

# Deloitte Healthcare Innovation Start-Up Pitch Competition

## Terms and Conditions of Entry

Deloitte are offering you (as defined below) the chance to apply for an opportunity to promote your company and product to a panel of judges from technology, venture and healthcare backgrounds ("the Event").

All references to "you" and "your" refers to you as an applicant of the Event.

"Deloitte", "we", "us" and "our" shall mean Deloitte LLP, a limited liability partnership incorporated in England and Wales with its registered office at 1 New Street Square, London EC4A 3HQ and company registered number OC303675.

These terms and conditions ("the **Terms**") govern your application to take part in the Event for the chance to be awarded the Healthcare Start-Up Pitch prize ("the Prize"). Your application, by way of an entry form ("the Entry Form") does not guarantee you will be invited to the Event and awarded the Prize. The decision whether or not you will be eligible for the Prize will be made at Deloitte's sole discretion.

By submitting your application, you agree to these Terms.

### ENTRY

1. Deloitte will accept applications from any healthcare start up organisations who meet the entry criteria as described below.
2. All applicants will be screened by Deloitte on a yes / no basis depending on the following criteria. Deloitte's decision shall be final:
  - a. You must be a registered company incorporated in England and Wales.
  - b. Your company must be revenue generating.
  - c. You must be developing a product in the healthcare or life sciences sector.
  - d. You must be operating as a socially responsible company with a focus on benefitting healthcare consumers.
3. Deloitte intends to run a formal application process with two stages.
  - a. The **first stage** will involve completion of a short online application form (<https://www2.deloitte.com/uk/en/pages/public-sector/events/deloitte-healthcare-innovation-start-up-pitch.html>) confirming you meet the entry requirements by providing company and other related details. Details of the questions are attached as an Appendix to these terms. Your entry to the first stage can be submitted from Tuesday 27<sup>th</sup> November 2018 until midnight 6<sup>th</sup> January 2019. No late entries shall be accepted. Entries that are incomplete or indecipherable shall be deemed void.

Following the closing date of this first stage Deloitte will produce a short list of applicants based on a pre-determined set of criteria including but not limited to strength of problem-solution fit, degree of product-market fit, scalability and market opportunity, current rates of traction, and forecasted potential for growth.
  - b. If you are successful in the first stage, the **second stage** will involve participating in the Event including having a stall at the event to promote your company and taking part in a formal pitch and interview session with a panel of judges (and in front of a wider audience), who will ask questions.
4. The closing date for submitting an online application is midnight 6<sup>th</sup> January 2019.
5. Deloitte does not accept responsibility for entries lost, damaged or delayed due to a computer error in transit.
6. By entering, you confirm that all information submitted in your Entry Form and during the second stage, is true, accurate and complete. Deloitte reserves the right to verify any information contained in your application and/or your eligibility to enter.

7. Deloitte shall judge each pitch at the Event against a set of pre-determined criteria including but not limited level of disruption, client time/cost saving, staff time/cost saving, ease of use, technical completeness and quality of presentation. The judges will have a score card detailing the criteria, including but not limited to those former aspects mentioned. The judges will score each shortlisted applicant based on their stall, pitch, and the questions and answers element on a defined scale for each criteria. The scores of the judges will then aggregated. Deloitte's decision will be final.
8. The Event will take place at Deloitte Digital's offices at Buckley Building, 49 Clerkenwell Green, London, EC1R 0EB on Monday 28<sup>th</sup> January 2019.
9. All shortlisted applicants will be notified by 7<sup>th</sup> January 2019 and will be provided with support in the lead up to the Event to assist in the preparation of the pitch and stall.
10. You acknowledge and accept that you may be photographed, filmed or recorded by Deloitte in respect of the Event and hereby consent to Deloitte using any such pictures, films or recording for internal and external use and will follow any instructions or directions given by Deloitte in respect of any such photography, filming or recording solely for the purposes set out in clause 10. For the avoidance of doubt the Event will be recorded and attended by Event guests.

