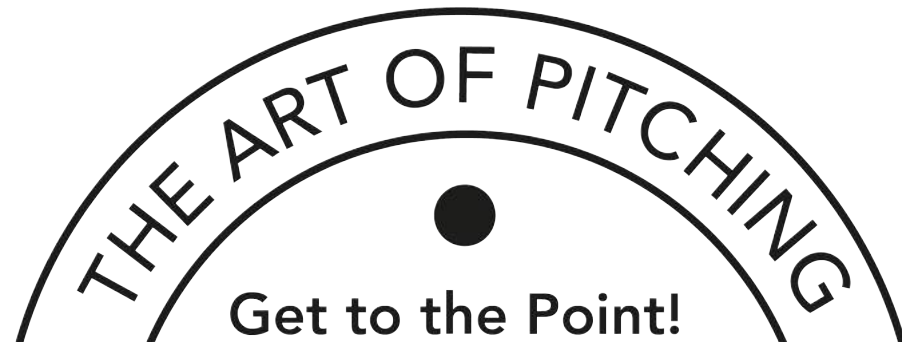


Elevator Pitch



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www.pitching.ch

May 2017

You are always pitching ...



Customers
Co-Founders
Employees
Partners
Investors
Jury

High-Level ●

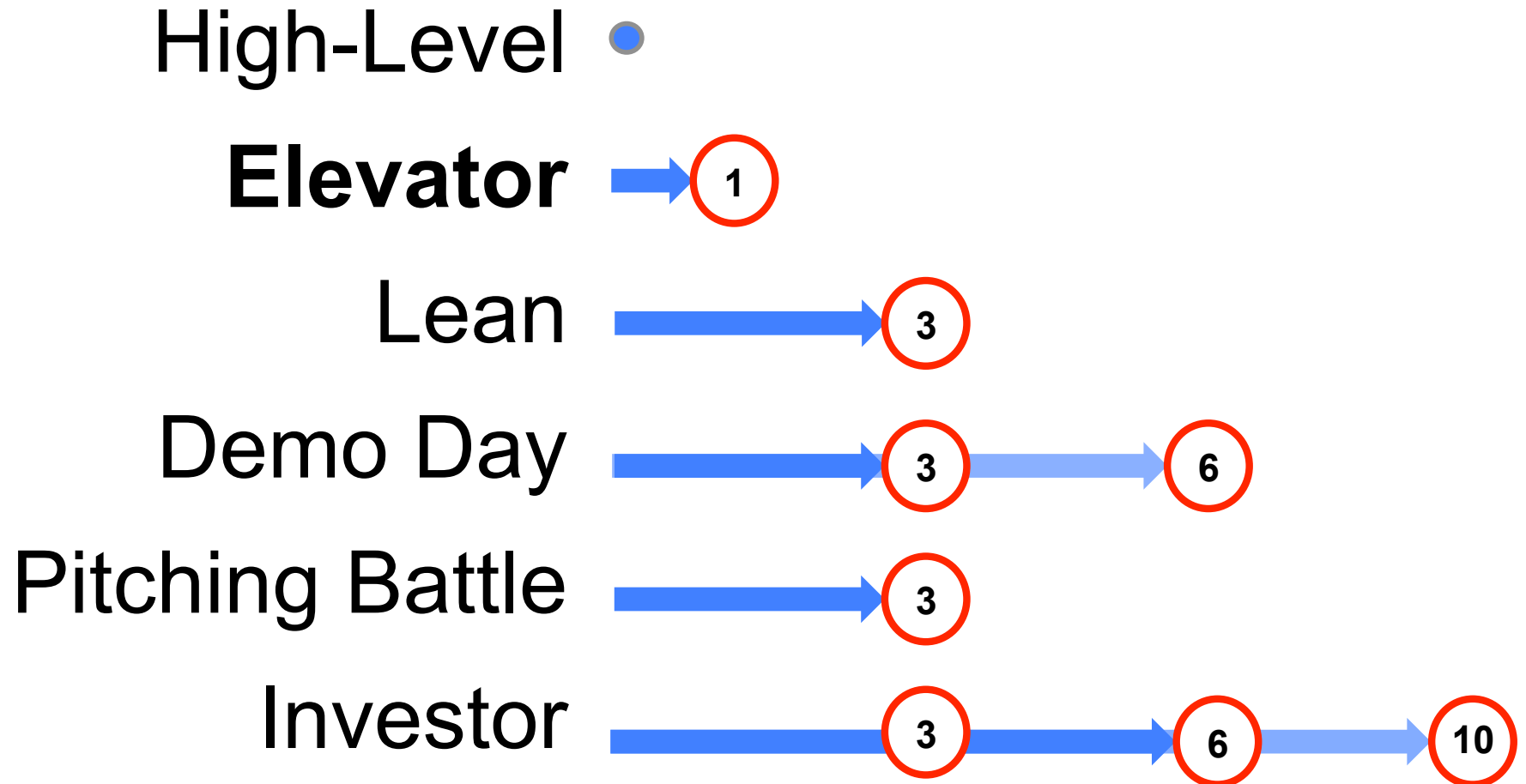
Elevator → ①

Lean → ③

Demo Day → ③ → ⑥

Pitching Battle → ③

Investor → ③ → ⑥ → ⑩





Elevator Pitch

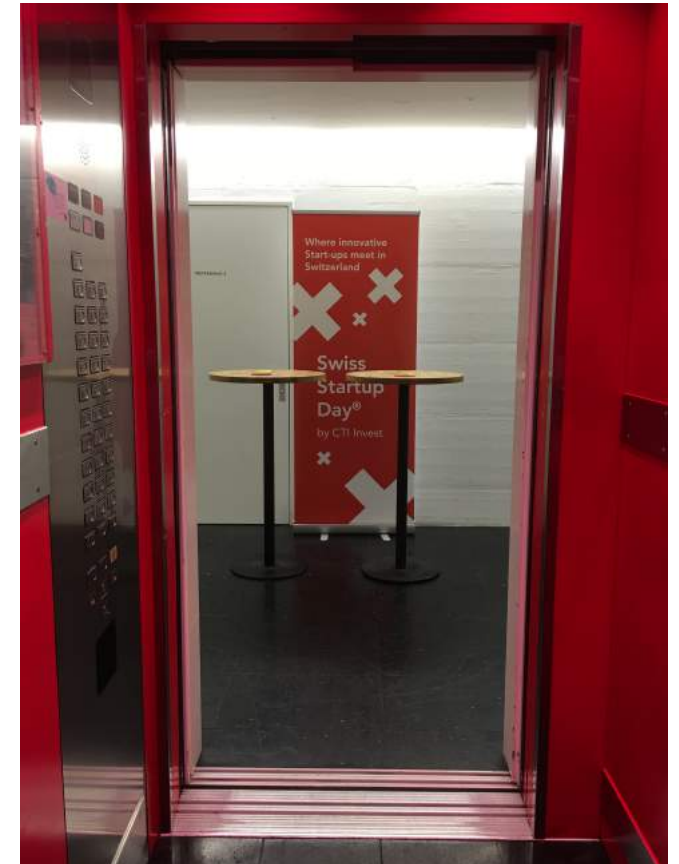
Qualification for the
Pitching Battle of the
Swiss Startup Day



