

<b>Leon County Research and Development Authority</b>  <b>2014 Technology Commercialization Grant</b>  <b>Judge: 1</b>  <b>Team: BUC</b>		<b>10 Point Scale</b>	<b>5 Point Scale</b>	
	<b>Outstanding</b>	<b>9 to 10</b>	<b>5</b>	
	<b>Excellent</b>	<b>7 to 8</b>	<b>4</b>	
	<b>Very Good</b>	<b>5 to 6</b>	<b>3</b>	
	<b>Fair</b>	<b>3 to 4</b>	<b>2</b>	
	<b>Deficient</b>	<b>1 to 2</b>	<b>1</b>	
	<b>Fails</b>	<b>0</b>	<b>0</b>	
<b>Judging Criteria</b>	<b>MAX SCORE</b>	<b>SCORE</b>	<b>Questions/Feedback for Applicants</b>	
<b>Innovative Quality (30 Points)</b>				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	<b>10</b>	<b>6</b>		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	<b>10</b>	<b>6</b>		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	<b>10</b>	<b>4</b>		
<b>Sub-Total</b>	<b>30</b>	<b>16</b>		
<b>Commercialization Plan (30 Points)</b>				
Product development has been initiated.	<b>5</b>	<b>5</b>		
A prototype is available and has been tested.	<b>5</b>	<b>5</b>		
A company has been established.	<b>5</b>	<b>5</b>		
A patent application has been filed or granted.	<b>5</b>	<b>4</b>		
The commercialization strategy is logical and feasible.	<b>5</b>	<b>4</b>		
The management team has the expertise to execute the commercialization plan.	<b>5</b>	<b>3</b>		
<b>Sub-Total</b>	<b>30</b>	<b>26</b>		
<b>Impact of Technology Commercialization Grant (20 Points)</b>				
\$15,000 will make a substantial difference to the project.	<b>10</b>	<b>7</b>		
Local publicity will help the company significantly.	<b>5</b>	<b>4</b>		

The company will foster economic development (job creation) in Leon County	5	3	
Sub-Total	20	14	
<b>Image and "Gut Feel" (20 Points)</b>			
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	3	
I want to invest in this business.	5	0	
Sub-Total	20	11	
<b>TOTAL POINTS (Max = 100)</b>	<b>100</b>	<b>67</b>	
<b>Additional Comments</b>			

<b>Leon County Research and Development Authority</b>  <b>2014 Technology Commercialization Grant</b>  <b>Judge: 2</b>  <b>Team: BUC</b>		<b>10 Point Scale</b>	<b>5 Point Scale</b>	
	<b>Outstanding</b>	<b>9 to 10</b>	<b>5</b>	
	<b>Excellent</b>	<b>7 to 8</b>	<b>4</b>	
	<b>Very Good</b>	<b>5 to 6</b>	<b>3</b>	
	<b>Fair</b>	<b>3 to 4</b>	<b>2</b>	
	<b>Deficient</b>	<b>1 to 2</b>	<b>1</b>	
	<b>Fails</b>	<b>0</b>	<b>0</b>	
<b>Judging Criteria</b>	<b>MAX SCORE</b>	<b>SCORE</b>	<b>Questions/Feedback for Applicants</b>	
<b>Innovative Quality (30 Points)</b>				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	<b>10</b>	<b>8</b>	BUC Technologies has developed internet-based software modules for teaching sustainable energy and environmental conservation at the K-12 level. The company has identified and is attempting to capitalize on a niche within e-learning market. According to their price comparison for of similar educational products, their module does not offer significant savings and in some cases is more expensive.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	<b>10</b>	<b>8</b>		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	<b>10</b>	<b>5</b>	The competitors listed by the applicant appear to have products that operate in a similar manner and also tout interactive components that help with student retention as a selling point. From a technology standpoint, the delivery of e-learning through the internet does not seem to be unique. Brainpop, for example, appears to allow users to download some of their products from their website or through the iTunes App Store, so that they can be accessed on tablets, computers, or mobile devices. The applicant has successfully demonstrated the uniqueness of the product in terms of the subject matter (sustainable	

