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Cisco  
**Global  
Problem  
Solver**  
Challenge  
2020



Students & Recent Grads  
\$350,000 USD in Prizes

Are you the next  
global problem solver?

Deadline: January 17, 2020  
[cisco.innovationchallenge.com](https://cisco.innovationchallenge.com)

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# Overview:

## Digitize. *Do More Good.*

Cisco is committed to positively impacting 1 billion people by 2025. As part of our work, we seek to inspire and empower a generation of global problem solvers who will not only survive – but drive and thrive – in our increasingly digital economy.

With the Internet of Things (IoT) and digital technologies connecting more devices and data than ever before, good ideas now have the ability to make a difference more quickly than ever before – and we're here to help.

Our fourth annual Cisco Global Problem Solver Challenge aims to recognize new business ideas that leverage technology for social impact from student entrepreneurs around the world. The Challenge is open to students and recent alumni from any college or university.

\$350,000 USD in prize money will help accelerate the adoption of breakthrough technology, products, and services that drive economic development and/or solve social or environmental problems.

## Why Should You Participate?

In addition to a cash infusion to develop your solution, it will be reviewed by Cisco technology experts and high-profile judges. You'll receive peer and industry validation for your solution, as well as have a great opportunity for global recognition and publicity.

## Should You Enter?

If your solution uses digital technology to positively impact society or the environment consider entering. Areas of impact include, but are not limited to, critical human needs like water or food security, healthcare, financial inclusion, education, accessibility, and the environment. For detailed eligibility requirements, please click [here](#).

Submit your solution by: **January 17, 2020 at 5pm PT.**

## Prizes



**\$100,000 USD  
Grand Prize**

A single team will be designated the grand prize winner.



**\$75,000 USD  
1st Runner-Up**

A single team will be designated first runner-up.



**\$25,000 USD  
2nd Runners-Up**

Three teams will be designated the Second Runner-Up and will receive \$25,000 USD each.



**\$10,000 USD  
3rd Runners-Up**

Four teams will be designated the Third Runner-Up and will receive \$10,000 USD each.



**\$10,000 USD  
People's Choice**

The finalist entry that receives the most votes will receive the People's Choice Award.

## India Impact Prizes



**\$25,000 USD  
India Impact  
Grand Prize**

A single team will be designated the India Impact grand prize winner.



**\$10,000 USD  
India Impact  
Runners-Up**

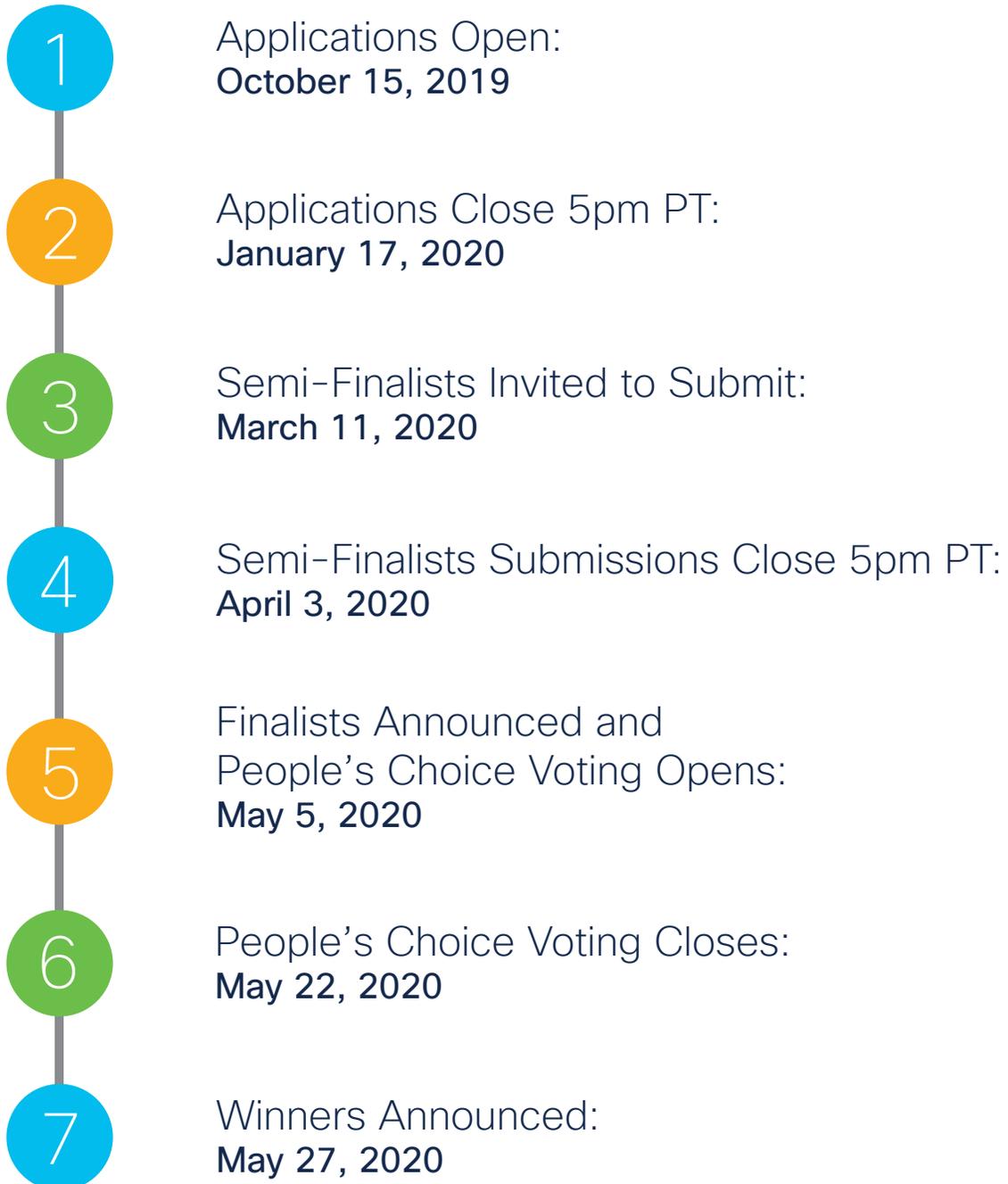
Two teams will be designated Runners-Up and will receive \$10,000 USD each.



**\$5,000 USD  
India Impact  
People's  
Choice Award**

The finalist entry that receives the most votes will receive the People's Choice Award.

# Timeline



# India Impact 2020

In 2020, we are offering a special regional Global Problem Solver Challenge: India Impact prize. A total of \$50,000 USD in prizes will be awarded to Indian social entrepreneurs. Teams will be eligible for the India Impact prizes if their team members are current students or recent graduates of an Indian post-secondary institution, and their solution must be focused on a social or environmental problem that affects India. For full eligibility requirements, please refer to the [Rules](#). To apply you must submit your solution by January 17, 2020 at 5pm PT.

## India Impact Prizes

\$

\$25,000 USD  
India Impact  
Grand Prize

A single team will be designated the India Impact grand prize winner.

\$

\$10,000 USD  
India Impact  
Runners-Up

Two teams will be designated Runners-Up and will receive \$10,000 USD each.

\$

\$5,000 USD  
India Impact  
People's  
Choice Award

The finalist entry that receives the most votes will receive the People's Choice Award.

# CareNX

## Cisco Global Problem Solver Challenge 2018 Grand Prize Winner

[CareNX](#), the Cisco Global Problem Solver Challenge 2018 Grand Prize winner, is an inspiring example of an Indian technology startup who is already making tremendous impact. According to the World Health Organization, an expectant mother dies every 10 minutes in India, and 60% of those deaths can be prevented. CareNX is providing care to 35,000 expectant mothers in India, and saving lives.



# How to Participate:

## Welcome

The Cisco Global Problem Solver Challenge 2020 is a worldwide search for early stage technology-enabled solutions and services that can enable economic development and/or benefit society and/or the environment. This competition is open to individuals and teams of students or recent alumni from any college or university.

