

## 2017 Rice Business Plan Competition Cash Prizes and Awards

In total, **more than \$1.2 Million** in cash prizes and investment prizes will be awarded to the teams at the 2017 Rice Business Plan Competition. The prizes are structured so that all 42 teams are guaranteed to win cash and/or investment prize money.

### Summary of Major Prizes

#### 1. **\$300,000 – GOOSE Society Investment Prize**

The Grand Prize winner will receive \$300,000 in the form of equity investment from The GOOSE Society of Texas™, most likely in the form of a Convertible Debt Note. Founded in 2005, the GOOSE Society of Texas™ is a group of nearly 20 successful company founders, entrepreneurs, and venture capitalists who believe it is their privilege and obligation to recycle the fruits of their successes. They believe the best way to do this is to support entrepreneurship education and establish programs and examples to motivate others to help recognize, study, promote, teach, practice, support and celebrate entrepreneurship. They have invested over \$20 million in past RBPC winners and competitors who have launched their companies in California, Pennsylvania, Illinois, Kentucky, Texas, and other regions.

#### 2. **\$200,000 – OWL Investment Prize\***

The OWL Investment prize was created to increase the total Grand Prize of the competition, create a new community of involved judges, and continue to encourage the most promising teams to compete at the Rice Business Plan Competition. Approximately 40 angel investor RBPC judges are participating in 2017. The OWL Investment Prize is usually provided in the form of a Convertible Debt Note. The OWL Investment Prize in 2017 is expected to be up to \$200,000 or more. This amount may vary slightly, based on the final number of OWL investors who participate in the OWL prize and details associated with startup's fund raising strategy. It is likely that the OWL Investment prize will be awarded to one of the top six finalists.

#### 3. **\$100,000 – The Indus Entrepreneurs (TiE) Houston Angel Investment Prize**

The Indus Entrepreneurs (TiE) was founded in 1992 in Silicon Valley by a group of successful entrepreneurs, corporate executives, and senior professionals with roots in the Indus region. There are currently 13,000 members in 61 chapters across 18 countries. TiE's mission is to foster entrepreneurship globally through mentoring, networking, education, incubating, and funding. Dedicated to the virtuous cycle of wealth creation and giving back to the community, TiE's focus is on generating and nurturing our next generation of entrepreneurs.

The TiE Houston Angel Investment Prize has been formed by a group of about 20 TiE angel investors from Houston. It is anticipated that the TiE Angel Investment Prize will be awarded to a Semi-finalist or Finalist at the RBPC, as selected by the TiE Angels, most likely in the form of a Convertible Debt Note.

#### 4. **\$100,000 – Houston Angel Network Investment Prize**

The Houston Angel Network (HAN) is the oldest angel network in Texas and most active angel network in the USA. Its members have invested more than \$73M in more than 235 deals since its inception in 2001. HAN has been ranked as the #1 most active investment network in the United States.

It is anticipated that the \$100,000 TiE Angel Investment Prize will be awarded to a Semi-finalist or Finalist Team at the RBPC, as selected by the Houston Angel Network, most likely in the form of a Convertible Debt Note.

#### 5. **\$100,000 – Cisco Innovation Challenge Prize**

Cisco is the worldwide leader in IT that helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the previously unconnected.

The Cisco Innovation Challenge aims to recognize, promote, and accelerate the adoption of breakthrough technologies, products, and services that will capture the value of technological innovation while simultaneously benefiting society. Cisco wishes to foster growth in start-up businesses that will contribute to the advancement and evolution of digitization. In this context, Cisco is defining digitization as connecting people, process, data, and things to provide intelligence that advances positive social change and promotes sustainable outcomes. Cisco seeks to empower a generation of global problem solvers that are developing technologies in areas that address opportunities in fields including:

- Connectivity
- Healthcare
- Environment
- Critical Human Needs (food, water, shelter, and disaster relief)
- Education
- Connected/Smart Solutions (smart home, smart city, smart energy, connected cars, wearables, industry 4.0)

The \$100,000 Cisco Innovation Challenge Prize will go to the team selected by Cisco from all 42 competitors which best meets the above criteria, without respect to where they finish in the overall competition.