			energy).
<b>Sub-Total</b>	<b>30</b>	<b>21</b>	
<b>Commercialization Plan (30 Points)</b>			
Product development has been initiated.	5	5	The applicant has successfully navigated through the first two phases of their business development plan schedule as outlined in Table 2.
A prototype is available and has been tested.	5	5	The BUC Technologies module is currently being used by teachers in four school districts throughout the Florida panhandle.
A company has been established.	5	5	
A patent application has been filed or granted.	5	1	No patents have been discussed in the application. The applicant makes mention of copyrights, but not patents. If patents are not required, it would be useful for the applicant to demonstrate how their IP would be protected, especially in a niche market.
The commercialization strategy is logical and feasible.	5	4	
The management team has the expertise to execute the commercialization plan.	5	5	
<b>Sub-Total</b>	<b>30</b>	<b>25</b>	
<b>Impact of Technology Commercialization Grant (20 Points)</b>			
\$15,000 will make a substantial difference to the project.	10	10	The applicant has stated that \$15,000 would go towards purchasing additional software, rent, and legal services. Accomplishing these goals could potentially lead to larger investments from angel funds.
Local publicity will help the company significantly.	5	5	Given the company's interaction with school districts, it is clear that local publicity would help the applicant.
The company will foster economic development (job creation) in Leon County	5	3	The creation of four jobs by 2016 is predicted, which is certainly good for Leon County.
Sub-Total	<b>20</b>	<b>18</b>	
<b>Image and "Gut Feel" (20 Points)</b>			
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	2	By year three the company projects \$400,000 in

			sales that will result in \$80,000 in profit. A five-year projection would have been more useful to demonstrate if a larger return on investment will be realized beyond year 3.
<b>Sub-Total</b>	<b>20</b>	<b>14</b>	
<b>TOTAL POINTS (Max = 100)</b>	<b>100</b>	<b>78</b>	
<b>Additional Comments</b>			

<b>Leon County Research and Development Authority</b>  <b>2014 Technology Commercialization Grant</b>  <b>Judge: 3</b>  <b>Team: BUC</b>		<b>10 Point Scale</b>	<b>5 Point Scale</b>	
	<b>Outstanding</b>	<b>9 to 10</b>	<b>5</b>	
	<b>Excellent</b>	<b>7 to 8</b>	<b>4</b>	
	<b>Very Good</b>	<b>5 to 6</b>	<b>3</b>	
	<b>Fair</b>	<b>3 to 4</b>	<b>2</b>	
	<b>Deficient</b>	<b>1 to 2</b>	<b>1</b>	
	<b>Fails</b>	<b>0</b>	<b>0</b>	
<b>Judging Criteria</b>	<b>MAX SCORE</b>	<b>SCORE</b>	<b>Questions/Feedback for Applicants</b>	
<b>Innovative Quality (30 Points)</b>				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	<b>10</b>	<b>0</b>		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	<b>10</b>	<b>0</b>		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	<b>10</b>	<b>0</b>		
<b>Sub-Total</b>	<b>30</b>	<b>0</b>		
<b>Commercialization Plan (30 Points)</b>				
Product development has been initiated.	<b>5</b>	<b>0</b>		
A prototype is available and has been tested.	<b>5</b>	<b>0</b>		
A company has been established.	<b>5</b>	<b>0</b>		
A patent application has been filed or granted.	<b>5</b>	<b>0</b>		
The commercialization strategy is logical and feasible.	<b>5</b>	<b>0</b>		
The management team has the expertise to execute the commercialization plan.	<b>5</b>	<b>0</b>		
<b>Sub-Total</b>	<b>30</b>	<b>0</b>		
<b>Impact of Technology Commercialization Grant (20 Points)</b>				
\$15,000 will make a substantial difference to the project.	<b>10</b>	<b>0</b>		
Local publicity will help the company significantly.	<b>5</b>	<b>0</b>		

The company will foster economic development (job creation) in Leon County	5	0	
Sub-Total	20	0	
<b>Image and "Gut Feel" (20 Points)</b>			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	0	
The whole project "feels" good.	5	0	
I want to invest in this business.	5	0	
<b>Sub-Total</b>	20	0	
<b>TOTAL POINTS (Max = 100)</b>	100	0	
<b>Additional Comments</b>			Did not score because Company is a current loan client of my organization. (Not included in score average)