

Leon County Research and Development Authority 2017 Technology Commercialization Grant Judge: 1 Team: Sensatek		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	8		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	7		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	7		
Sub-Total	30	22		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	1		
A prototype is available and has been tested.	5	1		
A company has been established.	5	5		
A patent application has been filed or granted.	5	5		
The commercialization strategy is logical and feasible.	5	3		
The management team has the expertise to execute the commercialization plan.	5	3		
Sub-Total	30	18		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	10		
Local publicity will help the company significantly.	5	5		

The company will foster economic development (job creation) in Leon County	5	5	
Sub-Total	20	20	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	6	
The whole project "feels" good.	5	2	
I want to invest in this business.	5	1	
Sub-Total	20	9	
TOTAL POINTS (Max = 100)	100	69	
Additional Comments			

Leon County Research and Development Authority 2017 Technology Commercialization Grant Judge: 2 Team: Sensatek		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	10		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	10		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	10		
Sub-Total	30	30		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	4		
A prototype is available and has been tested.	5	5		
A company has been established.	5	4		
A patent application has been filed or granted.	5	5		
The commercialization strategy is logical and feasible.	5	4		
The management team has the expertise to execute the commercialization plan.	5	5		
Sub-Total	30	27		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	10		
Local publicity will help the company significantly.	5	5		

The company will foster economic development (job creation) in Leon County	5	4	
Sub-Total	20	19	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	9	
The whole project "feels" good.	5	4	
I want to invest in this business.	5	5	
Sub-Total	20	18	
TOTAL POINTS (Max = 100)	100	94	
Additional Comments			

Leon County Research and Development Authority 2017 Technology Commercialization Grant Judge: 3 Team: Sensatek		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	3	It was difficult to understand how this is different from other products in the market. The graphic were very small in the plan under VII Competition and Barriers to Entry. No details provided on competition.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	4	This appears to be a significant improvement in the gas turbine engine market but not critical to the public as a whole.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	6	This could be a significant improvement in the longevity of these engines.	
Sub-Total	30	13		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	5		
A company has been established.	5	5		
A patent application has been filed or granted.	5	5		
The commercialization strategy is logical and feasible.	5	1	Commercialization strategy unclear. There should have been much more prose about business plan. Graphic "BMC for Gas Turbines" was small and difficult to understand.	
The management team has the expertise to execute the commercialization plan.	5	2	Because the commercialization plan is unclear, it is difficult to determine if management team has the expertise to execute.	

	Sub-Total	30	23	
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	4	Significant funds have already been received and it is unclear what those funds have been used for so it doesn't appear what difference \$15,000 will make.	
Local publicity will help the company significantly.	5	0	This doesn't appear to be a solution that will solve a local problem.	
The company will foster economic development (job creation) in Leon County	5	0	Unclear	
Sub-Total	20	4		
Image and "Gut Feel" (20 Points)				
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	10		
The whole project "feels" good.	5	2		
I want to invest in this business.	5	0		
Sub-Total	20	12		
TOTAL POINTS (Max = 100)	100	52		
Additional Comments				

Leon County Research and Development Authority 2017 Technology Commercialization Grant Judge: 4 Team: Sensatek		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	10		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	10		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	10		
Sub-Total	30	30		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	5		
A company has been established.	5	5		
A patent application has been filed or granted.	5	5		
The commercialization strategy is logical and feasible.	5	4	The market is robust from a financial standpoint but appears to be dominated by a few large potential clients, including Siemens	
The management team has the expertise to execute the commercialization plan.	5	5		
Sub-Total	30	29		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	8	The company is funded through SBIR but has laid out a clear use of funds and the resulting	

			product would provide a deliverable to potential clients
Local publicity will help the company significantly.	5	3	
The company will foster economic development (job creation) in Leon County	5	5	The company has laid out a clear projected headcount which will cap at 15 employees by year 5
Sub-Total	20	16	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	10	
The whole project "feels" good.	5	5	
I want to invest in this business.	5	4	
Sub-Total	20	19	
TOTAL POINTS (Max = 100)	100	94	
Additional Comments			

Leon County Research and Development Authority 2017 Technology Commercialization Grant Judge: 5 Team: Sensatek		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	8		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	5		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	5		
Sub-Total	30	18		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	3		
A prototype is available and has been tested.	5	3		
A company has been established.	5	3		
A patent application has been filed or granted.	5	5		
The commercialization strategy is logical and feasible.	5	3		
The management team has the expertise to execute the commercialization plan.	5	4		
Sub-Total	30	21		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	1		
Local publicity will help the company significantly.	5	2		

The company will foster economic development (job creation) in Leon County	5	2	
Sub-Total	20	5	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	8	
The whole project "feels" good.	5	4	
I want to invest in this business.	5	1	
Sub-Total	20	13	
TOTAL POINTS (Max = 100)	100	57	
Additional Comments			