

Leon County R&D Authority

2014 Elevator Pitch Night

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:	
Team #:	5
Team Name:	ReclaimRx

Please record one score per category		Scale	Score
1	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint) <i>NO</i>	1 to 10	6
2	Elevator Pitch Content: How well did the content in the pitch convey: A "hook" that grabbed my attention The nature of the problem <i>GOOD</i> A unique solution <i>Σ</i> The right team A realistic market opportunity A clear & realistic business model An understanding of the barriers to entry <i>GOOD</i> Financials that make sense That the grant will help move the company forward	1 to 10	7
3	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence <i>MORE PASSION NEEDED</i> <i>COULD BE BETTER</i>	1 to 10	8
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	6
		Total	27

Comments/Questions:

Presentation was over the head of someone like me who does not understand chemistry/medical too well
 Focus on problem, solution & how the company would use the money would be better.

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Please record one score per category		Scale	Score
1	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	10
	<i>As a pharmacologist I could really appreciate your comparison with the "work" I worked with the laptop & keyboard</i>		
2	Elevator Pitch Content: 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	9
3	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	9
	<i>translating for the audience great!</i>		
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
Comments/Questions:		Total	37

Great opportunity for research labs especially for basic research, great potential also for penetration for pharmaceutical companies. Thanks really great presentation

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Team #:	5
Team Name:	ReclaimRx

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1	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	9
2	Elevator Pitch Content: 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
3	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	7
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	7
Comments/Questions:		Total	31

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Team #:	5
Team Name:	ReclaimRx

Please record one score per category		Scale	Score
1	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	10
2	Elevator Pitch Content: 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	10
3	Question and Answer Period: How well did the presenter: Understand the questions ✓ Provide reasonable answers Maintain poise Inspire confidence	1 to 10	9/10
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	10
Comments/Questions:		Total	40

Loved the Science and Product

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Judges Name:	
Team #:	5
Team Name:	ReclaimRx

Please record one score per category		Scale	Score
1	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	8
	2	Elevator Pitch Content: 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
3		Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10
	4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10
Comments/Questions:		Total	30