## Register to Participate

You can participate as an individual, as part of a team, or as a business entity. Teams may have a maximum of 5 members. Individuals, or at least half of a team's members, must be currently enrolled as students or have received a degree (undergraduate or graduate) after March 1, 2018. If you are registering as part of a team, your team leader will need to register first and then you can register using your email address. For detailed eligibility requirements, please visit our [Rules](#) page. Once you are ready, click [here](#) to register.



## Prepare your Submission

There will be two distinct submission rounds. Round one opens October 15, 2019 and closes January 17, 2020 at 5:00pm PST. To prepare your submission you will need to complete an online questionnaire, which will cover the following topics:

- Defining the problem you are solving
- Explaining the solution, including:
  - Its benefits and how it uses IoT or digital technologies
  - How it is unique & will be taken to market
  - Risks associated with the solution
- 90-second pitch video of team member(s) explaining the solution
- Additional supporting documentation:
  - Contact information for faculty advisor
  - Proof of eligibility (student/degree status)

Once you are ready, click [here](#) to register (or log in) and prepare your submission.

## Submit your Solution

Once you've prepared and double-checked all your materials, have your team leader log onto the Challenge website [here](#). You must upload all materials and submit them before January 17, 2020 at 5pm PT. Remember, you must click submit before the deadline in order for your entry to be considered.

Please check your entry for completeness and ensure your video does not exceed 90 seconds. Also, do not use unlicensed images, music, or video content in your submission.

Judges evaluate submissions and are looking for ideas that are especially

innovative and clearly articulate the use of technology, feasibility, and scale of impact.

On March 11, 2020, Semi-Finalists will be invited via email to submit a more detailed proposal.

The round two application window opens March 11, 2020 at 10am PT and closes April 3, 2020 at 5pm PT. Finalists will be announced on May 5, 2020.

In addition to the information provided in round one, the online questionnaire for semi-finalists will include the following sections:

- Problem and solution summary explanation (up to 250 words, will be posted for public voting if chosen as finalist)
- Detailed technical overview of solution
- Dependencies
- Timeline for the next 12-24 months
- Addressable market
- Financial model
- Team bios

Be sure that you or your team leader logs in to the [Challenge website](#) before the April 5, 2020 5pm PT deadline to double check all of the materials and click submit in order to be considered for the finalist round.

Be sure to check that your content meets the submission guidelines, which can be found [here](#), or your entry will be disqualified. It's also important to check for completeness, appropriate content, video length, and unlicensed images, music, or video. If your expanded application is not submitted by the deadline, it will not be considered.

## Vote and Promote

If you are a Finalist, we recommend that you share your participation in the Cisco Global Problem Solver Challenge 2020 with your supporters and invite them to vote for their favorite entries. Voting for the People's Choice Award takes place from May 5 - May 22, 2020.

## Celebrate the Winners

Once the submission period closes on April 5, 2020 our judges will begin evaluating the submissions, looking for solutions that are especially innovative and clearly articulate the use of technology, feasibility, and scale of impact. Winners (including the People's Choice Award) will be announced on May 27, 2020!



# 2019 Winners:

Read our official winner announcement [here](#).



## Oorja: Oonnati PAYG Community Solar Pumping Systems

Oorja deploys and operates PAYG Community Solar Pumping Systems to provide affordable pay-per-use irrigation services to smallholder farmers.



## Solar Freeze

A one stop turnkey portable off-grid toolkit for localized rural food.



## Calla Imaging

A patient-centric cervical cancer screening technology with mHealth communication, patient data storage and artificial intelligence capabilities.

Watch the winners' video on [cisco.innovationchallenge.com](https://www.cisco.com/innovationchallenge)



**illuminum™**

\$25,000 USD  
Second Runner-Up

### Illuminum Greenhouses: Smart Greenhouses for Africa

Provides smallholder farmers with affordable greenhouses equipped with solar powered sensors, enabling IOT penetrate and reach the base of pyramid.



**TRASHCON**

\$25,000 USD  
Second Runner-Up

### TrashCon: Automated Zero Waste Technology

A one-stop solution to sort and process any type of mixed municipal solid waste automatically into biodegradable and non-biodegradable waste.



**BLAKBEAR**

\$10,000 USD  
Third Runner-Up

### BlakBear: Soil Sensing Platform

A soil-sensing, machine learning platform that increases the yield farmers can get from their land sustainably.



**NEUROBOTS**

\$10,000 USD  
Third Runner-Up

### Neurobots: Exobots

Offers a treatment capable of allowing stroke patients to recover 30% of hand movement in two weeks by training the brain.

Watch the winners' video on [cisco.innovationchallenge.com](https://www.cisco.com/innovationchallenge)

The logo for Reeddi features a stylized square icon composed of four smaller squares (two green, two black) to the left of the word "Reeddi" in a bold, sans-serif font.

\$10,000 USD  
Third Runner-Up

### Reeddi

Reeddi innovatively provides affordable, reliable, and clean energy to individuals and businesses operating in the energy poor regions of the world.

The logo for TREP LABS consists of the letters "TREP" in a bold, white, sans-serif font, stacked vertically within a dark green square. Below the square, the word "LABS" is written in a smaller, white, sans-serif font.

\$10,000 USD  
Third Runner-Up

### REALDRIP by TREPLABS

REALDRIP is a low cost infusion monitor device for simpler and safer blood transfusion and drip treatment.

The logo for Banoo features a stylized blue fish-like shape with a white circuit board pattern inside, positioned above the word "banoo" in a bold, blue, sans-serif font.

\$10,000 USD  
People's Choice

### Banoo

By integrating microbubble, IoT, and solar panel, Banoo provides smart aquaculture technology to help people in rural areas boost their food resilience.

Watch the winners' video on [cisco.innovationchallenge.com](https://cisco.innovationchallenge.com)

# 2018 Winners:

Read our official winner announcement [here](#).

The logo for Feton, featuring the word "feton" in a lowercase, red, sans-serif font.

\$100,000 USD  
Grand Prize

CareNX Innovations

Feton is portable, IoT-based fetal heart monitoring system.

The logo for Jara, featuring a stylized leaf icon to the left of the word "Jara" in a serif font.

\$75,000 USD  
First Runner-Up

Jara

The Jara Unit is a personal crank+solar powered tablet that teaches geographically custom education.

The logo for Flux, featuring a stylized "F" icon inside a hexagon to the left of the word "flux" in a lowercase, blue, sans-serif font.

\$25,000 USD  
Second Runner-Up

Flux

Flux is a smart water system that reduces water loss and increases transparency through better data management.

Watch the winners' video on [cisco.innovationchallenge.com](https://cisco.innovationchallenge.com)



**M-Shule**

\$25,000 USD  
Second Runner-Up

M-Shule

M-Shule provides SMS-based personalized educational support.

**PowerStove** 

\$25,000 USD  
Second Runner-Up

TeamPowerstove

Powerstove is a smokeless, clean cookstove with cloud-based remote monitoring.



**FLUX MARINE**

\$10,000 USD  
Third Runner-Up

Flux Marine

Flux Marine is developing zero-emissions electric boat motors.



**strados**

making every breath count

\$10,000 USD  
Third Runner-Up

Strados Labs

Strados Labs has a wearable smart sensor and application to help people monitor lung health.

Watch the winners' video on [cisco.innovationchallenge.com](https://cisco.innovationchallenge.com)



\$10,000 USD  
Third Runner-Up

Innovex Uganda Limited

Remot enables Pay-As-You-Go and remote monitoring services to solar contractors.



\$10,000 USD  
Third Runner-Up

UJUZIKILIMO SOLUTIONS

UjuziKilimo Solutions collects and analyzes data to help farmers make precise decisions.



\$10,000 USD  
People's Choice

Inventum-Pukio

Inventum-Pukio has developed a clean energy powered atmospheric water generator.

Watch the winners' video on [cisco.innovationchallenge.com](https://cisco.innovationchallenge.com)

# 2017 Winners:

Read our official winner announcement [here](#).



\$100,000 USD  
Grand Prize

## Project Vive

Project Vive's Voz Box: There are approximately 4.5 million people with cerebral palsy and ALS who cannot speak. The Voz Box is an affordable and wearable device that can give a voice to the voiceless.