The Cisco prize will be given in the form of a cash payment. The prize is non-dilutive (and is not associated with any convertible debt or equity).

#### 6. **\$50,000 – RBPC Runner-up Prize (2<sup>nd</sup> Place Overall)**

The second place finisher at the Rice Business Plan Competition will receive a \$50,000 investment, most likely in the form of a Convertible Debt Note. The investment prize will be provided by the Rice Alliance for Technology and Entrepreneurship, and is sponsored by Finger Interests and the Anderson Family Fund at the Greater Houston Community Foundation.

## 7. **\$50,000 – U.S. Department of Energy (DOE) Clean Energy Prize**

The Energy Department's (DOE's) Cleantech University Prize (Cleantech UP) aims to inspire and equip the next generation of clean energy entrepreneurs and innovators by providing them with competitive funding for business development, commercialization training, and other educational opportunities. Since the competition started, participants have formed more than 200 ventures, created 120+ jobs, and raised more than \$120 million in follow-on funding. All teams that meet the focus areas of the DOE's Office of Energy Efficiency and Renewable Energy are eligible to compete for this prize.

The DOE prize will be awarded to the team that meets the EERE criteria and finishes highest in the RBPC. The prize is a 50,000 cash grant. The prize is non-dilutive (i.e., not an investment). In addition, the winner of the DOE Clean Energy Prize will advance to the national DOE Cleantech competition to compete for additional cash prize money.

## 8. **\$25,000 – Courageous Women Entrepreneur Prize**

The **nCourage Entrepreneurs Investment Group** consists about a dozen successful women entrepreneurs and investors. The group will select a team to award a \$25,000 investment prize to a team that includes:

- A woman as CEO or as a member of founding leadership team
- At least one woman on the RBPC presenting team in Houston

The nCourage Entrepreneurs Investment Group will consider all 42 teams at the RBPC that meet the above criteria, regardless where the team places at the competition. It is anticipated that this investment prize will be in the form of a Convertible Debt Note.

## 9. **\$25,000 – Women's Health and Wellness Innovations Prize**

Medicine has advanced much in the recent past, yet in some respects, Women's Health is still treated as an outgrowth of other medical and clinical fields and not as its own specialty. Recent societal developments have shown that this field has not received the specialized development it deserves. Faster, more accurate, and less invasive means for diagnosis and treatment are needed. This cash prize will be given to a plan or plans that best further the cause of specialized diagnosis, treatments, or other innovations that let women lead longer, healthier, and more satisfying lives. Made for women, with a woman in mind.

This \$25,000 investment prize will be selected by Sandi Heysinger and Dick Williams based on the startup that has the best innovation that enhances women's health, regardless of where the team places at the competition. The prize will most likely be in the form of a convertible debt note.

## 10. **\$20,000 – NASA Earth/Space Human Health & Performance Innovation Cash Award**

A team will win a \$20,000 cash award for the best technology that has applicability to NASA and the space program (with some type of application on Earth) in the area of life sciences. Examples include:

- Technology innovations that address:
  - Bone loss and osteoporosis
  - Cardiovascular alterations and cardiac problems
  - Sleep problems, human performance factors and chronobiology (biorhythms)

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- Technology innovations that address:
  - Radiation effects
  - Muscle changes and muscular atrophy
  - Neurobehavioral and psychosocial factors
  - Nutrition, physical fitness, and rehabilitation
  - Neurovestibular adaptation (inner ear and balance)
- Smart medical devices: remote medical care/telemedicine
- Technology development: transportable diagnostic devices, minimally or non-invasive tools, and low-power/self-powered devices
- Biomedical and environmental health technologies
- Human factors engineering, habitability design, and human-robotics interaction technologies

This prize is given to the startup with the most promising innovation in the above areas and is given as a cash prize (and is non-dilutive). The prize is independent of where the teams finishes in the competition.

