

**Leon County R&D Authority**

2017 Elevator Pitch Night

Judges Scoring Sheet

<b>Scales</b>	<b>10 Point</b>
<b>Outstanding</b>	<b>9 to 10</b>
<b>Excellent</b>	<b>7 to 8</b>
<b>Very Good</b>	<b>5 to 6</b>
<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	1-
<b>Team #:</b>	4
<b>Team Name:</b>	Sensatek

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	8
	<b>Elevator Pitch Content:</b> How well did the content in the pitch convey: A "hook" that grabbed my attention The nature of the problem A unique solution The right team A realistic market opportunity A clear & realistic business model An understanding of the barriers to entry Financials that make sense That the grant will help move the company forward	1 to 10	8
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	8
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
		<b>Total</b>	32

**Comments/Questions:**

- space shuttle?

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<b>Outstanding</b>	<b>9 to 10</b>
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<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	2-
<b>Team #:</b>	4
<b>Team Name:</b>	Sensatek

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b>  Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	10
	<b>Elevator Pitch Content:</b>  How well did the content in the pitch convey: A "hook" that grabbed my attention The nature of the problem A unique solution The right team A realistic market opportunity A clear & realistic business model An understanding of the barriers to entry Financials that make sense That the grant will help move the company forward	1 to 10	8
	<b>Question and Answer Period:</b>  How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	7
	<b>Bottom Line:</b>  The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
4		<b>Total</b>	33

**Comments/Questions:**

SAAS -

Leon County R&D Authority

2017 Elevator Pitch Night

Judges Scoring Sheet

<b>Scales</b>	<b>10 Point</b>
<b>Outstanding</b>	<b>9 to 10</b>
<b>Excellent</b>	<b>7 to 8</b>
<b>Very Good</b>	<b>5 to 6</b>
<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	3-
<b>Team #:</b>	4
<b>Team Name:</b>	Sensatek

Please record one score per category		Scale	Score		
1	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	7		
	2	<b>Elevator Pitch Content:</b> How well did the content in the pitch convey: A "hook" that grabbed my attention The nature of the problem A unique solution The right team A realistic market opportunity A clear & realistic business model An understanding of the barriers to entry Financials that make sense That the grant will help move the company forward	1 to 10	7	
		4	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	7
			<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	7
<b>Total</b>				28	

Comments/Questions:

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<b>Scales</b>	<b>10 Point</b>
<b>Outstanding</b>	<b>9 to 10</b>
<b>Excellent</b>	<b>7 to 8</b>
<b>Very Good</b>	<b>5 to 6</b>
<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	4-
<b>Team #:</b>	4
<b>Team Name:</b>	Sensatek

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	8
	<b>Elevator Pitch Content:</b> How well did the content in the pitch convey: A "hook" that grabbed my attention The nature of the problem A unique solution The right team A realistic market opportunity A clear & realistic business model An understanding of the barriers to entry Financials that make sense That the grant will help move the company forward	1 to 10	8
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	10
4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	9
		<b>Total</b>	35

Comments/Questions:

*SIGNATURES, COMMENTS, AND QUESTIONS*

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Judges Scoring Sheet

Scales	10 Point
Outstanding	9 to 10
Excellent	7 to 8
Very Good	5 to 6
Fair	3 to 4
Deficient	1 to 2

Judges Name:	5-
Team #:	4
Team Name:	Sensatek < Match x2

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	8
	<b>Elevator Pitch Content:</b> How well did the content in the pitch convey: A "hook" that grabbed my attention The nature of the problem A unique solution The right team A realistic market opportunity A clear & realistic business model An understanding of the barriers to entry Financials that make sense That the grant will help move the company forward	1 to 10	7
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	6
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	5
Comments/Questions:		Total	26

Interesting technology