



# Introduction

# What Lead to Win (LTW) is

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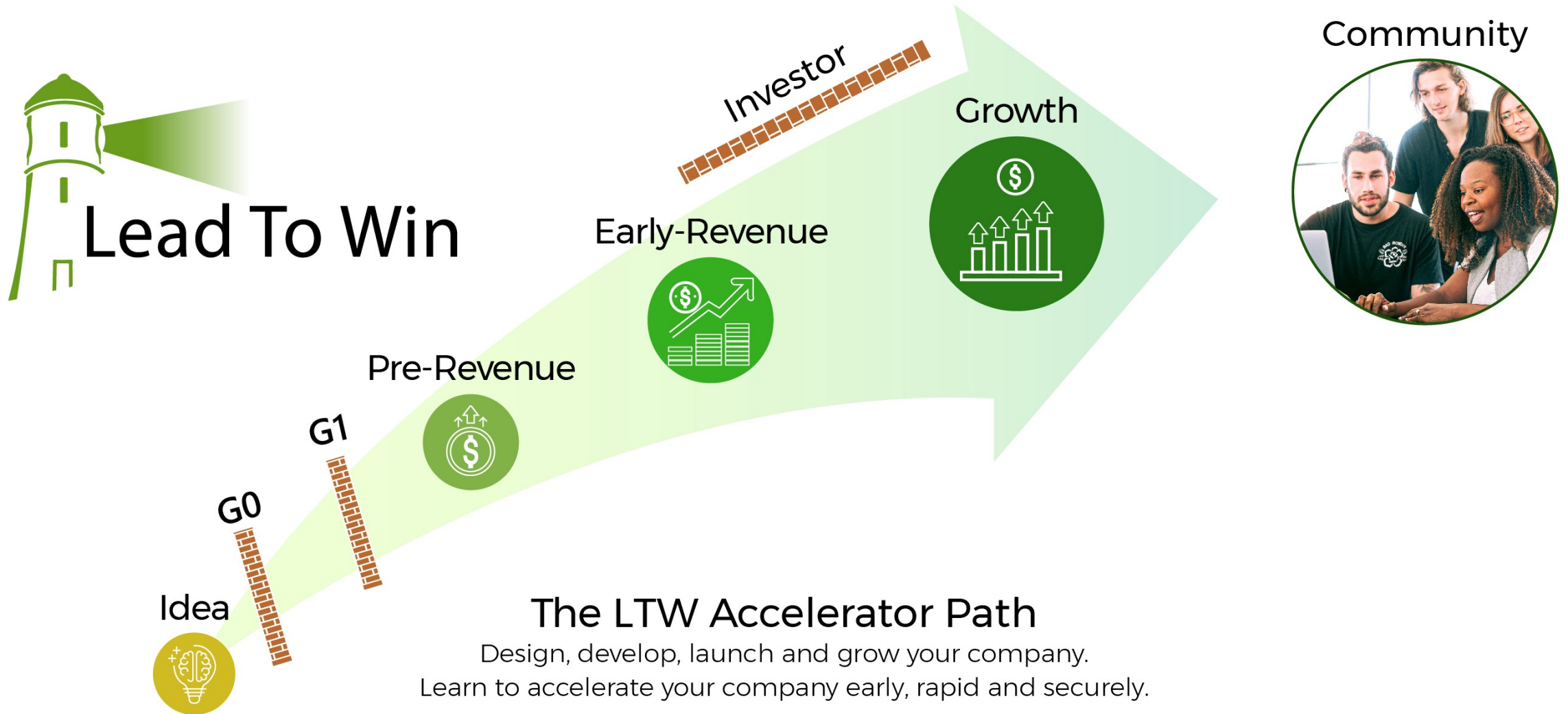
- Support for TIM student entrepreneurs
- Catalyst to create companies and jobs
- TIM plus community