#### 11. **\$25,000 – TMC|X Life Science Accelerator Prize**

The Texas Medical Center Accelerator is one of the largest life science accelerators in the world. TMC|X will select a promising life science startup at the RBPC to participate in one of their accelerator cohorts during the next 12 months. Upon successful completion of the accelerator program, the company will be awarded a \$25,000 investment from the TMC|X. TMC|X provides life science and digital health entrepreneurs the essential resources for growth including office and meeting space, training curriculum, a core group of business and legal experts, and a network of advisors and potential investors.

#### 12. **\$25,000 – Texas Business Hall of Fame Best of Texas Prize**

The Texas Business Hall of Fame Foundation's mission is to recognize the accomplishments and contributions of outstanding Texas business leaders and to perpetuate and inspire the values of entrepreneurial spirit, personal integrity, and community leadership in all generations of Texans. Each year, scholarships are awarded to outstanding Texas students who exhibit the same entrepreneurial drive and leadership spirit.

The Texas Business Hall of Fame will award a \$25,000 cash prize to the RBPC startup team that is currently based in Texas and finishes highest in the overall competition.

#### 13. **\$25,000 – George R. Brown School of Engineering Tech Innovation Prize**

Rice University's George R. Brown School of Engineering is top-ranked for its education and research programs. The School of Engineering is a leader in computational science and engineering and simulation and modeling. With pioneering research in nanotechnology, Rice's School of Engineering has made significant contributions in bioengineering, materials science, and energy. Its strengths in information technology include high performance computing, compilers and digital signal processing.

The Brown School of Engineering will award a \$25,000 cash prize to a team at the RBPC that has one of the most promising technology innovations. The prize is a cash award and awarded to a team regardless of where the team finishes at the competition.

**14. \$15,000 – Station Houston Engine of Innovation Award**

Station's vision is to transform Houston into a world-leading hub for technology and innovation. Station does this by connecting software startups with customers, investors, mentors, programs, a vibrant work environment, and Houston's creative community so entrepreneurs can focus on solving seemingly impossible problems to create a future that generates new possibilities and real-world impact. Station Houston puts entrepreneurs first, so they can drive innovation forward.

Station Houston will select one team to receive the Engine of Innovation Award. This team will receive a 1-year membership in Station Houston, which includes co-working space, access to Station Houston mentors, and access to guest speakers and curriculum for up to three founding startup team members. This membership must be utilized by December 1, 2018. In order to take advantage of this offering, the startup must be located at Station Houston's offices in downtown Houston. This is an in-kind prize valued at the cost of complimentary Station Houston co-working space.

**15. \$10,000 – Edward H. Molter Memorial Prize for Best Presentation**

This cash prize is provided by Miller, Egan, Molter & Nelson LLP. Miller Egan combines top-tier lawyers with a lean, technology-enabled platform built to maximize both the caliber of legal counsel and the level of efficiency delivered to clients. A smaller footprint and lack of inflexible bureaucracy allows Miller Egan to accommodate the needs of a diverse, elite client base. From pre-revenue startups to multi-national corporations, Miller Egan's agile approach to pricing and staffing treats clients as business partners, rather than arms-length sources of revenue.

All 42 RBPC teams are eligible for the Edward H. Molter Memorial Prize for Best Presentation. This \$10,000 cash prize will be awarded to the team that best presents and defends its plan, without regard to whether the business is one in which the judges would choose to invest. For example, teams with businesses that are very early stage, have small markets, or are social ventures can compete successfully with those whose plans have extraordinary and immediate commercial potential.

The purpose of this prize is to award a team for exceptional work with respect to oral presentation and Q&A. The prize has often been given to teams that do not advance to the Semi-final Round or to the Final Round.

