

Innovation Park
 2016 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:	[REDACTED]
Team #:	1
Team Name:	Efficient Systems (Bicycle Capital)

Please record one score per category		Scale	Score
2	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	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	7
	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
Comments/Questions:		Total	29

Good presentation, great slide deck that conveyed a lot of information in a succinct ~~info~~ fashion. Would like to have heard more about underlying assumptions that drive profits.

Leon County R&D Authority

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Team #:	1
Team Name:	Efficient Systems (Bicycle Capital)

Please record one score per category		Scale	Score
2	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 ✓ 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
	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	8
	Comments/Questions:	Total	32

1) Would it be possible to get some manufacturers to TLH?
 2) If your project in 2018 ebike sharing services, are you going to employ sales personnel in TLH? at 2.5M income

Bicycle Capital

Leon County R&D Authority

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Team #:	1
Team Name:	Efficient Systems (Bicycle Capital)

Please record one score per category		Scale	Score
2	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 <i>NO</i> 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
	Question and Answer Period: How well did the presenter: Understand the questions ✓ <i>diff. of product</i> 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	30

Comments/Questions:

- Cost of Mfg
- Any sales, how much?
- Why TLH?

MAXIMO

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Excellent	7 to 8
Very Good	5 to 6
Fair	3 to 4
Deficient	1 to 2

Judges Name:	[REDACTED]
Team #:	1
Team Name:	Efficient Systems (Bicycle Capital)

Please record one score per category		Scale	Score
2	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	7
	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	6
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
Comments/Questions:		Total	27

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Judges Name:	[REDACTED]
Team #:	1
Team Name:	Efficient Systems (Bicycle Capital)

Please record one score per category		Scale	Score
2	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	4
	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	4
	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	2
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	3
Comments/Questions:		Total	13

• Business model unclear
 • ~~Market~~ Market research - need more!