



Assistive Tech Challenge

Frequently Asked Questions

1. How do we get started?
 - a. See the [Roadmap](#)
 - b. Fill out the [application](#)
 - c. Questions: email info@dmc.mn
2. Who should be on my team?
 - a. The best team is made up of people with a shared vision for what they want to accomplish. A team comprised of people with a diversity of strengths and skills is optimal. Think STEAM (science, technology, ARTS, engineering and math), not only STEM.
3. How do I find a problem to be solved for people with a disability?
 - a. Start with the four problem areas from the Challenge:
 - i. Alleviating barriers to employment
 - ii. Reducing the need for and/or easing the demands of direct support on care providers
 - iii. Developing social skills to better cultivate meaningful relationships
 - iv. Improving access to community through public infrastructure
 - b. Contact Jim Carper (jcarper@arcse-mn.org) at The Arc Minnesota Southeast Region – they can put you in touch with families willing to share their insights
 - c. Alternatively, reach out into your network of networks to find people with a disability who are willing to share information with you. Remember to focus on the four problem areas listed above.
4. What is the difference between the “Open” and the “Professional” divisions?
 - a. Answer: The Professional Division is made up formal business entities (e.g. LLC, S Corp, etc) that have annual revenues up to \$250K. The Open Division is for everyone else, such as student or community-based teams.
5. What is a Minimally Viable Product (MVP)?
 - a. An MVP is new product or service with sufficient features to satisfy early adopters. The final, complete set of features is only designed and developed after considering feedback from the product's initial users.
 - b. To solve real-world problems

- c. To engage entrepreneurs and innovators
 - d. Encourage new startups
6. How can we possibly convey the awesomeness of our idea in a three-minute pitch?
- a. Answer only the five questions the jurors want to hear:
 - i. What problem are you solving?
 - ii. What is your business model (who will pay for it?) and who will be purchasing this product/service from you
 - iii. How are you solving the problem?
 - iv. Why is your team the one to solve it?
 - v. What do you need to develop a minimally viable product (MVP)
 - b. Be succinct, specific, and targeted with the information you share.
7. What is involved in making the pitch?
- a. We will provide a computer and projector. You will send us your slide deck (PowerPoint or PDF only) in advance of the competition. It will be loaded and ready to go when your turn comes up.
8. I don't have the skills or equipment to make my product – does that matter?
- a. Absolutely not. Ideas are valuable, and we can connect you with people who can help turn your idea into a product.
9. I see there are orientation sessions and design workshops associated with the Assistive Tech Challenge – what if I am unable to attend them?
- a. These are very helpful sessions but are optional.
10. I want to be on a team, how can I get connected with a team
- a. Talk with people you know and form your own team!
 - b. Use the “Contact Us” function to send us an email. We will get into touch with you in order to connect you with other individuals in your area interested in forming a team.
 - c. Attend one of the Orientation or Workshop sessions.
11. What happens if my team is not selected to pitch our idea?
- a. We encourage you to attend the Assistive Tech Expo to see pitches from the other teams.
 - b. We can make our jurors available the morning of the Assistive Tech Expo to review your application and to give you advice on how to make it stronger in the future.
12. What happens after the Assistive Tech Challenge?
- a. If you connected with one of our mentors, you can continue that relationship to move your idea forward.
 - b. We can connect you with a mentor if you don't already have one.
 - c. Winning teams are automatically qualified for the [Walleye Tank competition](#), if you are interested in participating, we will connect you with that group.