**16. \$10,000 – Pearland Economic Development Corporation (EDC) Spirit of Entrepreneurship Prize**

The \$10,000 Pearland EDC Spirit of Entrepreneurship cash prize will be given to a team that exemplifies the spirit of entrepreneurship at the Rice Business Plan Competition. All 42 teams at the competition are eligible for this award, regardless of where the team finishes at the competition.

**17. \$5,000 – SoFi People’s Choice Award**

SoFi, the presenter of this award, is a finance company taking a radical approach to lending and wealth management. From products and tools to faster service and open conversations, SoFi helps members get ahead. Whether members are looking to buy a home, save money on student loans, ascend in their careers, or invest in the future, the SoFi community works to empower its members to accomplish the goals they set and achieve financial success.

The \$5,000 SoFi People’s Choice cash prize is presented to the team that amasses the highest number of votes on the RBPC People’s Choice Award Facebook page. Teams are encouraged to invite their friends, family, colleagues, students, alumni, and university staff to vote for their team. Online voting extends through Saturday, April 8, at Noon (CDT).

**18. \$3,000 – James Nicolaou Memorial Prize for Challenge Round Winner**

The James Nicolaou Memorial Prize, sponsored by Atropos, is a \$3,000 cash prize that will be awarded to the team that finishes highest in the Challenge Round on Saturday morning. All 27 teams competing in the Challenge Round are eligible for this award. James Nicolaou was an avid fan of the Rice Business Plan Competition and judged for many years. He spoke enthusiastically about the teams, their pitches, and the energy of all the participants. This \$3,000 cash prize recognizes the teams which prevail over adversity and go on to be successful despite obstacles the many obstacles they face.

**19. \$3,000 – Palo Alto Software Outstanding Written Business Plan Prize**

Since its creation in 1988, Palo Alto Software has grown to a leading provider of small business tools worldwide with the single goal of helping other small businesses grow and become successful. Palo Alto now offers several software products and an extensive library of free expert content to help small businesses succeed.

Palo Alto Software will award this \$3,000 cash prize to the team that is judged by Palo Alto Software to have the most outstanding written business plan. All 42 teams at the RBPC are eligible to receive this award, regardless of where a team finishes at the competition.

**20. \$1,000 – Orrick Company Showcase Prize at Awards Banquet**

All teams are eligible for the Orrick Company Showcase prize, which is voted by all attendees at the Awards Banquet. Teams are encouraged to solicit votes (stickers) from attendees during the Cocktail Reception at the Banquet on Saturday night. Each attendee will be given three stickers. The team with the most stickers will be awarded this \$1,000 cash prize during the dinner. Teams will have from 6:00pm to 7:00pm to encourage Awards Banquet attendees to place their stickers on their team’s sheet.

## 21. \$1,000 – High School Judging Panel Prize

Junior and senior high school students will evaluate the six (6) finalist teams at the Rice Business Plan Competition on Saturday afternoon and vote for their favorite team. Their winner will receive a \$1,000 cash prize. The Teen Judging is supported by about 10 judges and sponsors including: BBVA Compass and others. The Teen Judging panel was founded by Dr. Robert Cuyler.

The High School Judging Panel is sponsored by BBVA Compass Bank, Robert Cuyler, PhD, the Anbarci Brothers, Jim Dumler, David Klein, Mark Murdock, Eric Pulaski, Robert Toker, and Lea Aden Lueck.

### Overall Prizes at the 2017 Rice Business Plan Competition

**Final Round** (The Finals will take place on Saturday, April 8, from Noon to 3:30pm.)

The top six Finalists are awarded the following prizes:

<b>First Place Team:</b>	<b>\$300,000 GOOSE Society Investment Prize</b>
<b>Second Place Team:</b>	<b>\$50,000 Investment Prize</b>
<b>Third Place Team:</b>	<b>\$7,500 Cash</b>
<b>Fourth Place Team:</b>	<b>\$5,000 Cash</b>
<b>Fifth Place Team:</b>	<b>\$4,000 Cash</b>
<b>Sixth Place Team:</b>	<b>\$3,000 Cash</b>

**Semi-Final Round** (Saturday morning: 8am to 11am)

Teams that finish first or second in their Opening Round on Friday will advance to the Semi-final Round. In addition, Friday's highest scoring third place team overall will also advance to the Semi-Final Round, as a wildcard team.

