STEPS, STAGES, PRIZES, AND TIMELINE

(Please also read eligibility and T&Cs – found on the main page)

PRELIMINARY

- Read the competition information pack
- Ensure you are eligible to apply
- Put your team together (even if it’s a team of 1!)
- Research and prepare your business idea
- Consider which category your submission is going into (1) Technology business, or (2) non-technology business

STAGE 1: UNIVERSITY OF ABERDEEN SUBMISSION: DEADLINE 30TH MARCH 2018

- Attend the Santander Business Workshop (date to be announced)
- Complete the business canvas
  - This is the same business canvas that you will complete/adapt if you make it through this stage and your business idea is submitted to Santander.
- Complete the business application form
- Complete your 1 minute video
- Email your video (or a link to your video), your business canvas, and your business application form to abventurezone@abdn.ac.uk by 5pm 30th March 2018.
- Title your email submission: SANTANDER ENTREPRENEURSHIP AWARDS 2018: [BUSINESS/IDEA NAME, followed by LEAD APPLICANT'S NAME]
- A judging panel will assess your submissions, with a final decision being made on 17th April 2018
STAGE 2: SANTANDER UNIVERSITIES SUBMISSION: DEADLINE 27<sup>TH</sup> APRIL 2018

- Both teams now have time to:
  - Create a two minute video, hosted online (i.e. Youtube), that will provide an overview of the business, its origins and evidence of what impact winning the competition would have
  - A completed business canvas that should provide an insight into the value proposition and inner workings of the business (you should adapt this from stage 1)
  - A completed submission form (to be given to the 2 winning teams from stage 1)
- See page 5 of the information pack for details and Santander’s judging criteria
- You will present your business to a panel of judges in the regional heats in June 2018
- 12 business will be selected to go forwards to the final stage
- A further 6 businesses will be selected by the audience to compete for a separate People’s Choice Prize
- Unsuccessful submissions at this stage will receive a certificate and a start-up gift set
- If you’re a finalist, you will now go to the accelerator week for workshops, masterclasses, and mentoring.
- You will then progress to the National Final in October 2018.

THE NATIONAL FINAL

- See page 7 of the information pack for full details
- This takes place in an exclusive London venue
- Expenses are paid
- You will deliver a 5 minute presentation followed by Q&A
- There will be one winner and one runner up for each category
**TIMELINE:**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date</th>
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<tbody>
<tr>
<td>February and March Advertise and promote</td>
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<tr>
<td>Business workshop with Santander</td>
<td>Mid-March (TBC)</td>
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<tr>
<td>Submission to University of Aberdeen</td>
<td>30th March</td>
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<td>Judges panel meeting</td>
<td>17th April</td>
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<tr>
<td>Results disseminated</td>
<td>After 17th April</td>
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<tr>
<td>Teams to rework submission into full Santander submission</td>
<td>18th – 27th April</td>
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<tr>
<td>Submission to Santander deadline (submissions made by the University of Aberdeen)</td>
<td>27th April</td>
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<tr>
<td>Santander Screening</td>
<td>30th April – 11th May</td>
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<td>Shortlist announced by Santander</td>
<td>15th May</td>
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<tr>
<td>Regional heats</td>
<td>25th – 29th June</td>
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<tr>
<td>Accelerator week</td>
<td>16th – 20th July</td>
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<td>National final</td>
<td>4th October</td>
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