\$75,000 USD  
First Runner-Up

## DOT LEARN

Dot Learn makes video-based online learning work reliably and affordably on cheap smartphones and 2G connections, thereby expanding educational access for people that need it the most.



\$25,000 USD  
Second Runner-Up

## PathVis

Viratec: PathVis is a smartphone-based disease detection platform that can quantitatively measure the level of pathogens in environmental and patient samples with real-time location data.

Watch the winners' video on [cisco.innovationchallenge.com](http://cisco.innovationchallenge.com)



**SHYFT™**  
POWER SOLUTIONS

\$25,000 USD  
Second Runner-Up

### Shyft Power Solutions

For millions of people globally who struggle with backup or alternative power sources, Shyft by Solstice is a hardware/software platform enabling the next generation of distributed energy management. Formerly Solstice Energy Solutions, Inc.



**smart  
bandage™**

\$25,000 USD  
Second Runner-Up

### Smart Bandage

Smart Bandage aims to improve the lives of people suffering from chronic wounds through inkjet printed patented sensors that provide real-time data to monitor early warning signs of chronic wounds.



**THE VILLAGE PUMP**





\$10,000 USD  
Third Runner-Up

### BYU Village Pump

The Village Pump solution permanently provides water to villages that need it, thereby solving the problem of water pump failure.



**FOREST DEVICES**

\$10,000 USD  
Third Runner-Up

### Forest Devices, Inc.

Forest Devices, Inc. is developing AlphaStroke, the first stroke screening device that can be used by all medical personnel in any environment.

Watch the winners' video on [cisco.innovationchallenge.com](https://www.cisco.com/innovationchallenge)



\$10,000 USD  
Third Runner-Up

### myBalanceSens

MyBalanceSens is developing smart glasses that enables older adults to reduce their fall risk by improving their balance.



\$10,000 USD  
Third Runner-Up

### Baby Bloom

Baby Bloom provides simple and effective lactation management through an IoT lactation tool that automatically tracks pumped milk production and uses machine learning to personalize lactation plans.



\$10,000 USD  
People's Choice

### ODA Systems

ODA Systems is developing a service that efficiently measures lubricant oil quality in machines, thereby decreasing pollution and economic waste while boosting productivity.

Watch the winners' video on [cisco.innovationchallenge.com](https://cisco.innovationchallenge.com)

Imagine your solution on this page!

Register Now!

# Eligibility:

For participants to be eligible, at least half of the team's members must be students currently enrolled at a post-secondary institution or have received a degree after March 1, 2018. If entering as a business entity, at least 25% of the business must be owned by individuals that meet the above qualifications. Individual students and recent grads may also apply. For detailed eligibility requirements, please click [here](#).

Eligible solutions (technologies, products or services) must:

- Incorporate Internet of Things (IoT) or digital technologies as part of the solution
- Have a positive social, environmental, or economic impact (e.g. health, education, accessibility, critical human needs (food, water, disaster response/recovery, safety, etc.))



# Judges



## Tae Yoo

*Senior Vice President,  
Corporate Affairs and  
Corporate Social  
Responsibility (CSR)*  
Cisco

Tae leads Cisco's social investments and stewards CSR and sustainability across the business. She directs Cisco's business, technical, and financial assets to accelerate global problem solving to positively impact people, society, and the planet.

Under Tae's leadership, Corporate Affairs strives to inspire, connect, and invest in global problem solvers to nurture innovative solutions and catalyze an entrepreneurial ecosystem that supports progress and inclusive growth. Corporate Affairs also invests in developing digital skills so everyone can participate in the digital economy and become a global problem solver. Corporate Affairs has committed to positively impact 1 billion people by 2025.

A founding Cisco employee, Tae pioneered Cisco's Business Development - establishing new markets through partnerships for joint product and market development. Under her leadership, the Cisco Networking Academy program has become one of the largest ICT education programs worldwide, helping 1.2 million get jobs from 2005-2013. She is a Trustee of the Cisco Foundation, a member of the Service Year Alliance Board and of the World Economic Forum Global Future Council on Education, Gender, and Work.



## Mary de Wysocki

*Senior Director,  
Corporate Affairs and  
Corporate Social  
Responsibility (CSR)*  
Cisco

Mary has over a decade experience leading various Corporate Social Responsibility (CSR) and education initiatives for Cisco. She currently heads up Corporate Affairs Strategy, including new program development, Public Benefit Investment and the Cisco Foundation, and Research and Insights. As technology rapidly changes the world of work, local communities, and our daily lives, Mary's team is proactively creating initiatives and supporting innovations that leverage technology and Cisco's expertise at making connections to enable opportunity for all. By equipping a new generation of "global problem solvers" with the skills they need to survive and thrive in an increasingly digital future, Corporate Affairs hopes to impact 1 billion lives around the globe by 2025.



## Peter Tavernise

*Corporate Affairs  
Director, Community  
Development*  
Cisco

Peter Tavernise is the Executive Director of the Cisco Foundation and Director of Cisco Public Benefit Investment. Peter brings over 25 years of non-profit fundraising, private family foundation, and corporate funding experience to meeting the core mission and strategy of Cisco Public Benefit Investment. He helps empower global problem solvers to innovate as technologists, think like entrepreneurs, and act as social change agents in ways that can be replicated, scaled, and sustained. Peter is currently a Trustee of the Cisco South Africa Education Trust, a board member of the Giraffe Heroes Project, and an advisory board member of GreatNonprofits.org.



## Phillip Remaker

*Distinguished Services  
Engineer*  
Cisco

Phillip Remaker is a Distinguished Services Engineer and has been a leader at Cisco with his work in technology adoption, software quality improvement, and defect tracking systems and processes. In addition to developing the Intellectual property strategy for Cisco, he helps to nurture innovative ideas and mentor inventors, as well as to analyze, evaluate, and rank new ideas for Cisco's Intellectual Property and patent portfolio. Phil co-authored RFC 4335 and holds six patents with two more pending.



## David Law

*Global Head, Financial  
& Strategic Investors  
Group*  
Standard Chartered Bank

David is the Global Head of Standard Chartered Banks' Financial & Strategic Investors Group and a member of the Global Banking Management Team. He has over 20 years of commercial and investment banking experience and has held a variety of leadership positions throughout his career. Prior to joining Standard Chartered, David worked as a Managing Director and Chairman of Investment Banking for the Middle East and North Africa at Morgan Stanley. David graduated from the University of Canterbury, New Zealand with a Bachelor of Law and a Bachelor of Commerce, majoring in Accountancy and Finance in 1991. He is admitted to the bar as a Barrister and Solicitor of the High Court of New Zealand.

# Rules:

## Cisco Global Problem Solver Challenge 2020 TERMS AND CONDITIONS

To download a copy of these rules, please click [here](#).

**NO PURCHASE NECESSARY TO ENTER OR WIN. A PURCHASE WILL NOT INCREASE YOUR CHANCES OF WINNING. VOID WHERE PROHIBITED OR RESTRICTED.**

**BY REGISTERING FOR THIS CONTEST, YOU FULLY AND UNCONDITIONALLY AGREE TO COMPLY WITH ALL OF THE TERMS AND CONDITIONS BELOW. IF YOU DO NOT AGREE WITH ANY OF THESE TERMS AND CONDITIONS, DO NOT REGISTER FOR THIS CONTEST AND DO NOT SUBMIT AN ENTRY. NOTE: WE ARE NOT CLAIMING OWNERSHIP RIGHTS TO YOUR ENTRY.**

**TERM.** This Contest (the "Contest") opens on October 15, 2019 at 12:00am

Pacific Time and ends on January 17, 2020 at 5:00pm Pacific Time, (the "Contest Period"). Entry into this Contest is acceptance of these Official Rules. This Contest is sponsored by Cisco Systems, Inc., 170 West Tasman Drive, San Jose, CA 95134 USA ("Sponsor" or "Cisco").