Fifteen teams will compete in the Semi-Final Round, split into three flights. The top 2 teams in each of the 3 Semi-Final flights will advance to the Final Round.

Teams that compete in the Semi-final round that do not advance to the finals will receive the following cash prizes:

<b>Semi-Final Round – Flight 1:</b>	<b>3<sup>rd</sup> Place: \$2,000; 4<sup>th</sup> Place: \$1,500; 5<sup>th</sup> Place: \$1,250</b>
<b>Semi-Final Round – Flight 2:</b>	<b>3<sup>rd</sup> Place: \$2,000; 4<sup>th</sup> Place: \$1,500; 5<sup>th</sup> Place: \$1,250</b>
<b>Semi-Final Round – Flight 3:</b>	<b>3<sup>rd</sup> Place: \$2,000; 4<sup>th</sup> Place: \$1,500; 5<sup>th</sup> Place: \$1,250</b>

### **Challenge Round (Saturday morning)**

All teams that do not advance to the Semi-Final Round will advance to the Challenge Round on Saturday morning. Teams must compete in the Challenge Round and be present at the Awards Banquet to receive their cash prizes:

**Challenge Round 1 - 1<sup>st</sup> Place: \$1,000; 2<sup>nd</sup> Place: \$700; 3<sup>rd</sup> Place: \$600; 4<sup>th</sup> Place: \$500**  
**Challenge Round 2 - 1<sup>st</sup> Place: \$1,000; 2<sup>nd</sup> Place: \$700; 3<sup>rd</sup> Place: \$600; 4<sup>th</sup> Place: \$500**  
**Challenge Round 3 - 1<sup>st</sup> Place: \$1,000; 2<sup>nd</sup> Place: \$700; 3<sup>rd</sup> Place: \$600; 4<sup>th</sup> Place: \$500**  
**Challenge Round 4 - 1<sup>st</sup> Place: \$1,000; 2<sup>nd</sup> Place: \$700; 3<sup>rd</sup> Place: \$600; 4<sup>th</sup> Place: \$500**  
**Challenge Round 5 - 1<sup>st</sup> Place: \$1,000; 2<sup>nd</sup> Place: \$700; 3<sup>rd</sup> Place: \$600; 4<sup>th</sup> Place: \$500**  
**Challenge Round 6 - 1<sup>st</sup> Place: \$1,000; 2<sup>nd</sup> Place: \$700; 3<sup>rd</sup> Place: \$600; 4<sup>th</sup> Place: \$500**  
**Challenge Round 7 - 1<sup>st</sup> Place: \$1,000; 2<sup>nd</sup> Place: \$700; 3<sup>rd</sup> Place: \$600**

(Note: There will only be 3 teams in Challenge Round 7.)

### **Mercury Fund Elevator Pitch Competition**

All 42 teams are eligible for, and compete for, all of the Elevator Pitch cash prizes. Teams will present their elevator pitch at the Opening Event on Thursday evening, April 6, 2017. The top 5 teams with the best elevator pitch will win cash prizes. The results will be announced at the Awards Banquet on Saturday night:

<b>First Place:</b>	<b>\$1,000</b>
<b>Second Place:</b>	<b>\$750</b>
<b>Third Place:</b>	<b>\$750</b>
<b>Fourth Place:</b>	<b>\$500</b>
<b>Fifth Place:</b>	<b>\$500</b>

### **In-Kind Prizes**

#### **1. \$15,000 – Polsinelli Innovation Prize**

The \$15,000 Polsinelli Innovation Prize will go to the team with the most promising and innovative technology, as chosen by the Polsinelli team. The winner will receive \$15,000 in IP counseling from Polsinelli (subject to conflict check and acceptance of the Engagement Letter terms). In the event that there is a conflict with the original winner, or in the event they do not accept the engagement letter, Polsinelli will select a replacement winner.

