# Data Hopper

## Report

### What

You are very clear about what this service is. It’s simplicity is a plus.

### Why

You found a real need, and there is no doubt about it. Good research!

### How

The kiosk design appears to be the trickiest part and the souce of a barrier to entry if you it well and control a patent.

How does a person recharge the MiFi device. To avoid a dongle, can it incorporporate a electrical or USB plug. It’s not clear you need to have the kiosk recharge the device.

### $

You plan should allow for an extensive piloting phase so as to get the design of the kiosk right as well as other aspects of the business.

As the class pointed out, you might raise your price.

## Presentation

### Oral

Tight, good.

New idea: free wifi hotspot.

Good graphics in revenue projection!!

Convincing details in business plan.

Good energy!

Good to have few speakers. Chinmay sounded like a real entrepreneur!

Questions were helping product get better!

### PowerPoint

Clear start.

Personal stories are great.

Money saving story is powerful, clear.

Finacial Graphics are fun.

Well done!

### Video Sketch

Nice Voice.

Good scenes.

Very good.

## General Comments

This is a very promising plan! Discovering the need was easy; the hard part was having the courage to abandon the other ideas. But it really paid off because it allowed you to focus.

I would study XCOM very carefully—bordering on spying. How profitable are they? How did they start—one country?—and grow. You should also assess potential competitors—especially cellular carriers. What keeps them out?

You might get help from Project Olympus (Lenore Blum in CS). If someone is at the Silicon Valley campus, they should tell Scott Russell (an good VC) about it.