AI, TECH, DIGITAL PITCH COMPETITIONS

Pitch Competition Rules

Founders building in AI, tech and digital pitch in person to a bench of investors. Judges score every pitch live in pitchOS, and every founder follows their application, deck and results in the Ga^3in founder portal.

8 startups in the line-up, plus wild cards	**3 + 4** minutes: pitch, then Q&A	**Free** to pitch. Attending is ticketed	**In person** only. No remote pitches

01 Apply

- Apply at gain.ventures/startups/apply (also bit.ly/gainpitch). Upload your deck as a PDF, or share a link from DocSend, Google Drive, Dropbox, OneDrive or WeTransfer and we copy it into your portal.
- Pick the event and confirm you can pitch **in person** in that city on that date. Only founders who confirm enter that event's vote.
- Robo Marsel, our AI analyst, reads every application and deck and scores it out of 10, with a written review.
- Your **founder portal** at gain.ventures/startups/portal holds your application, deck, Robo Marsel's review, messages to our team and, after the event, your results. Sign in with the email you applied with.

02 How the line-up is chosen

- **Community vote, 5 slots.** Applicants who confirmed in person go into a public vote on X (@GainVentures). It closes 5 days before the event and the winners hear from us by email the same day.
- **Judges' picks, 3 slots.** The investor bench picks up to 3 startups directly.
- **Confirmation, 3 days before.** Every selected founder confirms by email and holds a ticket. A slot that isn't confirmed in time goes to a named reserve. The line-up is published 3 days before the event.
- **Wild cards, drawn live.** After the line-up, the host draws 1 to 5 wild cards from founders who **checked in at the door** and have a **PDF deck in their portal.** If a drawn founder isn't in the room, another name is drawn.

03 On stage

- **3 minutes** to pitch, then **4 minutes** of Q&A with the judges. The timer runs on the big screen; when time is up, a STOP sign appears.
- Your deck is shown from the PDF in your founder portal, on the host laptop, with a clicker and a microphone. Videos don't replace a live pitch.
- **Deck changes close at 6 PM the day before the event.** Update the PDF in your portal by then; after that, the deck on file is the one shown.

04 Scoring and results

- Each judge scores every startup from **1 to 10** on their own pitchOS scoring page. Judges sign in with Google or an emailed code, so every score belongs to one judge.
- Robo Marsel also scores each startup from its deck, alongside the judges.
- The winner has the **highest average score**. If a judge doesn't score every startup, that judge's scores are left out of every average.
- Individual judges' scores are never published. After the event, each founder sees their average score, the number of judges and their place in their founder portal.

05 Tickets and the door

- Everyone in the room holds a ticket on Luma, founders included. **Pitching is free; attending is ticketed.** Ticket prices are on each event's Luma page.
- Every registration is approved by hand, and the venue address goes to approved guests only. Some venues require your full legal name and a photo ID.
- **Check in at the door** with your Luma QR code. Wild cards are drawn only from founders who checked in.
- If the ticket is a hardship, ask about a stipend through Messages in your founder portal.

06 Fair play

- A startup may pitch once every 6 months, unless it has made a significant pivot.
- Winners of a past Ga^3in VC pitch competition don't pitch again.
- Stay for all the pitches and support the other founders. Networking starts after the last pitch.
- Selection and judging decisions are final. Attending or winning doesn't guarantee investment, and nothing at the event is an offer to sell securities.

07 How we stay in touch

- All news about your application, selection and results comes by **email** and appears in your **founder portal**. Write to our team through Messages in the portal.
- Event details, tickets and the address for approved guests are on **Luma**, at luma.com/gain.

Investors: join the judging bench gain.ventures/apply	Partners and sponsors gain.ventures/partners

Your host and MC: Sergey Khusnetdinov, General Partner at Ga^3in VC. These rules replace all earlier versions.