The team must at least have filed a provisional patent application or have a signed license agreement to a patent(s) or application(s). In other words, the technology must be specifically identifiable. The technology field is open to all industries/methods. This is an in-kind prize in IP counseling.

## **2. \$30,000 Astoundz Web Site, Hosting and SEO Optimization Prize**

The 2017 Grand Prize winner will receive up to \$30,000 in value of website, hosting, and SEO Optimization and related services from Astoundz. The winner must contact Astoundz no later than June 30, 2017, and these services must be utilized no later than June 30, 2018.

## **3. \$12,000 Draper University Scholarship**

Draper University, also known as Draper University of Heroes, is a private school focused on teaching entrepreneurship in Silicon Valley. Located in San Mateo, California, Draper University is known for its unconventional methods of teaching business. This school has 500 alumni from 50 countries. Draper University was established in 2012 by successful, Silicon Valley venture capitalist Timothy C. Draper. Draper University alumni have created 280+ startups that have raised \$51.4+ Million. They've joined accelerators like Techstars and YCombinator and are funded by some of the most prestigious investors including Marc Benioff, Marc Andreessen, and Tim Draper.

Draper University will award one full scholarship to the winner in the competition. The winner can choose between the 10-day Silicon Valley Intensive program (\$3,500 value) and 7-week Hero Training Program (\$12,000 value).

The winner must connect to [admissions@draperuniversity.com](mailto:admissions@draperuniversity.com) regarding their scholarship offering. Finalist must then submit short application to have tuition waived and indicate Rice Business Plan Competition as their referral source. The winner should contact Draper University by April 30, 2017.

## **4. \$10,000 Padgett Group Marketing Communications Prize**

The 2017 RBPC Grand Prize Winner will receive up to \$10,000 in marketing communications services from The Padgett Group. The Padgett Group is a strategic public relations and marketing firm specializing in helping companies maximize their visibility and strategically communicate to, and develop successful relationships with their target audience.

The Padgett Group Services may include the following:

- Evaluation and recommendations for a marketing plan
- Review and edit content for collateral materials
- Perform web site audit and provide recommendations
- Write and distribute one or two press releases

The winner must contact the Padgett Group by June 30, 2017, and these services must be utilized by June 30, 2018. It is anticipated that these services will be provided on a pro-rata basis over several months, to be determined by the winning team and the Padgett Group.

## **5. \$10,000 OFW Law FDA Regulatory Strategy Prize**

OFW is a premier FDA law firm based in Washington, D.C. with deep experience in all aspects of FDA law, including regulatory matters concerning pharmaceuticals, medical devices, diagnostics, food, tobacco, and government relations. Its clients span the largest pharma, food, and device companies to small early stage companies.

OFW believes a strong understanding of the regulatory pathway is a critical element in a strong business plan for life science companies. OFW is proud to offer its expertise and guidance on developing a regulatory strategy, including its reimbursement strategy, to a life science company it believes has the strong potential that can benefit from its guidance. The OFW team will provide at least \$10,000 of services, including transportation and accommodations to its Washington office to the winner of the OFW prize.

The winner should contact Dr. Ed Tietel no later than June 30, 2017 to make arrangements regarding the FDA Regulatory Strategy to be performed by OFW Law. These services must be provided by June 30, 2018.

## **6. EFN Mentoring and iCatalysts (supported by Buckeye Partners)**

Enterprise Futures Network (EFN) mentors have offered pre-competition mentoring and advice to each of the 42 teams who have been invited to participate at the 2017 RBPC. They have provided advice in areas such as refining a business plan, refining financial models, and improving presentation skills.

EFN offers their iCatalysts ([www.icatalysts.org](http://www.icatalysts.org)) 2-month post-competition summer accelerator service to all of the 15 Semi-finalists teams.

