

Leon County R&D Authority

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 #:	4
Team Name:	PointCatcher

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

Very Impactful technology - presentation conveyed the benefits of the technology ~~and~~ and made the case for case of implementation.

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	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
Comments/Questions:		Total	26

• In the Business Plan a specified financial budget was missing
 • Focus on P-cards, but no changes yet for the A-Launched businesses might not seem the most logical step to spend the grant on.

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	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	10
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	10
Comments/Questions:		Total	35

Help people put products on Amazon
 Talk to Will @ Captive Eyes
 Revenue model? → How many customers needed to make a profit?
 Working product → Yes

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	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	5
	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	6
		Total	25

Comments/Questions:

-Did not address Competition or threats!

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Please record one score per category		Scale	Score
1	Elevator Pitch Delivery:	1 to 10	9
	Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)		
2	Elevator Pitch Content:	1 to 10	9
	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		
3	Question and Answer Period:	1 to 10	8
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	Bottom Line:	1 to 10	8
	The elevator pitch generated interest in learning more as a potential investor.		
		Total	34

Comments/Questions: