

BUSINESS PITCH COMPETITION *by BERJAYA Business School*

Eligibility

- This is open to all Secondary 4 and 5 students who are 16 -17 years of age at the time of entry.
- Participants enter the contest in groups of three (3).
- Each school can send in a maximum of 10 teams to take part, and the Organiser will not limit the total number of entries to this contest.
- By entering the competition, participants agree to abide by the Competition Rules and the decisions of the Organiser and judges, which are final and binding in all respects.
- Registration starts now and closes on 26 July 2019.
- Participation is free.

How to enter

- All participating teams **MUST** attend a workshop held on Saturday, **3 August 2019** at BERJAYA University College to understand the contest mechanics, submission deadlines, judging criteria and other requirements of the contest.
- At the workshop, teams will be guided through the thinking process to develop a business idea which could be extended into a potential business that the teams are keen to embark on. Teams will also learn steps required to conduct a thorough research during the workshop.
- At the end of the workshop, teams will be able to use all the knowledge they learn to create a proper business pitch in a video format.
- Each participating team will then plan, produce and submit a 2-min business pitch by emailing it to byec2019@berjaya.edu.my with the following details:
 - Team name
 - Full names of all members in the team
 - Name of school
 - Title of business pitch
 - A brief executive summary (50-100 words) of the business of interest
- No props or visual aids may be used and each pitch must be delivered by a single member of the team in no more than 2 minutes in length or marks may be deducted.
- Subtitles must be included in all video entries.
- Each entry is limited to original works that have not been formerly displayed or exhibited. Works that have won prizes in other contests or that have been submitted to other contests currently underway are not eligible. Works that are entered in other competitions after submitting to this contest will not be eligible.
- The business pitch video, in its entirety, must be a single work of original material taken by the participating team. By entering the competition, participants represent, acknowledge, and warrant that the submitted video is an original work created solely by the team, that the video does not infringe on the copyrights, trademarks, moral rights, rights of privacy/publicity or intellectual property rights of any person or entity, and that no other part has any right, title, claim, or interest in the video.
- The video must not contain material, which is (or promotes activities which are) sexually explicit, obscene, pornographic, violent, self-mutilating (e.g. relating to murder, the sales of weapons, cruelty, abuse, etc.), discriminatory (based on race, sex, religion, natural origin, physical disability, sexual orientation or age), illegal (e.g. underage drinking, substance abuse, computer hacking, etc.), offensive, threatening, profane, or harassing.
- The video must not include mention and/performance of any copyrighted media production including but not limited to music, films, books, television programming, etc, or identifying descriptions of any media property.
- By entering the contest, each participating team represents and warrants that the entry does not and will not defame or otherwise violate the rights of any third party and does not and will not violate any laws or ordinances. The Organiser reserves the right in its sole discretion to disqualify any entry that it believes violates any of the video submission requirements, does not otherwise comply with these rules, or that is not consistent with the spirit and theme of the

competition.