### **SUCCESSFUL APPLICANT**

11. You will be notified at the Event if you are successful in receiving the Prize. Deloitte's decision is final.
12. If you are successful, you will receive the Prize as follows – a Deloitte analyst to be seconded to you for 3 (three) months or a similar arrangement as notified to you by Deloitte.
13. Subject to this, there is no further cash or credit alternative available. Deloitte reserves the right to substitute this Prize on reasonable notice if Deloitte determines this is appropriate acting in its absolute discretion.
14. If you are successful, you will be required to agree further contractual terms which will be notified to you at the time in order for you to take advantage of the Prize and any associated benefits.
15. The Prize provided will be awarded to you only. You have no right to transfer this to any third-party.

### **YOUR INFORMATION**

16. Copyright in your Entry Form remains with you. However, by submitting your Entry Form you grant Deloitte the right to use, reproduce, display, transmit, copy, amend, store and publish your Entry Form and any information submitted with your Entry Form.
17. You agree that the information supplied in your Entry Form may be used by Deloitte's personnel and selected third-party partner organisations, subject to compliance with applicable data protection legislation.
18. Subject to clause 19 you consent to Deloitte's use of and right to reproduce and publish your information, photographs, images, your businesses' name and logo and any videos and other audio-visual or written material and documents submitted by you in relation to the Event, including your Entry Form ("Your Intellectual Property"). Deloitte shall not be entitled to use any other intellectual property or other information or data belonging to you without your prior consent in each case, and then only in accordance with clause 19.
19. Deloitte shall only use Your Intellectual Property to enable it to administer and promote the Event, for example: evaluating your business, awarding the Prize, promoting and advertising the Event (including use of information in printed and online publications, editorial and PR activities, on internal and external communications) and for purposes relating to the Prize including but not limited to you sharing information during the secondment period. You agree that Deloitte will not obtain your approval prior to such uses.
20. By submitting your details, you indicate your consent to Deloitte processing your personal data, and any other personal data you submit in your Entry Form, in accordance with applicable data

protection legislation. You also agree to receive marketing emails from Deloitte and/or selected third-party partner organisations, unless you have opted out.

## **OTHER**

21. You must own, or have permission to use, all the intellectual property rights in any materials that you submit in your Entry Form and pitch presentation. Deloitte reserves the right to take such action as it requires to properly protect its position in respect of any claim or potential claim from any third party in respect of that third party's intellectual property rights.
22. Deloitte reserves the right in its absolute discretion to disqualify you if it believes that you have breached any of the Terms, any applicable law or have otherwise infringed the rights of any third party.
23. Subject to Deloitte's prior approval, you may take part in any marketing or promotional activity or make any press announcements (including on social media) relating to your entry.
24. You may not use Deloitte's name, logo or trademark or any other intellectual property rights of Deloitte without Deloitte's prior consent in each case and then only in accordance with the directions and standards notified by Deloitte.
25. These Terms shall take precedence to all other information you have previously received about the Award. If you are successful, you will receive further terms and such terms will take precedence to these Terms.
26. Deloitte reserves the right to amend these Terms at any time and any such variations shall be notified to you.
27. You agree to enter this competition at your own risk. To the maximum extent permitted by law, Deloitte excludes all liability to you, your personnel and any third party.
28. Deloitte reserves the right to terminate the competition at any time.
29. The Terms and any dispute or claim arising out of or in connection with them or their subject matter shall be governed by and construed in accordance with English law.
30. If you have any questions about these Terms or any other queries relating to the competition, please email [ukdeloittehealthinnovation@deloitte.co.uk](mailto:ukdeloittehealthinnovation@deloitte.co.uk).

**APPENDIX**

**Application Form Questions**

Name of Start-up\* \_\_\_\_\_

Summary of company\* \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Company website \_\_\_\_\_

Time active\* \_\_\_\_\_

Current Monthly Recurring Revenue\* \_\_\_\_\_

Current Number of employees\* \_\_\_\_\_

Current growth rate \_\_\_\_\_

Revenue model \_\_\_\_\_

Funding status \_\_\_\_\_

Targets for 2019/20/21 \_\_\_\_\_

Name of Pitcher\* \_\_\_\_\_

Role in company\* \_\_\_\_\_

Time with company\* \_\_\_\_\_

Phone number\* \_\_\_\_\_

Email address\* \_\_\_\_\_

Dietary Requirements \_\_\_\_\_