Gráfico, Gráfico radial

Descripción generada automáticamente

Interfaz de usuario gráfica, Texto

Descripción generada automáticamente

**Driving business models and solutions with Edge AI**

**dAIEDGE** has received funding from the European Union´s Horizon Europe, European Network of AI Excellence Centres: Expanding the European AI lighthouse, under Grant Agreement No. 101120726

**Driving business models and solutions with Edge AI**

Afternoon session: 15th July, 3pm to 5pm

**Hackathon: Startup Quest, from idea to impact with Edge AI  
Register** [HERE](https://www.eventbrite.com/e/entradas-driving-business-models-and-solutions-with-edge-ai-1416250065069?utm-campaign=social&utm-content=attendeeshare&utm-medium=discovery&utm-term=listing&utm-source=cp&aff=ebdsshcopyurl)**!**

**REMEMBER**

* Any proposals that are found to have used AI in developing the submitted idea will lead to the disqualification of all team members.
* Please bring your own laptop to participate in the activity.

# CRITERIA TO BE ASSESSED

1. **NAME OF THE IDEA**:
2. **PROBLEM:** (What real problem are we solving?)
3. **SOLUTION:** (How does our idea, with Edge AI, solve it?) (Example: "A smart camera in the factory that detects faults in real time without sending videos to the cloud, protecting privacy.")
4. **UNFAIR ADVANTAGE / DIFFERENTIATION:** (What makes us unique or hard to copy?) (Example: "Our use of federated learning guarantees user data privacy, giving us an edge over other solutions.")
5. **KEY METRICS:** (How will we know it works?) (Example: "X% reduction in errors, Y% cost savings, customer satisfaction.").
6. **UNIQUE VALUE PROPOSITION:** (Why will the customer choose us?) (Example: "We allow businesses to make faster, safer decisions while protecting sensitive information.")
7. **CUSTOMER SEGMENTS:** (Who is it aimed at?)
8. **COST STRUCTURE:** (What will we spend on?) (Example: development, maintenance, hardware).
9. **REVENUE STREAMS:** (How will we make money?) (Example: device sales, service subscription, software licensing).

# THE CRAZY LAB

**Want a helping hand?**

Complete one of these optional mini-challenges and share it during your elevator pitch:

* " Describe it in a tweet"
* " Make a quick sketch"
* " Convince me in 60 seconds"

# 2. FROM STARTUP TO REALITY: FINAL ELEVATOR PITCH (15 MINUTES)

Prepare a clear and compelling elevator pitch of 2–3 minutes.

Your pitch should be concise, engaging, and cover the key points outlined in the ‘idea development’:

* Problem: Describe the problem as specifically as possible.
* Solution: What Edge technology will you use? Present your innovative solution with Edge AI.
* User Impact: How does it affect the user?
* Customer: Who is the target customer?
* Key Value Proposition: What unique benefit do you offer?
* Differentiation or Final Touch: Why is this idea exciting and promising for the future?



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