

2018 IT Nation Pitch IT Competition Rules and Information

1. ConnectWise, Inc., ("ConnectWise") with a place of business at 4110 George Road, Suite 200, Tampa, FL 33634 will be running the 2018 IT Nation Pitch IT Competition ("the Competition").
2. The competition will open at 10:00 AM EST on August 27, 2018 and all applications must be submitted by 11:59:59 PM EST on September 30, 2018 via the Pitch IT submission portal. All applications must follow the provided submission template.

Each applicant must submit a business plan describing how they will grow their business.

- a. The plan must answer the question, "If I had \$100k to invent or reinvent a team in my business and expand a service or launch a new service, how would I use it?"
 - b. Must include budget showing how the prize money would be spent in three tiers to provide scenarios for first, second and third place. (For example, with \$100,000 I would do these things, with \$50,000 I would do these things and with \$25,000 I would do these things.)
 - c. Applicants must commit to sharing their plans, journey and outcomes with ConnectWise for the year following the competition
 - d. ConnectWise may use applicant's experiences to build blueprints, case studies, templates, etc. to guide other ConnectWise partners to make their own business improvements.
3. Winner Determination. A panel of judges will determine the (up to) three (3) finalists who best meet the judging panel's selection criteria gained from the information provided in the entrant's application and in any telephone or email interview (if conducted). The judging panel's decision is final and no correspondence will be entered into regarding the winner selections.
The top three plans, as determined by a panel of judges, will be chosen. Prize will be awarded based on the following:
 - a. Presentation
 - b. Strategy
 - c. Likelihood of success
4. Eligibility. To be eligible for prizes, finalists must agree to participate in a live pitch contest on Wednesday, November 7th at 4pm at which time they will make a public presentation of their idea to a panel of judges and a live audience. This contest will be open to IT Nation attendees, sponsors, and guests. If a semi-finalist does not agree to participate in the live pitch presentation they will be disqualified and will be ineligible to receive any of the event prizes. Finalists will be required to do the following:
 - Travel to Orlando, Florida and participate in IT Nation 2018 from Wednesday, November 7, 2018 – Friday, November 10, 2018.
 - Prepare a 10-minute oral pitch to be given on Wednesday, November 7th during IT Nation 2018
 - Presentations should focus on the actions that will be taken to grow their business in 2018 (i.e. tech team, training, technology, processes, financials, etc.)
 - The prize winner(s) must, at the organizer's request, participate in all promotional activity (such as publicity and photography) surrounding the award. It is a condition of receipt of a prize that the winners agree to participate in any and all media requests, blogging and social media and

other publicity requests conducted by and for use by ConnectWise and their associated agencies and companies throughout the Competition and its promotion. There will be no fee payable, remuneration or other direct financial benefit to be received by the winner as a result of the winner's participation in this activity.

- Execution of their plan and regular reporting to ConnectWise at ConnectWise's request on the impact of their actions.
- Quarterly blogs, webinars or interviews on plan and success of efforts.
- Sharing of successes, failures and financials with ConnectWise for purpose of sharing with other ConnectWise partners.

5. Prizes.

First Place: Up to \$100,000 to implement plan, 10 hours of consulting with a ConnectWise business consultant

Second Place: Up to \$50,000 to implement plan, 10 hours of consulting with a ConnectWise business consultant

Third Place: Up to \$25,000 to implement plan, 10 hours of consulting with a ConnectWise business consultant

Finalists will be notified on or about October 19, 2018. Each finalist will receive one (1) complimentary conference pass for IT Nation 2018. Finalist(s) shall be solely responsible for their travel including ground transportation and flights, meals, lodging and other expenses)..

