves the right to refuse to accept the entry of any individual or team that it feels do not meet the objectives or the Rules of the Competition.

The Organiser reserves the right to amend these Rules without notice due to unforeseen circumstances. Any changes will be posted within these Rules.

In the event of any dispute regarding the Rules, conduct, results or all other matters relating to the competition the decision of the Organiser is final and binding and no correspondence or discussions will be entered into.

The Organiser reserves the right to verify the eligibility of all the entrants.

By entering the competition the entrant warrants that all the information submitted is true, current and complete.

The Organiser reserves the right to disqualify any entrant if it has reasonable grounds to believe the entrant has breached the Rules.

The entrants are required to provide email address and telephone numbers and these will be used to contact the winners regarding the prize. The entrants are advised to make sure these details are correct.

All entries received shall be deemed to be made in accordance and in acceptance of these Rules in full and without exception. By entering the competition the entrants agree to be bound by these rules and by any other requirements set out in the promotional material or websites.

The competition rules are governed by English Law and any disputes will be subject to the exclusive jurisdiction of the courts of England.

The Organiser reserves the right to publicise the Competition through normal media channels, for the duration of the Competition and for a period of 12 months thereafter. No confidential details shall be used in publicity material without the permission of any and all third parties mentioned therein.

### DATA PROTECTION ACT 1998

Please note that by entering the Competition the entrant gives permission for their entry details and/or images and/or audio and/or visual recordings to be reproduced in any future publications and websites produced by or for Anglia Ruskin University for public relations and advertising purposes for a period of 5 years. Winners may be requested to take part in promotional activity and the Organiser reserves the right to use the names and addresses of the winners, their photographs

and audio and/or visual recordings of them in any publicity.

Entrants must understand that:

- The publication may appear on the Internet/World Wide Web (WWW);
- The publication may appear in print, electronic, or video media;
- The publication may enable readers to identify them.

Important – please note that entrants should understand that if their personal information (name, contact details or images etc) is published on the Internet/WWW then it will be accessible to users from all over the world. This information can also be searched for using an identifier such as my name, and may be copied and used by any other person using the Internet/WWW. Most importantly, once personal information has been published on the Internet/WWW, Anglia Ruskin University has no control over its subsequent use and disclosure.

The personal data relating to entrants will be processed in accordance with the Data Protection Act 1998 and will not be disclosed to a third party without the entrant's prior consent.

The Organiser unless agreed with the entrant does not claim ownership of the copyright of the competition entry. By entering the competition the entrant agrees that they either own the copyright in their entrance submission or they have obtained the express prior consent of the copyright owner.

The Organiser will accept no liability for intellectual property infringement.

## Prize fund

The prize fund is stated as a pot of up to £10,000 being shared amongst the best ideas from the competition. For the second year in a row The Big Pitch has two special sponsored prizes for social enterprise: an additional £3,000 cash prize for an innovative solution to a social problem offered by Provide and one year's free membership of The Future Business Centre provided by Allia. \*

One additional prize presented will be awarded by the FSB for a finalist of their choosing.

Prizes are non-transferable and no alternatives are available.

All prizes will only be made payable to a legal commercial entity with a UK business bank account, subject to the production by the winners of certificate of incorporation and valid company bank account details.

The Organiser reserves the right to conduct Companies House searches and due diligence checks on the Winners.

Payment of all cash prizes will be made in "installments" subject to the production and approval of a detailed post competition 12-month action plan written by the winners to the Organisers after the

4th May 2017 and before 31st December 2017. In each instance, the payment of prize money installments will be based on the particular needs of each winning business as determined by the 12-month action plan and validated by the Organiser. Installments will be triggered on completion of key milestones listed within the 12-month action plan, as validated by the Organiser.

The precise details of the additional professional support services will be agreed with the Winners after the 4th May 2017 subject to the Winners requirements and needs. No cash alternative will be offered and in the event of unforeseen circumstances the Organiser reserves the right to not offer an alternative prize.

All elements of the Prize Fund must be utilized within 12-months of the end date of the Competition or the availability of it will be forfeited.

\* Please note that the prizes offered by Provide and Allia may be governed by separate terms and conditions detailed by Provide and Allia. A copy of such terms and conditions can be provided to the applicants on request. The Organiser does not endorse these companies or their separate terms and conditions and the successful applicants are advised to seek independent legal advice as needed.

## Round 1: The video pitch

Videos will be required to be uploaded by the entrants on The Big Pitch website.

