

# D3 Judging Score Sheet

Please refer to the objectives of each area and the scoring descriptors.

Team Name:					
Phase		1	2	3	Notes
A) Establish team and vision to sustain a business	Vision				
	Grasp of market				
	Team – cross-functional				
B) Validate a problem worth solving	Beachhead market prioritised				
	Unmet customer needs identified				
C) Validate your value proposition concept	Clearly communicated value proposition				
	Evidence of customer validation				
D) Validate your end-to-end customer experience	Deliver an outcome to a paying customer				
	Evidence of customer satisfaction with solution				
E) Business Model Fit	Not scored. You may write comments here.				

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