

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 #:	1
Team Name:	Specialized Crystal Processing

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	7
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
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	9
		Total	34

Comments/Questions:

A lot of highly technical/chemical information in the presentation that may be "white noise" to a potential investor. Great answers and clarity during Q+A session.

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1	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct 7 Clear 6 Confident 7 Knowledgeable 7 On time 9 Easy to follow (PowerPoint) 7 43	1 to 10	7
	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
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	7
		Total	29

Comments/Questions:

Is the customer the levels of quality control by one customer.

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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	6
	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	8
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	5
Comments/Questions:		Total	27

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Team #:	1
Team Name:	Specialized Crystal Processing

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
	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 ? <i>Russia</i> 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	6
3	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise ✓ Inspire confidence ✓	1 to 10	8
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	7
		Total	29

Comments/Questions:

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	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	31