Video pitches should not exceed 1-minute.

All videos should be uploaded onto The Big Pitch website by 5pm on Monday 13<sup>th</sup> March 2017, entries uploaded after this time will not be entered into the competition.

By entering the competition and submitting the video to the Competition website the entrant gives their consent for the Organisers to upload the video file to YouTube and then make this public on the homepage, The Big Pitch website and posted or included on the Anglia Ruskin University website.

By entering the competition the entrants agree that their entries can be tweeted about on The Big Pitch 2017 Twitter stream (@thebigpitch2017) and The Big Pitch 2017 Facebook page ([www.facebook.com/thebigpitch](http://www.facebook.com/thebigpitch))

The Organiser reserves the right to delete any postings from the entrants which in the Organiser's opinion are illegal, offensive, contain threats of violence, are pornographic, breach copyright or other third party intellectual property rights, are abusive, disclose third party personal details or contact details without their permission or provides links to third party websites or expresses opinions on third party websites, or are inappropriate for any other reason. Any inappropriate or offensive material may be reported to the appropriate legal authorities.

All information and entries posted on The Big Pitch Website, the Anglia Ruskin Website, YouTube, Anglia Ruskin University or The Big Pitch 2017 Twitter or Anglia Ruskin or The Big Pitch 2017 Facebook

represent the opinions of the entrant and is not endorsed or verified by the Organiser.

The Organiser accepts no liability for any loss suffered in connection with the use of the Big Pitch website, Anglia Ruskin University website, Anglia Ruskin University or The Big Pitch 2017 Twitter or Anglia Ruskin or The Big Pitch 2017 Facebook.

Please be advised that ALL uploaded videos will be in the public domain – and the entrants must not reveal any intellectual property or sensitive information.

The public will be invited to review, comment and vote for their favorite video submissions. The top 10 submissions, in terms of a public vote, will automatically be invited to participate in Round two of the competition.

The Competition Judges will also be looking for submissions that combine a highly innovative business idea with a clear commercial opportunity. The top 15 submissions in terms of these criteria chosen by the judges will also be invited to participate in round two of the competition.

25 submissions will be invited to Round two of the competition.

## Round 2: The Bootcamp

All successful video submissions will be invited to a two day 'Bootcamp' on the Cambridge campus starting at 9am on Thursday 30<sup>th</sup> March and Friday 31<sup>st</sup> March 2017 where they will receive business planning, marketing, finance and presentation skills training as well as up to 6 days to prepare their pitches.

The Bootcamp will consist of training on marketing, finance, presentation skills and business planning and preparation of their presentations.

The presentations will then take place on Thursday 6<sup>th</sup> and Friday 7<sup>th</sup> April 2017 and will include the competitors delivering their pitches – (five minute presentation followed by 10 minutes of questions) to the trainers/judges, who will then decide which contestants will go through to the final.

## Round 3: The Grand Final

The selected finalists will submit a 2-page summary of their business idea by Monday 24<sup>th</sup> April 2017. The 2-page summary will be scrutinized by the finalist judges.

The selected finalists will attend a 1-day finalist training session on Thursday 27<sup>th</sup> April 2017.

The selected finalists will attend a dry run of the final on Wednesday 3<sup>rd</sup> May 2017.

The final of The Big Pitch 2017 is a live pitch in front of an invited audience at Anglia Ruskin University

Cambridge Campus on Thursday 4th May 2017.

The pitches will take place in front of a panel of expert Judges.

Each of the Judges will score the finalists based on the pitch and the questions and answers following the pitch. The Judges' scores will be equally weighted and total 100%

Based on these scores from the pot of £10,000, money will be allocated appropriately to the winner/winners of The Big Pitch Final

Awards will be announced at the end of the live pitch event on Thursday 4th May 2017.

The winners' names and entries will be posted on the Anglia Ruskin University and the Big Pitch 2017 twitter stream and Facebook page, The Big Pitch Website and Anglia Ruskin Website.

The winners' names will be published on The Big Pitch Website and the Anglia Ruskin University Website.

The mentoring support & advice provided by the Judges, Judging Panel & Organiser is general advice and should not be relied on. The Organiser does not accept liability for any loss or damage suffered by entrants or winners regarding the mentoring support or advice provided at any time during or after the competition closes. Entrants and Winners are advised to consult independent professional advisors for specific advice should this be required.

The Organiser does not accept any liability for any damage, loss, injury or disappointment suffered by any entrant entering the competition or as a result of accepting any prize.