## **7. \$10,000 Next Gen Capital Markets Services**

Next Gen provides secure, trusted services and expertise to help investors safely grow their portfolio and private companies inject the fresh capital they need to reach the next level for their business. The globally recognized funding and investment experts at Next Gen provide a platform to help early stage companies reach their goals securely.

Next Gen Capital Markets will provide all 42 RBPC competitors with a digital dataroom for their businesses and funding raises. Services must be utilized by June 30, 2018.

## **8. Y Combinator Office Hours Prize**

Y Combinator provides seed funding for startups. Seed funding is the earliest stage of venture funding. It pays an entrepreneur's expenses while getting started.

Y Combinator will make Office Hours sessions available for the top three finishers at the 2017 Rice Business Plan Competition via conference call on Wednesday, April 12, 2017. The top three startups should finalize the arrangements for these conference calls on Monday, April 10, 2017.

## 9. Microsoft Bizspark

Microsoft BizSpark is a global program that helps startups succeed by giving them free access to Microsoft Azure cloud services, software, and support. BizSpark startups receive five Visual Studio Enterprise with MSDN subscriptions, each with a \$150 monthly Azure credit. This totals \$750/month across all five developers to spend on Azure services. These benefits are available for one year.

BizSpark is committed to helping technology startups realize their goals on their own terms and in the shortest amount of time. Through BizSpark, Microsoft's goals are to:

- Help young and innovative software companies gain valuable experience and expertise in Microsoft technologies, with no upfront costs.
- Help startups establish connections with local and global startup ecosystems - VCs, angels, incubators, accelerators, entrepreneur associations, etc.
- Stimulate vibrant local software ecosystems and promote innovation and inter-operability.

Microsoft will make the Bizspark program available to any of the 42 competitors at the Rice Business Plan Competition who meet the Bizspark criteria. Teams interested in learning more about the Bizspark program should contact the Microsoft Bizspark RBPC liaison by June 30, 2017.

## 10. BBVA Treasury Services Prize

BBVA Compass will provide Treasury Management Services for 12 months to the Grand Prize winner of the 2017 Rice Business Plan Competition, up to a maximum value of \$3,000 (in-kind sponsorship).

The following conditions of the award will be applied:

- These services are only guaranteed to the Grand Prize winner if the team relocates to or is already located in Houston. If the Grand Prize winner does not reside in Houston, BBVA Compass has the sole right to determine if services will be offered to a different Finalist.
- Treasury Management Services may include Payments Management, Receipts Management, and Liquidity Management. Specific services to be provided under this award will be defined by the BBVA Compass.
- These services will be available for up to a 12-month period, ending no later than June 30, 2018. In order to receive the full 12-month benefit, this period must commence by July 1, 2017.

### Notes Related to all Prizes:

- In order to win any prizes, teams must fully participate in the competition beginning on Thursday, April 6, through and including the Awards Banquet on Saturday evening, April 8. Failure to participate in any event during the competition will result in forfeiture of all prizes.
- These prizes are subject to change at the sponsor or competition organizers' discretion at any time.
- Some prizes may contain certain restrictions, conditions, or eligibility criteria.
- There is no geographic commitment associated with these prizes, except for the TMC|X and Station Houston prizes which require to the team to participate in those respective programs in Houston, and the BBVA Treasury Services prize. In addition, the Texas Business Hall of Fame prize will be awarded to a startup currently based in Texas.

### **Notes Related to all Prizes (continued)**

- Several of the prizes involve Convertible Debt Notes or equity investment. These prizes are typically provided directly from the sponsor (e.g., Houston Angel Network) to the winning company and may be dependent on the sponsor and company agreeing to the terms associated with this prize. These investment prizes typically require the winning company to provide standard company information to the investor in advance of receiving funding. This information is expected to include:
  - Company incorporation documents
  - Capitalization tables
  - Copies of fully executed technology license agreements (if applicable)
  - Founders agreements
- Most, but not all, angel and other investors require a company to be structured or restructured as a Delaware C corporation.