**ELIGIBILITY.** This Contest is open and offered only to (1) individuals age eighteen (18) years or older at the time of registration ("Individual Participant"), 2) teams of up to five individuals age eighteen (18) years or older at the time of registration ("Team Participant"), and (3) legal business entities ("Business Entity Participant") satisfying the following requirements:

- Individual Participant. Individuals must be either (a) current students at any post-secondary institution, or (b) recent graduates who completed a post-secondary degree after March 1, 2018. For the India Impact Grand Prize, India Impact Runners Up prizes, and India Impact People's Choice award the individual must be a current student at any Indian post-secondary institution, or (b) recent graduates who completed a post-secondary degree at an Indian post-secondary institution after March 1, 2018
- Team Participant. A minimum of fifty percent (50%) of the individual members comprising a team must be either (a) current students at any post-secondary institution, or (b) recent graduates who completed a post-secondary degree after March 1, 2018. For the India Impact Grand Prize, India Impact Runners Up prizes, and India Impact People's Choice award a minimum of fifty percent (50%) of the individual members comprising a team must be either (a) current students at any Indian post-secondary institution, or (b) recent graduates who completed a post-secondary degree at an Indian post-secondary institution after March 1, 2018
- Business Entity Participant. Business entities must be at least 25 percent (25%) owned by (a) current students at any post-secondary institution, and/or (b) recent graduates

who completed a post-secondary degree after March 1, 2018. Business Participants may be required, in Sponsor's sole discretion, to provide proof of business ownership for verification purposes. For the India Impact Grand Prize, India Impact Runners Up prizes, and India Impact People's Choice award business entities must be at least 25 percent (25%) owned by (a) current students at any Indian post-secondary institution, and/or (b) recent graduates who completed a post-secondary degree after March 1, 2018. Business Participants may be required, in Sponsor's sole discretion, to provide proof of business ownership for verification purposes.

For purposes of this Contest, "post-secondary" refers to an education beyond high school level as defined in the United States, such as education offered by colleges, universities, vocational schools, and any other educational facility that provides an academic degree or certificate.

NOTE: Individual Participants, Team Participants, and/or Business Entity Participants that have previously received monetary awards in the Cisco Global Problem Solver Challenge or a Cisco prize at the Rice Business Plan Competition are not eligible for this Contest.

Confirmation of eligibility will be required prior to awarding any prizes.

This Contest is also not open to: (1) employees or internally contracted vendors of Sponsor or its parent/subsidiaries, agents and affiliates; (2) the immediate family members or members of the same household of any such employee or vendor; (3) anyone professionally involved in the development or administration of this Contest; (4) employees or internally contracted vendors of governments and government-affiliated companies or organizations; or (5) any employee whose employer's guidelines or regulations do not allow entry in the Contest or acceptance of the prize(s). This Contest is not open to Individual Participants who are permanent residents of the province of Quebec, Canada during the Contest period, Team Participants with one or more team members who are permanent residents of the province of Quebec, Canada during the Contest period, or Business Participants located or registered in the province of Quebec, Canada, of which one or more of the owners are permanent residents of the province of Quebec, Canada during the Contest period. Canadian participants may be required, in Sponsor's sole discretion, to provide proof of a permanent address, business location(s) and/or registration (as applicable) outside of Quebec for verification purposes. In addition, residents of Cuba, Iran, Syria, North Korea, Myanmar (formerly Burma) and Sudan are not eligible to participate. This Contest is void in these countries and where otherwise prohibited or restricted by law.

**HOW TO ENTER.** To enter the Contest, visit <https://cisco.innovationchallenge.com> (the "Site") from October 15, 2018 to January 17, 2020, accurately and truthfully complete the online registration form, accept these Terms and Conditions and follow the instructions for submitting an "Entry" as described on the Site and below. An "Entry" must be an original idea for an early stage technology-enabled solution that drives economic development and/or solves social or environmental problems as described further on the Site. The party submitting an Entry is referred to as a "Participant" or "you." Participants may submit an Idea individually, or as part of a team, or as a Business Entity (as described below). As used herein, "Entry" means all submissions, original ideas, videos, documents or other materials submitted to Sponsor in

connection with the Contest. Each Entry must be the original creation of the Participant. Once submitted, Entries may not be cancelled, removed or revoked by the Participant. Sponsor, its affiliates, licensees, successors and assigns are in no way obligated to use or continue to use any Entry.

## CONTEST PARTICIPATION

### **Individuals:**

Individual Participants may enter the Contest in their individual capacities to develop and submit a single Entry

**Teams:** As an alternative to participating as a single individual, a group of individuals may elect to form a team (“Team”) of up to five members to develop and submit a single Entry. Each member of the Team (“Team Member”) must accept these Terms and Conditions. Sponsor reserves the right to disqualify any Team (and all Team Members) if any one Team Member has not accepted these Terms and Conditions.

Teams must designate one individual member as the “Team Leader” for contact and Contest administrative purposes. The Team Leader will be responsible for submitting the Entry on behalf of the Team. An individual may only be a member of one Team. In the event an individual on a Team is disqualified, the Team the individual belongs to and the Entry submitted by the Team will be disqualified.

**Business Entities:** Business Entity Participants must enter the Contest on behalf of their legal business organizations to develop and submit a single Entry. An Entry submitted by a Business Entity Participant must designate one individual member as the “Business Team Leader” for contact and Contest administrative purposes. The Business Team Leader will be responsible for submitting the Entry on behalf of the Business Entity. Any individual who is employed by a Business Entity Participant may not submit an Entry in his or her individual capacity (i.e., as an Individual Participant, or as part of a Team).

### **IMPORTANT NOTE TO BUSINESS ENTITY PARTICIPANTS:**

By submitting an Entry, you represent and warrant to Sponsor that your Business Team Leader (a) is an authorized representative of the Business Entity Participant, and is submitting the Entry on behalf of such business entity, and (b) has obtained all necessary approvals from the Business Entity Participant to enter the Contest pursuant to these Terms and Conditions, including all employee and corporate permissions to submit any intellectual property to Sponsor. If you have any questions about such authority and permissions, you should work directly with counsel from the Business Entity Participant before submitting any Entry.

Participants may only submit one Entry. Participants are responsible for any costs or expenses associated with preparing and submitting an Entry. All Entries suspected of violating intellectual property rights, or any local or country law(s) will be ineligible. Participants assume all risk of damaged, lost, late, incomplete, invalid, incorrect or misdirected Entries. All Entries (and related information) shall be deemed collected and judged in the United States of America.

All Entries must be submitted in English.

Each Participant agrees that Sponsor will have the right, but not the obligation, in its sole discretion to contact any Participant regarding a possible transaction or other business relationship with Sponsor to commercially pursue a submitted idea.

Below is a general description of the Contest process:

## Qualification

To enter the Contest, each Participant is required to 1) complete an online questionnaire (to be provided by Sponsor) (the "Initial Submission") as described on the Contest Site and 2) submit a 90 second overview video to further explain their Entry. The video must not depict recognizable third party marks, copyrights, brands or other property, unless Participant has obtained all proper licenses. All trademarks, service marks, copyrighted materials, and venues must be generic in nature.

Each Initial Submission along with the other information requested of Participant during the registration process, may be reviewed by Sponsor and/or one or more judges selected by Sponsor (collectively, the "Judging Panel"), to determine if the Initial Submission meets the eligibility criteria for the Contest as described in these Terms and Conditions. In Sponsor's discretion, Sponsor may engage third-party subject matter experts and judges to serve on the Judging Panel and/or assist with the review of Entries and selection of Contest winners.

All Initial Submissions determined by the Sponsor and/or the Judging Panel as meeting the eligibility criteria (based on a preliminary review) will advance to Round One. [NOTE: During this qualification process, the Sponsor will perform a preliminary review of Entries only. In the event an Entry proceeds to the later rounds, Sponsor reserves the right to conduct a more detailed review of the Entry/Participants to definitively determine eligibility for the Contest -- which eligibility decision will be made in Sponsor's sole discretion.]

