

Leon County Research and Development Authority 2014 Technology Commercialization Grant Judge: 1 Team: Prometheus		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	7	The product looks cumbersome to carry; how would concealed carry permits be affected?	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	10	Clearly the events of the day show significant opportunity	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	9	Interesting dual use concept	
Sub-Total	30	26		
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 management team has the expertise to execute the commercialization plan.	5	4	Great list; how involved are they, and any channel sales and marketing experience to know how to access sales/distribution channels?	
Sub-Total	30	28		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	8		

Local publicity will help the company significantly.	5	4	
The company will foster economic development (job creation) in Leon County	5	5	
Sub-Total	20	17	
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	7	Concerned about supporting weapon development, but can support the value of less lethal weapons
The whole project "feels" good.	5	3	Need leadership/CEO commitment
I want to invest in this business.	5	3	Low price/first to market strategy is hard to defend in the long run; will definitely need to continue to out innovate the big boys
Sub-Total	20	13	
TOTAL POINTS (Max = 100)	100	84	
Additional Comments			

Leon County Research and Development Authority 2014 Technology Commercialization Grant Judge: 2 Team: Prometheus		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	7	The WASP launches a HMLV projectile which the company has identified as being more versatile and effective than other impact munitions. Cost, compared to competing products, is not discussed.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	8		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	8		
Sub-Total	30	23		
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	2	Some strategic relationships have been created. Input from a large potential customer, law enforcement, has unfortunately not yet been obtained. It will be interesting to know if this product would appeal to them given the increased scrutiny police now face and the increased numbers of officer involved shootings. The company's predicted revenue growth, from	

			\$0 in 2014 to \$346,000 in 2015 seems ambitious, especially with a head count of only 1 full time employee.
The management team has the expertise to execute the commercialization plan.	5	2	The applicant states that he does not have the skill sets needed to operate the company. While steps have been taken to identify other individuals better suited to handle the task, the current team would need commitments from these prospects in order to effectively executing the commercialization plan.
Sub-Total	30	24	
Impact of Technology Commercialization Grant (20 Points)			
\$15,000 will make a substantial difference to the project.	10	7	The applicant has identified several areas in which the funds would be used, though it's not clear if the \$15,000 will be enough to fully cover these costs. A more detailed distribution of the funds would be helpful.
Local publicity will help the company significantly.	5	5	The company is targeting 'mom and pops' stores as well as local law enforcement, thus local publicity would be beneficial to this cause.
The company will foster economic development (job creation) in Leon County	5	2	Over a 5 year period, even with projected revenue of 1.8M, the company only proposes an increase in head count from 1 to 3 individuals. Wouldn't more employees be required to support increased manufacturing, sales, shipping, testing, etc?
Sub-Total	20	14	
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	This is quite clearly a technological advancement that could benefit society
The whole project "feels" good.	5	3	Uncertainty regarding who will run/lead the company through this commercialization effort is problematic.
I want to invest in this business.	5	2	It would be difficult to invest in a company without knowing specifically who would be guiding it through such a crucial period. This should be addressed as soon as possible.
Sub-Total	20	15	
TOTAL POINTS (Max = 100)	100	76	

Additional Comments			
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Leon County Research and Development Authority 2014 Technology Commercialization Grant Judge: 3 Team: Prometheus		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	8		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	7		
Sub-Total	30	25		
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 management team has the expertise to execute the commercialization plan.	5	2		
Sub-Total	30	26		
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	3		

The company will foster economic development (job creation) in Leon County	5	4	
Sub-Total	20	17	
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	3	
Sub-Total	20	15	
TOTAL POINTS (Max = 100)	100	83	
Additional Comments			Excellent alternative to stun guns. Need to solidify management team.