24. and 25. October 2017

www.ssud.ch

Elevator Pitches in Basel



Elevator Pitches in Zurich



Elevator
Pitch

C
CLOUDS

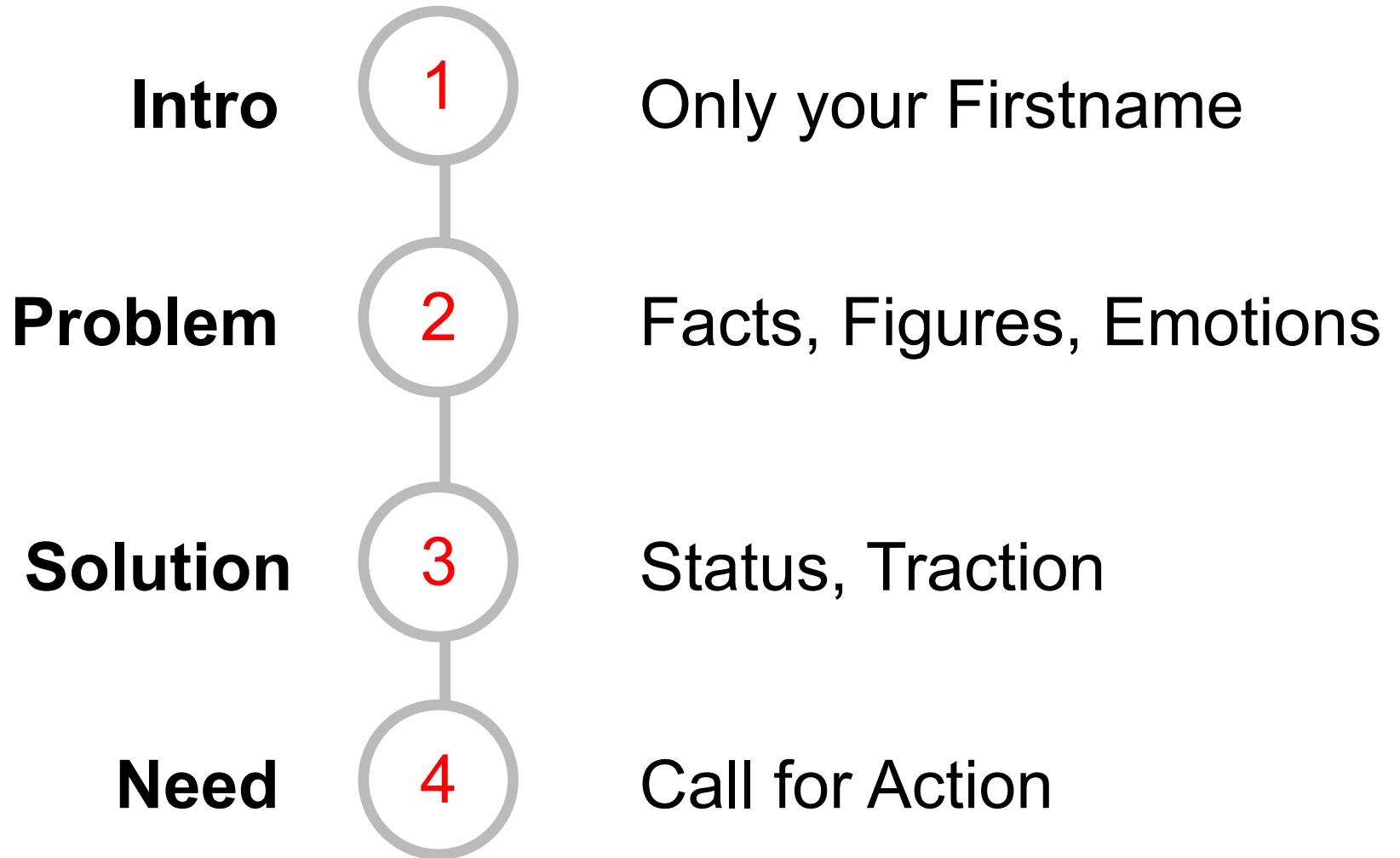
Prime Tower
Maagplatz 5
8005 Zürich

Pitching Battle

Stage 1

60 Startups in Battle 3 Stages





What is the **problem**?

How did you discover the problem

How can the audience relate to it

Connect the audience by asking questions
(without expecting an answer)

What is your **solution**?

Mobile and/or Mobile (alpha, beta version)

Traction (Users)

Physical object (Prototype stage)

Not enough time to make a demo!

Call for action or What do you need?

Financing (Capital Need, Use of Funds)

Team Member (Qualifications, Tasks)

Partners (Testing, Pilots)

Success factors (1)

Practice, Practice

Be simple, not technical

Involve the audience

Success factors (2)

Be authentic and show passion

Always look at audience

Speak freely and enjoy