6. Additional Terms and Conditions:

- a. By submitting an application, you accept these terms and conditions. Successful applicants will be required to enter into a funding agreement with ConnectWise ("Funding Agreement") as a condition of receiving the funding.
- b. All winners will retain ownership of the intellectual property ("IP") rights in their winning idea.
- c. Winners acknowledges that he/she may be required to blog and tweet from IT Nation 2018 on ConnectWise media channels.
- d. Should winner's idea not reach the predicted level of success; the responsibility will sit with the winner and not ConnectWise.
- e. Upon completion of the Funding Agreement, prize monies will be transferred into the bank account nominated in writing by the winner in the manner specified in the Funding Agreement. ConnectWise will not be responsible for the winner not receiving prize funds as a result of incorrect bank account number details or other details affecting the transfer.
- f. The winner is responsible for all other expenses including spending money (unless specified), meals (unless specified), drinks, transfers (unless specified), laundry charges, activities (unless specified), incidentals, taxes (excluding departure and any other flight associated taxes included within the prize), energy surcharges, gratuities, services charges, visas, vaccinations, luggage charges, and all other ancillary costs related to the

prize unless such costs are expressly specified in these Terms and Conditions. Travel insurance is not included and is highly recommended.

- g. The winner may be required to provide a credit card pre-authorization or cash deposit to cover any incidentals. Once accommodation vouchers are issued they are non-changeable.
- h. The winner must be 21 years of age or older.
- i. It is the traveler's personal responsibility to ensure that they have valid documentation, including but not limited to valid passports and visas, which meet the requirements of immigration and other government authorities at every destination. Any fines, penalties, payments or expenditures incurred as a result of such documents not meeting the requirements of those authorities will be the sole responsibility of the traveler(s).
- j. ConnectWise makes no representation as to the safety conditions or other issues that may exist at any destination. International travel advice can be obtained from various sources.
- k. In the unlikely event that the IT Nation 2018 does not go ahead, the winner will be contacted to confirm that this component of the prize is no longer available and no compensation will be forthcoming.
- l. In the event that for any reason whatsoever a winner does not take an element of the prize at the time stipulated by ConnectWise then that element of the prize will be forfeited by the winner.
- m. ConnectWise's decision is final and ConnectWise will not enter into correspondence regarding the competition result.
- n. ConnectWise reserves the right to refuse to allow an Applicant to take part in any or all aspects of the competition if ConnectWise determines, in their absolute discretion, that a successful Winner is not in the mental or physical condition necessary to be able to participate in the Competition.
- o. Winners shall be required to sign a legal release in a form determined by ConnectWise or ConnectWise in their absolute discretion. Refusal to sign such legal release may prohibit the winners from participating in the Competition or receiving their Prize.
- p. ConnectWise and their associated companies or nominees reserve the right to request Applicants to provide proof of age, identity, residency or other relevant consents. Identification considered suitable for verification is at the discretion of ConnectWise.
- q. An entry that is made on behalf of an Applicant by a third party will be invalid.
- r. ConnectWise reserves the right in their sole discretion to cancel modify or suspend the process at any time if for any reason it cannot go ahead as planned.
- s. ConnectWise accepts no responsibility for any applications lost in transit or not received by the application closing time due to technical disruptions or any other reason beyond the control of ConnectWise.
- t. To the extent permitted by law, ConnectWise excludes liability for any problems or technical malfunction of any telephone network or lines, computer on-line systems, servers, or providers, computer equipment, software, technical problems or traffic congestion on telephone networks or lines.
- u. ConnectWise reserves the right, at any time, to verify the validity of entries and to disqualify any Application which, in the opinion of ConnectWise, includes objectionable

content, profanity, potentially insulting, inflammatory or defamatory statements, disqualify any entrant who tampers with the entry process, who submits an entry that is not in accordance with these terms and conditions or who has, in the opinion of ConnectWise, engaged in conduct in entering the Promotion which is fraudulent, misleading, deceptive or generally damaging to the goodwill or reputation of the Promotion and/or ConnectWise. ConnectWise reserves the right to disqualify an Applicant if ConnectWise becomes aware that the Applicant/s entry is of a type described in this clause.

