DataTribe presents the DataTribe Challenge, a pitch competition in which teams will compete for the opportunity to become the next DataTribe funded company.

Qualifying teams will submit their deck during the registration period starting. The competition could potentially lead to a Seed Funding of up to $2 million for the winner, and granted full access to DataTribe’s in-house resources. In addition, said team has the potential to earn up to $6.5 million in funding towards a Series A from DataTribe and Allegis Cyber Venture Firm in Silicon Valley.

On November 1, three (3) finalists will be selected to pitch at the DataTribe Challenge in front of a panel of expert judges (see list below), along with select other founders and investors, on November 14. These three finalists will split $20,000 in prize money.

Eligibility
The competition is open to teams/individuals with practical experience in the research, design, development, integration, deployment of cutting edge tools, techniques and systems to support cyber operations for government, university labs or a corporate enterprise. We are looking for founders who want to turn exceptional talent and tech into world-class product companies.

Requirements
1. Must be Pre-A series.
2. Maximum funding to date cannot be more than $1.2M.
3. Must have an Enterprise, Big Data or Cyber Security product, beta, MVP or concept to present.
4. Practical experience in national security, defense, National Labs or R&D organizations or high-level commercial/enterprise technology.
5. Teams with appropriate commercial experience will also be given extra consideration
6. The proposed idea should be suitable for funding at some level to take it further.
7. The proposed idea should not be in violation of any intellectual property rights as far as you are aware.
Registration
Teams must register and submit a deck using the registration page found on the DataTribe website. ( https://datatribe.com/challenge/ )

Decks:
   No more than 20 slides (including optional Appendix)
   Must be in PDF format.
   See Appendix I below for deck guidelines.

Registration / Deck Submittal  Opens:  July 18, 2019
Registration / Deck Submittal  Closes:  October 1, 2019
Announcement of Top 3 Finalists  November 1, 2019
Pitch Competition & Winner Announced  November 14, 2019

Judging & Prizes
Representatives from the selected teams will be given 15-20 minutes to pitch & Q&A.

   Teams will be judged on
   1. Identification of Problem and Solution
   2. Technical Approach
   3. Originality and soundness of IP to solve a problem

Judging Panel:

Bob Ackerman  Founder AllegisCyber; Co-Founder, DataTribe
Mike Aiello  Product Manager Director for Cloud & Infrastructure, Google

John Stewart  Chief Security & Trust Officer, Cisco
Jon Callas  Senior Security Scientist Apple; CTO at the ACLU; Co-Founder of Blackphone

Daniel Weinand  Co-Founder, Shopify
Dmitri Alperovitch  Co-Founder & CTO, CrowdStrike Inc
Appendix I

OVERVIEW - Who are you?
- What exactly does your company do?
- What industry or vertical are you in?

OPPORTUNITY - What’s happening in this market? Why now?
- Demonstrate a thorough understanding of the market
- Show burgeoning market sector ripe for change

PROBLEM – What are you trying to solve?
- What is the problem and how did you experience or see this problem?
- Why does the problem exist?
- How is it currently being addressed?

SOLUTION – What are you doing about it?
- How do you solve the problem in elegant and an original manor?
- Show how this relieves a proven pain point, is it scalable and repeatable?

TRACTION – What evidence do you have that this will be successful?
- Show a pattern of growing momentum, and how you are measuring it.
- Demonstrate a clear sales process, pilot programs, customer or user feedback

CUSTOMER OR MARKET – Who are your customers- and how many of them are out there?
- Show a clearly defined market & target market
- How will product Go-to-Market?

COMPETITION - Who or what will steal your customers?
- Primary & secondary competitors, why?
- Are you different enough to really compete, what is your unique advantage(s)

BUSINESS MODEL - How do you make money?
- How do you acquire customers and grow?
- What are your customer acquisition costs?

TEAM - Who is going to pull this off?
- Bio for Founders Advisors & Board members- 140 characters
- Demonstrate your domain experience, DoD, R&D, Commercial etc.

USE OF FUNDS – What do you want and why?
- What size and type of investment?
- Explain how you will spend it, what you will accomplish with it?

APPENDIX – Additional information
- Anything that is relevant
- FAQs, Patent(s) information Milestones achieved, Product road map