In the event that Sponsor (with input from the Judging Panel, as appropriate) determines that any Initial Submission does not or may not meet the eligibility criteria for the Contest, Sponsor may (a) disqualify the Entry, or (b) request that the Participant submit a revised, clarified description of the Entry, for further consideration by Sponsor.

All Initial Submissions that are determined to be initially eligible for the Contest per the process described above will advance to Round One (described below).

**All Initial Submissions must be received by Sponsor on or before January 17, 2020 at 5:00pm Pacific Time.**

## Round One

After an Entry has been qualified per the process described above, it is deemed to be in Round One, and the Initial Submission is deemed "final" and can no longer be modified by a Participant.

Participants may be invited to either a) attend a Webex conference call to answer questions and/or to further explain or clarify their Entry or b) respond to written questions via email. A request for a Webex conference call or email questions does not indicate that the Participant will be a Semi-Finalist, and not all Participants will be requested to join a conference call or answer questions via email. If a Participant is invited to respond to questions via email, they will be given a minimum of 5 days to respond. Participant agrees that the information, ideas and materials provided to Sponsor in connection with Round One, and any other information, ideas or other materials otherwise provided to Sponsor in connection with the Contest, may be publicly disclosed by Sponsor or its agents, and used for Sponsor's marketing and public relations activities, in Sponsor's sole discretion.

From all the Entries in Round One, the Judging Panel will select up to fifty (50) Entries to proceed to Round Two as Semi-Finalists. The Judging Panel will make its selections based on the content of the Entries using the judging criteria as outlined in these Terms and Conditions.

Round One judging will take place between January 17 – March 10, 2020. Semi-Finalists are expected to be announced on or about March 11, 2020.

## Round Two

To enter Round Two, each Semi-Finalist is required to 1) submit a 90 second overview video, and 2) complete an online questionnaire (to be provided by Sponsor) (the "Round two Submission") as described on the Contest Site. The video submitted in Round One may be re-submitted in this round. Alternatively, a new video may be submitted. The video must not depict recognizable third party marks, copyrights, brands or other property, unless Participant has obtained all proper licenses. All trademarks, service marks, copyrighted materials, and venues must be generic in nature. Submissions for Round 2 will be open between March 11, 2020 and April 3, 2020 at 5pm Pacific Time.

Participants may be invited to either a) attend a WebEx conference call to answer questions and/or to further explain or clarify their Entry or b) respond to written questions via email. A request for a WebEx conference call or email questions does not indicate that the Participant will be a Finalist, and not all Participants will be requested to join a conference call or answer questions via email. If a Participant is invited to respond to questions via email, they will be given a minimum of 5 days to respond.

Participant agrees that the information, ideas and materials provided to Sponsor in connection with Round Two, and any other information, ideas or other materials otherwise provided to Sponsor in connection with the Contest, may be publicly disclosed by Sponsor or its agents, and used for Sponsor's marketing and public relations activities, in Sponsor's sole discretion.

From all the Entries in Round Two, the Judging Panel will select up to fifteen (15) to proceed to Round Three as Finalists. The Judging Panel will make its selections based on the content of the Entries using the judging criteria as outlined in these Terms and Conditions.

**All Round Two Submissions must be received by Sponsor on or before April 3, 2020 at 5:00pm Pacific Time.**

Round Two judging will take place between April 4 – May 4, 2020. Finalists are expected to be announced on or about May 5, 2020.

**People’s Choice Award**

The video overviews and short summaries from the questionnaires belonging to the Finalists selected in Round Two will be entered in the People’s Choice Award for public voting. Public votes will be based on review of the video overview submitted by the Participant. The Participant owning the video overview with the highest number of votes at the end of the round will win the People’s Choice Award, as described in the Prizes section below.

Note: The People’s Choice Award is in addition to the other Contest awards and winning the People’s Choice Award does not preclude winning any of the other prizes.

Potential winners must comply with all Terms and Conditions; winning is contingent upon verification of eligibility and compliance with all requirements herein. Sponsor will announce the winner on the Site and attempt to notify the winner individually by mail, email or telephone (at Sponsor’s discretion and using the information provided in the registration).

People’s Choice voting will take place between May 5 and May 22, 2020. The winner is expected to be announced on or about May 27, 2020, subject in part to timely return by the potential winner of all appropriate documents required by Sponsor. (See the "Affidavits and Releases" section below.)

**Round Three**

From the Finalists selected in Round Two, the Judging Panel will select up to twelve (12) Contest (“Winners”), using the judging criteria described in the "Judging Criteria" section below. In addition, Finalists may be invited to a WebEx conference call to answer questions and/or to further explain or clarify their Entry. Not all Participants will be requested to join a conference call.

Participant agrees that the information, ideas and materials provided to Sponsor in connection with Round Three, and any other information, ideas or other materials otherwise provided to Sponsor in connection with the Contest, may be publicly disclosed by Sponsor or its agents, and used for Sponsor's marketing and public relations activities, in Sponsor's sole discretion.

Final Round judging will take place between May 5 – May 22, 2020. Winners are expected to be announced on or about May 27, 2020, subject in part to timely return by the potential winners of all appropriate documents required by Sponsor. (See the "Affidavits and Releases" section below.) All decisions of the Judging Panels are final, non-appealable and binding.

Potential winners must comply with all Terms and Conditions; winning is contingent upon verification of eligibility and compliance with all requirements herein. Sponsor will announce the winners on the Site and attempt to notify them individually by mail, email or telephone (at Sponsor's discretion and using the information provided in the registration).

### **JUDGING CRITERIA:**

All Entries that meet the eligibility criteria for the Contest and do not otherwise violate any terms and conditions of the Contest, as solely determined by Sponsor, will advance to Judging Round One.

For Judging Round One, Judging Round Two, and Judging Round Three, the Judging Panel will make their selection based on the content of the Entries and using the following criteria:

1. Innovative Internet of Things (IoT) or digital technology aspect of solution: How innovative is the solution in its use of new or existing technology to solve a local or global problem? Are there other solutions available and if so, how does this differentiate from them? (33%)
2. Feasibility: How feasible is the solution to put into practice? Does the solution make sense financially? Will the solution be sustainable over the long term? (24%)
3. Impact: What is the scale of potential social impact? How broad is the impact? How many people will your solution reach? How significant is the impact? (33%)
4. Clarity: How well do you articulate your solution and the potential impact it will have on society? (10%)

**CONTENT TERMS OF SUBMISSION:** Proof of an uploaded Entry does not constitute proof or evidence that Sponsor received the Entry within the Contest Period or that it is otherwise eligible for the Contest. Sponsor reserves the right to disqualify and/or remove any Entry or Participant for any reason or no reason within its sole and absolute discretion. Nothing in these Terms and Conditions shall require Cisco to monitor or edit the Site or any Entries for offensive or otherwise objectionable content. Notwithstanding the foregoing, Cisco may reject or remove from the Site or Contest any Entry which might be considered, offensive, defamatory, obscene, illegal, harmful, in violation of the Site Acceptable Use Policy or that otherwise falls short of Sponsor's (or its customers') standards. All Participants shall use the Site according to these Terms and Conditions and any Site Acceptable Use Policy available at the Site.

**REPRESENTATIONS AND WARRANTIES** By submitting an Entry, Participant represents and warrants as follows:

- i. all registration information is complete, accurate and truthful;
- ii. For Individual Participants and Team Participants: no person or entity (including your employer or academic institution) other than you has any right, title or interest in any part of your

Entry;

iii. For Business Entity Participants: The Business Team Leader (a) is an authorized representative of the Business Entity Participant, (b) is submitting the Entry on behalf of the Business Entity Participant, as an organization, and (b) has obtained all necessary corporate and other approvals from the Business Entity Participant, as an organization, to enter the Contest and submit the company's intellectual property, as contemplated under these Terms and Conditions.

iv. no other party is entitled to claim royalties from the use of the Entry;

v. your Entry does not and will not infringe or violate any rights of any third party or entity, including, without limitation Intellectual Property Rights (as defined below), defamation, privacy, publicity, false light, misappropriation, confidentiality, or any contractual or other rights;

vi. your entire Entry is an original work by you, and you have all the rights, licenses, permissions and consents necessary to submit the Entry and to grant all of the rights that you have granted hereunder;

vii. you (and any Entries made by you) shall at all times comply with any Site Acceptable Use Policy available at the Site;

viii. your Entry does not contain content that is inconsistent with the permissible uses outlined by these Terms and Conditions, including, but not limited to, content that is unlawful, harmful, threatening, abusive, harassing, defamatory, libelous, invasive of another's privacy, vulgar, profane, sexually explicit, obscene, racially or ethnically offensive or otherwise objectionable;

ix. you will not upload, post or otherwise transmit any Entry or content that contains software viruses, Trojan horses, worms, time bombs, cancelbots or any other computer code or files that are designed to disrupt, damage, or limit the functioning of any software or hardware; and

x. you are not submitting any confidential, proprietary, or trade secret information.

