

Leon County R&D Authority  
 2014 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>	
<b>Team #:</b>	3
<b>Team Name:</b>	General Capacitor

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b>	1 to 10	8
	Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)		
2	<b>Elevator Pitch Content:</b>	1 to 10	8
	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 - Did not discuss Financials that make sense That the grant will help move the company forward		
3	<b>Question and Answer Period:</b>	1 to 10	9
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	<b>Bottom Line:</b>	1 to 10	8
	The elevator pitch generated interest in learning more as a potential investor.		
<b>Comments/Questions:</b>		<b>Total</b>	<b>33</b>

Concern over product lasting too long - meaning return customers will be too infrequent. Need to focus on expanding market share.  
 Down the line, ensure you have a secondary/complimentary product to introduce for long term viability of the Company

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Team #:	3
Team Name:	General Capacitor

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 - bit rushed at the end 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 ✓ <i>comparison with competitors was informative</i> 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
3	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions ✓ Provide reasonable answers ✓ Maintain poise ✓ Inspire confidence ✓	1 to 10	5
4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor. ✓	1 to 10	5
Comments/Questions:		Total	24

*Will you be able to keep growing*  
*Will you expand beyond transportation? ≈ 40% of 2012 market*  
*Consumer electronics ≈ 30% of 2012 market*

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	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	<b>Bottom Line:</b>	1 to 10	8
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<b>Comments/Questions:</b>		<b>Total</b>	36

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3	<b>Question and Answer Period:</b>	1 to 10	8
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	<b>Bottom Line:</b>	1 to 10	10
	The elevator pitch generated interest in learning more as a potential investor.		
		<b>Total</b>	<b>37</b>

Comments/Questions:

*less weight, less volume*

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	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	<b>Bottom Line:</b>	1 to 10	9
	The elevator pitch generated interest in learning more as a potential investor.		
<b>Comments/Questions:</b>		<b>Total</b>	33