- Established 2002
- Top 10 incubator award 2015
- Evolving and adaptive

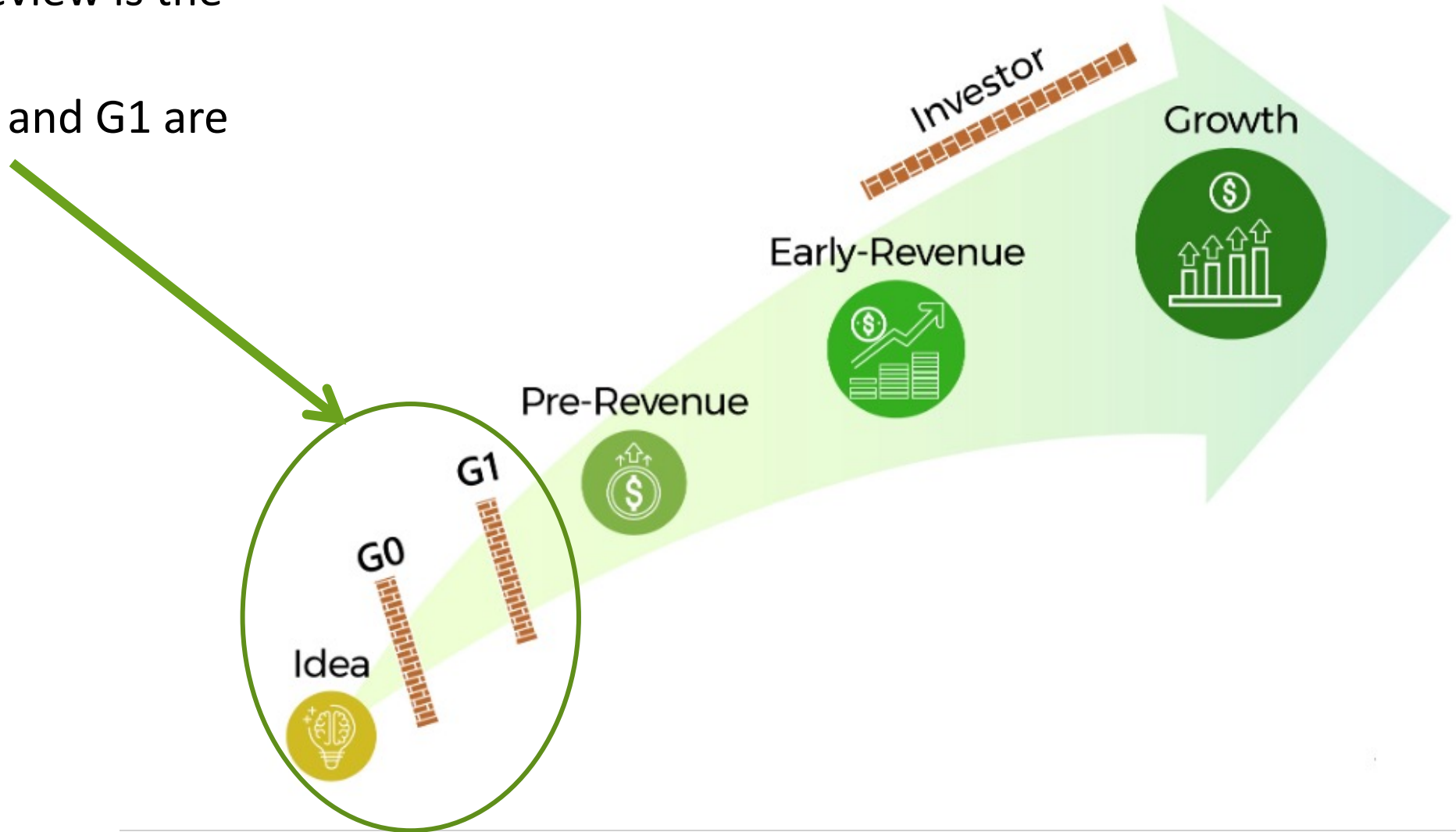
# How LTW works

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# Opportunity review

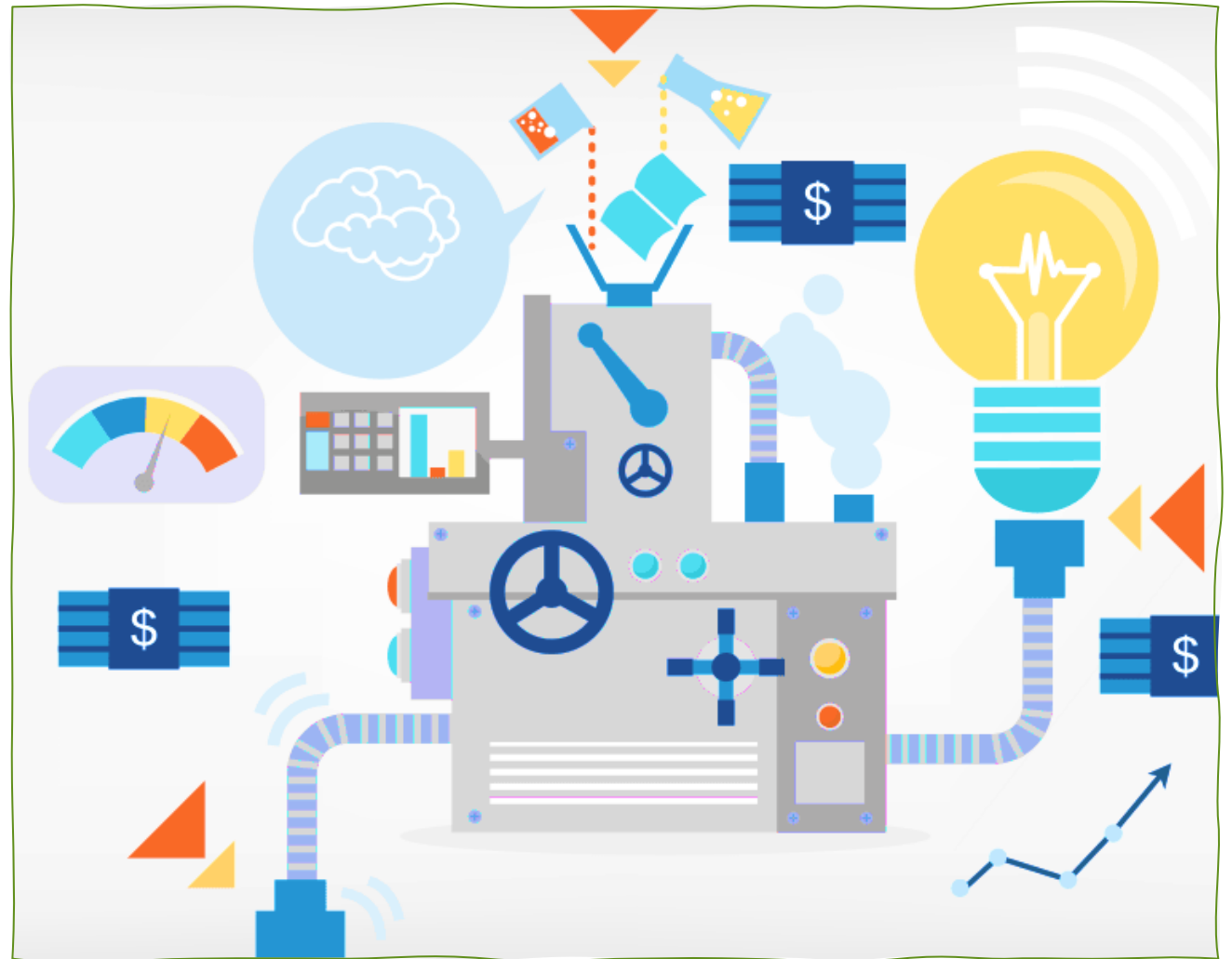
- Opportunity review is the starting point
- This is how G0 and G1 are implemented



# Opportunity review

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- Presentation: 10-minutes + 5 minutes of Q&A
- Closed door – reviewers only
- Reviewers are from the business community – diverse skills and perspectives
- Assessments include scoring and written feedback – we use this to assess G0/G1
- Report with results sent to founders within 48 hours



# Feedback

- Parts A, B, C
- xN reviewers

A	B	C
<b>Dimensions</b>	<b>Green</b>	<b>Opportunity is ready for next stage.</b>
Customer Value	<b>Yellow</b>	<b>Opportunity needs to be improved, however the likelihood that it can be improved by the next Opportunity Review is good.</b>
Competitive	<b>Red</b>	<b>Opportunity is not ready for the next stage and requires a significant rethink to be ready.</b>
Partner Value		
Growth		
Financial		
Team		
Resources		

Comments

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# Thank you!

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## Lead To Win



Technology Innovation  
Management