## **NO CONFIDENTIAL RELATIONSHIP**

No Entry will be received or held "in confidence" and under no circumstance will your Entry create a confidential relationship or obligation of secrecy between you and Sponsor or between you and any other party. Without limitation of the foregoing, you understand and agree that your Entry may be publicly disclosed by Sponsor on the Site, or in other public communications, forums and media. Before submission, Participants should be guided by their own attorneys as to the desirability of seeking patents or other protection for Entries. Participant acknowledges that Sponsor may currently or in the future be developing information internally, or receiving information from other parties, that is similar to the Entry. Accordingly, nothing herein shall prohibit Sponsor from independently acquiring, developing, or having developed for it, products, concepts, systems, services, or techniques that are similar to or compete with the products, concepts, systems or techniques contemplated by or embodied in any Entry. You recognize that other persons or entities may have provided Sponsor or others, or made public, or may in the future submit, or make public, materials

that are the same or similar to your Entry. You acknowledge and agree that Sponsor shall have the right to use such same or similar materials, and that you will not be entitled to any compensation arising from Sponsor's use of such materials. In the event that your Entry is identical or similar to the Entry of another Participant, Sponsor reserves the right to score one Entry higher than the other subject to the judging criteria set forth below and at the sole discretion of the Judging Panel.

### **PRIZE(S):**

Subject to these Terms and Conditions, once confirmed by Sponsor, the winner(s) will receive the following:

- One (1) Grand Prize of \$100,000 USD
- One (1) Second Place Prize of \$75,000 USD
- Three (3) Third Place Prizes of \$25,000 USD each
- Four (4) Fourth Place Prizes of \$10,000 USD each
- One (1) People's Choice Award of \$10,000 USD
- One (1) India Impact Grant Prize of \$25,000 USD
- Two (2) India Impact Runners Up of \$10,000 USD
- One (1) India Impact People's Choice Award of \$5,000 USD

For Teams and Business Entity Participants, the prize amounts will be distributed to the Team Leader, the official representative specified in the winning entry, or the Business Team Leader. The Team Leader and the Business Team Leader will have sole responsibility for further distribution of any cash prizes among Team Members or within the Business Entity Participant that has submitted an Entry through the representative, respectively.

The total value of all prizes is \$350,000. All amounts are in United States dollars. No assignment or transfer is allowed by Winner. If a potential winner is unable to participate in or accept the prize or any portion of the prize for any reason, Sponsor shall have no further obligation to such potential winner. Neither Sponsor nor any of its prize suppliers will replace any lost or stolen prizes after being awarded to winners. In no event will Sponsor be responsible for awarding more than the stated number of prizes.

### **ADDITIONAL WINNER(S) REQUIREMENTS.**

For a period of three (3) years, Winner(s) will comply with reasonable requests from Cisco to provide updates to Cisco on their progress and use of the prize.

For a period of three (3) years, Winner(s) will comply with reasonable requests by Cisco for interviews and appearances, including granting Cisco the right to use his/her name, likeness and related content in Cisco marketing campaigns and Cisco-owned platforms. Winner(s) agree to execute any necessary releases for this purpose.

**NOTIFICATION OF WINNER(S).** Winners will be notified by phone, mail and/or email, at Sponsor's discretion. Sponsor's decision will be final in all matters. Sponsor may also send potential winner(s) a declaration of eligibility / liability / publicity release ("Release"). Unless restricted by law, potential winners receiving such a Release may be required to complete and return it within the time period specified therein. The prize may be forfeited and, in such case, an alternate potential winner may in Sponsor's discretion be selected from among the remaining eligible entries (using the criteria described above), if a potential winner: (i) cannot be reached; (ii) fails to obtain all signatures on the Release and to return the documents in a timely manner as required pursuant to these Official Rules; or (iii) cannot accept or receive the prize for any reason. Prizes will be sent to winner as quickly as practicable following notification (and receipt of any Release and related document, if applicable).

**TAX CONSIDERATIONS.** Each winner will be solely responsible for any local, provincial, country or any other applicable taxes, and any other costs, expenses and fees in connection with the prize. If applicable, the winner(s) may be issued an IRS Form 1099 or other tax documentation.

**AFFIDAVITS AND RELEASES.** All Winners will be required to sign and return an Affidavit/Declaration/Certificate of Eligibility/Release of Liability, for receipt by Sponsor within five (5) calendar days of the date such documents are dated. Such documents may include a requirement that the Winners obtain written consent from his/her employer or university (in a form provided by Sponsor) that such employer or university has no rights or other interest in the idea submitted by the Participant. In the event of noncompliance with these Terms and Conditions, if a Winner or potential winner cannot be reached using the contact information provided on the Entry on or within two attempts, or if the prize-winner notification is returned as unclaimed or undeliverable, the prize will be forfeited and an alternate potential winner may be selected. Prizes are not assignable or transferable in whole or in part. No prize substitutions allowed, in whole or in part, except the Sponsor reserves the right to substitute a prize of comparable value.

**VERIFICATION/AUDIT.** Participant understands and agrees that Cisco may (but is not required to) verify, audit or otherwise confirm Participant's identity, registration information, eligibility or other information relating to any Participant or Entry that may aid Sponsor in selecting Contest winner(s). Participant hereby consents to such verification efforts and shall reasonably cooperate fully and in good faith with Cisco throughout the duration of the Contest. Cisco, in its sole and absolute discretion, may suspend, remove or otherwise eject any Participant suspected of providing false, misleading or other information that may fail to comply with these Terms and Conditions, any applicable Site Acceptable Use Policy or any other Contest rules or regulations.

## **GENERAL CONDITIONS.**

The Contest is subject to applicable federal, state and local laws, and these Terms and Conditions.

Each winner will be solely responsible for any local, provincial, country or any other applicable taxes, and any other costs, expenses and fees in connection with the prize. If applicable, the winner(s) may be issued an IRS Form 1099 or other tax documentation for the approximate

retail value of any awarded prize.

Participant grants permission to Sponsor and its authorized representatives to use his/her name, address (city and state/province/territory/country), photograph, voice, and/or other likeness for advertising, trade and promotional purposes without further compensation, in all media now known or hereafter discovered, worldwide, and on the Internet and world wide web, in perpetuity, without notice, consideration, review or approval.

Following the Contest Period, Sponsor shall not be required to retain records of any Entries.

By participating, Participant hereby: (a) agrees bound by these Terms and Conditions, and the decisions of Sponsor, which shall be final and binding; and (b) waives any right to claim ambiguity in the Contest or these Official Rules, except where prohibited by law. Once submitted, an Entry cannot be deleted or cancelled.

Participant acknowledges and agrees that Sponsor has neither made, nor is in any manner responsible or liable for, any warranty, representation or guarantee, expressed or implied, in fact or in law, relative to any prize or the Contest. All warranties are hereby disclaimed; and each potential winner will accept the Prize "AS IS." All costs and expenses, including support services, not specifically listed above as part of the prize, are solely the winner's responsibility.

In the event of a dispute as to the source of any Entry, the authorized account holder of the email address used to enter will be deemed to be the person making the Entry. The authorized "account holder" is the natural person assigned an email address by an Internet access provider, online service provider or other organization responsible for assigning email addresses for the domain associated with the submitted address.