- The participating teams agree that the Organiser shall own the entries (and all ideas, forms, designs, patents, copyrights, trademarks and other intellectual property embodied therein), and that the Organiser shall have the perpetual, worldwide right to publish and use the entries in any way, and in any media for trade, advertising, promotional.
- Participation in this competition constitutes each winner's consent to the Organiser's use of winner's names, videos, photographs, likenesses and geographical data for advertising and promotional purposes in any media without further notice, right of review, approval or compensation except where prohibited by law.
- The Organiser reserves the right to cancel or modify the competition if fraud, technical failures or any other factor beyond its reasonable control impairs the integrity of the competition, as determined by the Organiser in their sole discretion. In each event, the Organiser reserves the right to disqualify any individual found to be tampering with the operation of the competition, or in an un-sportsmanship-like or disruptive manner; end or suspend the competition; amend Official Rules; declare void the notification of winner(s) and reselect the winner(s), without prior notice.
- Participants agree to release and hold the Organiser and its respective officers, directors, employees, crew and agents harmless from all liability, damage, losses or injury to person or property resulting from or incurred in connection with their acceptance, forfeiture or use of any prize or their participation in the competition. Participants assume all liability for any injury or damage caused, or claimed to be caused, by participation in this promotion, use, misuse or redemption of any prize.
- The Organiser is not responsible for and participants hereby releases them from any claims arising from: (1) entries received through impermissible or illegitimate channels, all of which will be disqualified; (2) technical failures of any kind, including but not limited to the malfunctioning of any mobile phones, computer, network, hardware or software; (3) the unavailability or inaccessibility of any service; (4) unauthorized human intervention in any part of the entry process or the competition; (5) electronic or human error which may occur in the administration of the competition or the processing of the entries; or (6) any injury or damage to persons or property, including but not limited to participant's computer, which may be caused, directly or indirectly, in whole or in part, from student's participation in the competition or from downloading any material from the Organiser's website, regardless of whether the material was prepared by the Organiser, and regardless of whether the material is connected to the Organiser's websites by hyperlink.
- BERJAYA University College may use your personal information for analysis and to send you marketing communications and keep you up to date with our products and promotions. You may unsubscribe from receiving such marketing communications at any time by following the instructions in our Privacy Policy or any of our marketing communications. Data collect will not be sold nor shared with unaffiliated third parties without your explicit consent.
- All business pitch video entries must contain the competition logo placed on the top right corner of the video and BERJAYA University College logo on the last slide of the credit roll as the "presenter" of the competition. The two logos can be downloaded on the microsite www.berjaya.edu.my/byec2019.
- The deadline of the business pitch video submission is on Tuesday, **20 August 2019 at 18:00 hours** (Malaysia timing), unless otherwise announced on BERJAYA University College official Facebook.

Contest Stages

- **Stage 1:** Submission is considered valid when the business pitch video is emailed to the Organiser at byec2019@berjaya.edu.my and also uploaded on the Instagram accounts of **ALL** the team members. Judging will be done by professional judges (60%) and online voting through viewership (40%) on BERJAYA University College official Facebook, which will start on Thursday, **22 August 2019** and close on **26 August 2019 at 18:00 hours** (Malaysia time). Results will be announced on Friday, **30 August 2019** on BERJAYA University College official Facebook and Instagram. The top 20 entries with the highest combined score will be shortlisted to the finals
- **Stage 2:** Finals will be held on Saturday, **14 September 2019**. Prior to that, all finalists are required to attend a finalists workshop on Saturday, **7 September 2019** at BERJAYA University College. At the finals, each team is given 2 minute to pitch their business idea live

to a panel of five judges, followed by a Q&A session.

Judging

Video Submission

The panel of judges from BERJAYA University College will evaluate each eligible video entry on a 15-point scale based on the following criteria (“Judging Criteria”): (1) Presentation & Communication Skills; (2) Idea & Credibility; and (3) ‘WOW’ Factor. A score of 5 is outstanding, and a score of 1 needs significant improvement.

Live Pitch

All the finalists will be judged professionally based on (1) Presentation & Communication Skills; (2) Idea & Credibility; (3) ‘WOW’ Factor; and (4) Interest to Invest. A score of 5 is outstanding, and a score of 1 needs significant improvement.

Prizes

Champion	RM3,000 Cash + Trophy + Certificate
1 st Runner-up	RM2,000 Cash + Trophy + Certificate
2 nd Runner-up	RM1,000 Cash + Trophy + Certificate

Special Awards

- Best Presenter RM500 Cash + Trophy + Certificate
- Most Popular Business Idea RM500 Cash + Trophy + Certificate

**All winners will receive partial scholarships from BERJAYA University College.*

**All winners, recipients of special awards and finalists will automatically be eligible to join our workshops for corporate trainings and professional development after the competition ends on 14 September 2019.*

All finalists are required to attend the awards presentation ceremony on the 14 September 2019. Prizes are non-transferable, and not exchangeable nor refundable for cash in part or whole. The Organiser reserves the right to provide substitute prize(s) of similar value should the specified prize becomes unavailable for any reasons.