- v. The Applicant warrants and undertakes to ConnectWise that the entry submitted is an original work of the Applicant and does not infringe the rights, including intellectual property or privacy rights, of any third parties. The Applicant agrees to indemnify ConnectWise against all claims and costs by third parties arising from a breach of the warranty set out in this clause.
- w. ConnectWise reserves the right in their sole discretion to disqualify any individual who ConnectWise has reason to believe has breached any of these conditions, or engaged in any unlawful or other improper misconduct calculated to jeopardize the fair and proper conduct of the Promotion. ConnectWise's legal rights to recover damages or other compensation from such an offender are reserved.
- x. Failure by ConnectWise to enforce any of its rights at any stage does not constitute a waiver of those rights.
- y. Independent financial advice should be sought as tax implications may arise as a result of accepting the prize.
- z. All entries become the property of ConnectWise. ConnectWise collect personal information about you to enable you to participate in this promotion and for the other purposes outlined therein in these Terms and Conditions.
- aa. Except for any liability that cannot by law be excluded, ConnectWise (including their respective officers, employees and agents) exclude all liability (including negligence), for any personal injury; or loss or damage (including loss of opportunity); whether direct, indirect, special or consequential, arising in any way out of the Competition.
- bb. Except for any liability that cannot by law be excluded, ConnectWise (including their respective officers, employees and agents) are not responsible for and exclude all liability (including negligence), for any personal injury; or any loss or damage (including loss of opportunity); whether direct, indirect, special or consequential, arising in any way out of: (a) any technical difficulties or equipment malfunction (whether or not under ConnectWise's control); (b) any theft, unauthorized access or third party interference; (c) any entry or prize claim that is late, lost, altered, damaged or misdirected (whether or not after their receipt by ConnectWise) due to any reason beyond the reasonable control of ConnectWise; (d) any variation in prize value to that stated in these Terms and Conditions; (e) any tax liability incurred by a winner or entrant; or (f) use of the prize.
- cc. If any legislation implies a condition, warranty or term into these Terms and Conditions or provides statutory guarantees in connection with these Terms and Conditions, in respect of goods and services supplied (if any), ConnectWise's liability for breach of such a condition, warranty, other term or guarantee is limited to (at ConnectWise's election),

- to the extent it is able to do so: (1) in the case of supply of goods, ConnectWise doing any one or more of the following: (a) replacing the goods or supplying equivalent goods (b) repairing the goods; (c) paying the cost of replacing the goods or of acquiring equivalent goods; and/or (d) paying the cost of having the goods repaired; or (2) in the case of supply of services, ConnectWise doing either or both of the following: (a) supply the services again; and/or (b) pay the cost of having the services supplied again. To the extent ConnectWise is unable to limit their liability as set out in the previous sentence, ConnectWise limit its liability to the extent such liability is lawfully able to be limited.
- dd. If this promotion is interfered with in any way or is not capable of being conducted as reasonably anticipated due to any reason beyond the reasonable control of ConnectWise, ConnectWise reserves the right, in their sole discretion, to the fullest extent permitted by law: (a) to disqualify any entrant; or (b) subject to any written directions from a regulatory authority, to modify, suspend, terminate or cancel the Competition, as appropriate.
- ee. You consent to ConnectWise collecting your personal information for the purpose of conducting and promoting this Competition (including but not limited to determining and notifying the winner and prize fulfilment). Your personal information may be disclosed to third party service providers for this purpose. A request to access, update or correct any information should be directed to ConnectWise. If you are not willing for this to occur you cannot participate in the Competition
- ff. ConnectWise will collect your personal information and may disclose your personal information to its marketing and communications agencies and information technology providers in order to keep you informed about ConnectWise's products and services. Your information will be handled in accordance with ConnectWise's Privacy Policy. A copy of ConnectWise's Privacy Policy can be accessed at <https://www.connectwise.com/privacy-policy> . ConnectWise's Privacy Policy explains how you may access and seek correction of the information ConnectWise holds about you, or make a complaint about the handling of your personal information.
- gg. ConnectWise's Privacy Policies are deemed to be incorporated into these Terms and Conditions.
- hh. Nothing in these Terms and Conditions constitutes, or will be deemed to constitute, a relationship of employer and employee between ConnectWise and an Applicant or a partnership or agency relationship between ConnectWise and/or an Applicant. You do not have any right or authority to, and must not do any act, enter into any contract, make any representation, give any warranty, incur any liability, assume any obligation of any kind, whether express or implied, on behalf of ConnectWise or bind ConnectWise in any way.
- ii. The laws of the State of Florida govern these Terms and Conditions and the parties agree to submit to the non-exclusive jurisdiction of courts of Hillsborough County, Florida.