Subject to applicable law, Sponsor reserves the right in its discretion, to (a) cancel, terminate, modify or suspend this Contest and these Terms and Conditions, for any reason, at any time and without any liability, and (b) limit or restrict participation in the Contest, upon notice.

All Participants are solely responsible for compliance with any applicable laws, rules and regulations, contractual limitations and/or office or company policies, if any, regarding Participant's participation in trade promotions or acceptance of promotional prizes; and by entering this Contest, Participant confirms that he or she is not in violation of any of the foregoing and has obtained the consent of his or her employer to participate, if applicable. If a Participant is not permitted to accept any received prize, then the Participant may return such prize to Sponsor; and Sponsor will refund the cost of shipment, as appropriate.

Use of any automated entry device or software is prohibited. Creation or use of multiple accounts for registration, voting or participation in the Contest is prohibited. To the extent the Contest uses or requires functionality of any third party website (e.g., social media sites or platforms that enable broad communications, collaboration and/or posting of videos), you understand that the Contest is not sponsored by such third parties, and further agree to follow the policies on such website(s), as applicable. Sponsor reserves the right to disqualify any Participant it finds to be tampering with the entry process or the operation of the Contest or violating these Terms and Conditions, or otherwise acts in an uncooperative,

unsportsmanlike, disruptive, abusive, or threatening manner; and Sponsor reserves the right to cancel the Contest should it suspect fraud or for reasons out of the control of Sponsor. Disputes regarding these Official Rules and/or this Contest will be governed by the internal laws of California. CAUTION: ANY ATTEMPT TO DELIBERATELY DAMAGE OR UNDERMINE THE LEGITIMATE OPERATION OF THE CONTEST MAY BE IN VIOLATION OF CRIMINAL AND CIVIL LAWS AND WILL RESULT IN DISQUALIFICATION FROM PARTICIPATION IN THE CONTEST. SHOULD SUCH AN ATTEMPT BE MADE, SPONSOR RESERVES THE RIGHT TO SEEK REMEDIES AND DAMAGES (INCLUDING ATTORNEY FEES) TO THE FULLEST EXTENT OF THE LAW, INCLUDING CRIMINAL PROSECUTION.

Sponsor is not responsible for: (a) lost, late, misdirected, undeliverable, incomplete or indecipherable entries due to system errors or failures, or faulty transmissions or other telecommunications malfunctions and/or entries; (b) technical failures of any kind; (c) failures of any of the equipment or programming associated with or utilized in the Contest; (d) unauthorized human and/or mechanical intervention in any part of the submission process or the Contest administration; (e) technical or human error which may occur in the administration of the Contest or the processing of entries; or (f) other factors beyond Sponsor's reasonable control. Sponsor is not responsible for injury or damage to any Participant's or any other person's computer related to or resulting from participating in the Contest or downloading materials from or use of the Site.

If for any reason the Contest is not capable of running as planned by Sponsor, including infection by computer virus, bugs, tampering, unauthorized intervention, fraud, technical failures, or any other causes which, in Sponsor's sole determination, corrupts or affects the administration, security, fairness, integrity, or proper conduct of this Contest, Sponsor reserves the right at its sole discretion to cancel, terminate, modify or suspend the Contest. If Contest is cancelled prior to the end of the Contest Period, for the reasons stated above, notice will be posted on the Contest website; and some or all of the prizes may, in Sponsor's sole discretion, be awarded to potential winners to be selected (using the judging criteria described above) from among all the remaining uncorrupted entries received up until the time of modification or cancellation.

Sponsor shall not be liable to any Participant or other person for failure to supply any prize or any part thereof, by reason of the prize becoming, for reasons beyond the reasonable control of Sponsor, unavailable or impracticable to award, or for any force majeure event, technical or equipment failure, terrorist acts, labor dispute, or act/omission of any kind (whether legal or illegal), transportation interruption, civil disturbance, or any other cause similar or dissimilar beyond Sponsor's control.

**LIMITATIONS OF LIABILITY AND RELEASE.** PARTICIPANT AGREES THAT SPONSOR, ITS AFFILIATES, DIVISIONS, SUBSIDIARIES, RESELLERS, DEALERS, DISTRIBUTORS, ADVERTISING/PROMOTION AGENCIES, AND ALL OF THEIR RESPECTIVE OFFICERS, DIRECTORS, EMPLOYEES, CONTRACTORS, REPRESENTATIVES AND AGENTS ("RELEASED PARTIES") WILL HAVE NO LIABILITY WHATSOEVER FOR, AND WILL BE RELEASED AND HELD HARMLESS BY PARTICIPANT FOR ANY CLAIMS, LIABILITIES, OR CAUSES OF ACTION OF ANY KIND OR NATURE FOR ANY INJURY, LOSS OR DAMAGES OF ANY KIND INCLUDING DIRECT, INDIRECT, INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES TO

PERSONS, INCLUDING WITHOUT LIMITATION DISABILITY OR DEATH. WITHOUT LIMITING THE FOREGOING, EVERYTHING ON THE SITE AND IN CONNECTION WITH THE CONTEST IS PROVIDED “AS IS” WITHOUT WARRANTY OF ANY KIND, EITHER EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, AND NON-INFRINGEMENT. SOME JURISDICTIONS MAY NOT ALLOW THE LIMITATIONS OR EXCLUSION OF LIABILITY FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES OR EXCLUSION OF IMPLIED WARRANTIES, IN WHICH CASE SUCH LIMITATION OR EXCLUSION SHALL APPLY ONLY TO THE EXTENT PERMITTED BY THE LAW IN THE RELEVANT JURISDICTION.

**PUBLICITY.** Participant acknowledges and agrees that Sponsor may use the Contest (including any submission) for publicity, advertising or other marketing purposes, in any media, and may use the name, likeness, and hometown name and/or prize information of potential winners as part of that publicity, without additional compensation to the potential winners.

**PRIVACY.** All personal information collected by Sponsor will be used for the administration of the Contest and in accordance with Sponsor's privacy statement. Any questions regarding privacy matters should be directed to the address set out below. Please refer to Sponsor's privacy statement located at <https://www.cisco.com/c/en/us/about/legal/privacy-full.html> for important information regarding the collection, use and disclosure of personal information by Sponsor.

**CHOICE OF LAW:** This Contest and any action related thereto shall be governed, controlled, interpreted and defined by and under the laws of the State of California and the United States of America, without regard to the conflicts of laws provisions thereof. The exclusive jurisdiction and venue of any action with respect to the subject matter of these Terms and Conditions shall be the state courts of the State of California for the County of Santa Clara or the United States District Court for the Northern District of California and each of the parties hereto submits itself to the exclusive jurisdiction and venue of such courts for the purpose of any such action. The parties specifically disclaim the UN Convention on Contracts for the International Sale of Goods. Any and all claims, judgments, and awards shall be limited to actual out-of-pocket costs incurred, including costs associated with participating in this Contest, but in no event attorneys' fees. Participants hereby waive all rights to (i) claim or be awarded any punitive, direct, indirect, incidental, and consequential damages and any other damages, other than for actual out-of-pocket expenses, and (ii) to have damages multiplied or otherwise increased, including for willful patent infringement.

**OFFICIAL RULES AND WINNERS' LIST.** For a copy of these Official Rules or the names of winners, please contact Sponsor by mail at the address below addressed to attention: cisco-challenge-support@skild.com. Or please check the Site for a list of winner's names. Winners list to be available approximately ten days after the Contest Period.

**SPONSOR: Cisco Systems, Inc., 170 West Tasman Drive, San Jose, California, USA, 95134**

# Resources:

To view and download resources click any of the icons below.



## Cisco Global Problem Solver Challenge 2019 Winners

Read the official announcement highlighting last year's winners.

[Click here](#)



## How to win \$100K USD in 90 seconds?

Watch these videos to learn tips on how to create your best Cisco Global Problem Solver Challenge pitch video.

[YouTube video](#)



## Oorja: Grand Prize Winner, Cisco Global Problem Solver Challenge 2019

Learn about our 2019 Grand Prize winner's community solar pumping model, Oonnati.

[YouTube video](#)



## Jara: First Runner-Up, Cisco Global Problem Solver Challenge 2018

Meet the Global Problem Solver, Jara. The Jara Unit provides emergency education in disaster-stricken areas through the power of IoT.

[Click here](#)



## OmniVis: Second-Runner Up, Cisco Global Problem Solver Challenge 2017 Solvers White Paper

Meet the Global Problem Solver, OmniVis. The team, along with its partners, is on a mission to end 90% of cholera by 2030.

[Click here](#)



## CareNX: Grand Prize Winner, Cisco Global Problem Solver Challenge 2018

Learn how our 2018 Grand Prize winner is providing care to 35,000 expectant mothers in India.

[YouTube video](#)



### **Cisco Competitions Help Today's Innovators Become Tomorrow's Global Problem Solvers**

See how Cisco competitions helped social entrepreneurs Jara, Luso Labs, Neopenda, and Omni.Vis turn their technology innovations into world-changing solutions.

[Click here](#)



### **Business Model Video Tutorial**

Strategyzer's video tutorial explains each component in the Business Model Canvas.

[Click here](#)



### **Promotional Toolkit**

Help us spread the word by downloading social media posts, share links, flyers, and graphics needed to promote the Cisco Global Problem Solver Challenge 2020 to your network.

[Click here](#)



### **Business Model Canvas (BMC)**

The Business Model Canvas is a useful and common framework for any new business to capture their business model(s).

Wikipedia provides an explanation of the Business Model Canvas in the provided link

[Click here](#)



### **TED Talk: The Single Biggest Reason Why Startups Succeed**

Serial inventor Bill Gross gathered data from hundreds of companies and ranked each company on five key factors. He found one factor that stood out from the others.

[YouTube video](#)

# FAQs:

## Who can enter?

To be eligible, individuals (or at least half of the team's members for team submissions) must be students currently enrolled at a post-secondary institution or have received a degree after March 1, 2018. In addition, if you are entering as a business entity at least 25% of the business must be owned by individuals that meet the above qualifications. For detailed eligibility requirements, please click [here](#).

## Can I enter as part of a team?

Yes. A team may have up to 5 team members. To be eligible, at least half of the team's members must be students currently enrolled at a post-secondary institution or have received a degree after March 1, 2018. For detailed eligibility requirements, please click [here](#).

## When do I need to submit my application?

You or your team leader need to complete and submit all the application materials before the deadline on January 17, 2020 5:00pm PT. For the complete rules, please click [here](#).

## What do I need to do in order to apply?

You need to register on our online platform, complete an online questionnaire, and upload required documentation. For more details on the submission guidelines, please click [here](#).

## Can I revise my submission?

Yes, you may revise your submission content (online questions and uploaded files) at any time until the deadline of January 17, 2020, 5:00pm PT.

## What are the prizes?

The Cisco Global Problem Solver Challenge 2020 is offering \$350,000 USD split among 14 prizes. One \$100,000 USD prize, one \$75,000 USD prize, three \$25,000 USD prizes, and five \$10,000 USD prizes. Additionally in 2020, we are offering special India Impact prizes: one \$25,000 USD prize, two \$10,000 USD prizes and one \$5,000 USD People's Choice prize. For more details, please see the rules [here](#).

## Who will determine the winners?

A team of industry and subject-matter experts from within and outside of Cisco will evaluate each entry based on its integration of IoT/digital technologies, level of innovation, and technical and business feasibility including likelihood of sustainability, impact, and clarity to determine the winning solutions.

## What are the prizes?

There is a public voting period from May 5 – May 22, 2020. Voting opens on May 5 at 10:00am PT. When voting begins, the video pitches and short overviews provided by the Finalists will be shared publicly for the People's Choice Award.

The Finalist with the highest number of votes on May 22, 2020 at 5pm will receive the People's Choice Award and \$10,000 USD. The India Impact Finalist with the highest number of votes on May 22, 2020 at 5pm PT will receive the India Impact People's Choice Award and \$5,000 USD. Winners will be announced on May 27, 2020.

## Who can vote for the People's Choice Award?

Anyone can vote and you can vote for as many teams as you wish during the public voting period from May 5-May 22, 2020. Every voter will have to register with a valid name and social media account (LinkedIn, Facebook, or Google) in order to log in to cast their vote.

## What will happen to my solution?

At the end of the Challenge your solution will still belong to you and your team. Cisco may only use your solution to promote the Challenge and to promote related initiatives. For more information, check the terms and conditions [here](#).

## Was my entry disqualified?

If your entry does not meet the submission requirements, violates the terms and conditions, contains inappropriate content, or if you or your team did not provide appropriate proof of eligibility, your submission will be disqualified. You will not receive notice of disqualification until the end of the submission process. If you have any question or doubts about what is acceptable please review the terms and conditions [here](#). If you still have a question, please contact us at [cisco-](mailto:challenge-support@skild.com)

[challenge-support@skild.com](mailto:challenge-support@skild.com).

## When will the winners be announced?

Finalists will be announced May 5, 2020, and the winners of the challenge will be announced on May 27, 2020.

## What are the judging criteria?

The judging panel will make their selection based on the content of the submissions and using the following criteria:

1. Innovative Internet of Things (IoT) or digital technology Solution: How innovative is the solution in its use of new or existing technology to solve a local or global problem? Are there other solutions available and if so, how does this differentiate from them? (33%)
2. Feasibility: How feasible is the solution to put into practice? Does the solution make sense financially? Will the solution be sustainable over the long-term? (24%)
3. Impact: What is the scale of potential social impact? How broad is the impact? How many people will your solution reach? How significant is the impact? (33%)
4. Clarity: How well do you articulate your solution and the potential impact it will have on society? (10%)

## Are graduate students eligible for this challenge?

Yes. Any current student in an undergraduate or graduate degree program, or a graduate from a post-secondary institution that received his/her degree on or after March 1, 2018 is eligible.

## Can I submit an application in a language other than English?

No. All entries, in their entirety, must be submitted in English, as outlined in the Rules. Videos with English subtitles are acceptable. Entries not submitted in English are subject to disqualification.

## Are all countries/provinces eligible to participate?

This Contest is not open to individuals in the province of Quebec in Canada. In addition, residents of Cuba, Iran, Syria, North Korea, Myanmar (formerly Burma), and Sudan are not eligible to participate. This Contest is void in these countries and where otherwise prohibited or restricted by law. For detailed eligibility requirements, please visit our [Rules page](#).

## If my solution is already a legal business entity, can I participate?

Business entity participants must enter the contest on behalf of their legal business organizations. An entry submitted by a business entity participant must designate one individual member as the “Business Team Leader” for contact and contest administrative purposes. The Business Team Leader will be responsible for submitting the entry on behalf of the business entity. Any individual who is employed by a business entity participant may not submit an entry in his or her individual capacity (i.e., as an Individual Participant).

To be eligible, 25% of the business entity must be owned by either (a) current students at any post-secondary institution,

or (b) recent graduates who completed a post-secondary degree on or after March 1, 2018. For detailed eligibility requirements, please visit our [Rules page](#).

## Can I participate in the Cisco Global Problem Solver Challenge as a high school student?

In order to be eligible for the Challenge, you must be at least 18 years of age on or before October 15, 2019, and your team must consist of current students or recent graduates of a post-secondary institution. Please visit our [Rules page](#) for complete details.

## Can I participate in the Cisco Global Problem Solver Challenge if I am under 18 years of age?

No. In order to be eligible for the Challenge, you must be at least 18 years of age on or before October 15, 2019.

## If I am an intern or contractor/vendor working for Cisco, can I participate?

No. Cisco employees, interns, contracted vendors, and their immediate household or family members are excluded from this challenge. For detailed eligibility requirements, please visit our [Rules page](#).

## I have a question that isn't answered here. How can I get help?

Please reach out to [cisco-challenge-support@skild.com](mailto:cisco-challenge-support@skild.com) with any additional questions.

# Contact:

cisco-challenge-support@skild.com



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