

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 1 Team: Conmart		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	5	Offers the same service as competitors and the USP has not been developed	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	3		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	3		
Sub-Total	30	11		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	3		
A prototype is available and has been tested.	5	2		
A company has been established.	5	2		
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	1		
The management team has the expertise to execute the commercialization plan.	5	2		
Sub-Total	30	10		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	3		
Local publicity will help the company significantly.	5	2		

The company will foster economic development (job creation) in Leon County	5	2	
Sub-Total	20	7	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	5	
The whole project "feels" good.	5	2	
I want to invest in this business.	5	0	
Sub-Total	20	7	
TOTAL POINTS (Max = 100)	100	35	
Additional Comments			

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 2 Team: Conmart		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	1	Upwork (Elance, odesk) is a huge competitor!!!	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	4	http://www.saintilusconsulting.com/	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	1		
Sub-Total	30	6		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	1	unknown	
A prototype is available and has been tested.	5	1		
A company has been established.	5	3		
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	3		
The management team has the expertise to execute the commercialization plan.	5	0	unknown	
Sub-Total	30	8		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	9		
Local publicity will help the company significantly.	5	4		

The company will foster economic development (job creation) in Leon County	5	5	
Sub-Total	20	18	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	9	
The whole project "feels" good.	5	4	
I want to invest in this business.	5	3	
Sub-Total	20	16	
TOTAL POINTS (Max = 100)	100	48	
Additional Comments			No website!!! You have 11 part time employees working for free? The name sounds like you are selling Cons (bad)

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 3 Team: Conmart		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	3		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	4	Agree that consulting and contract work is a large and growing marketplace.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	4	Cost to development the platform?	
Sub-Total	30	11		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	1		
A prototype is available and has been tested.	5	0		
A company has been established.	5	0		
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	3	100% internet distribution is a positive	
The management team has the expertise to execute the commercialization plan.	5	2		
Sub-Total	30	6		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	8		
Local publicity will help the company significantly.	5	2	Needs national marketing plan	

The company will foster economic development (job creation) in Leon County	5	3	
Sub-Total	20	13	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	2	
The whole project "feels" good.	5	3	
I want to invest in this business.	5	0	
Sub-Total	20	5	
TOTAL POINTS (Max = 100)	100	35	
Additional Comments			

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 4 Team: Conmart		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	6		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	5	It may help to better define both the targeted potential clients and consultants. Focus seems to be on "strategic consulting". What industries, company sizes , etc.?	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	4	Not clearly articulated in the application.	
Sub-Total	30	15		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	2	Seems to be primarily in conceptual phase of development.	
A prototype is available and has been tested.	5	0		
A company has been established.	5	1	A support team seems to be in place.	
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	2		
The management team has the expertise to execute the commercialization plan.	5	2	The team would benefit from having talent with experience in early stage venture capital and taking a product to market - monetizing a potentially good concept.	
Sub-Total	30	7		
Impact of Technology Commercialization Grant (20 Points)				

\$15,000 will make a substantial difference to the project.	10	5	Only very general outline for use of funds was provided.
Local publicity will help the company significantly.	5	3	This concept seems to target a global market, more so than a local market. Certainly, Tallahassee could serve as a pilot site.
The company will foster economic development (job creation) in Leon County	5	2	Nominal local job creation in the immediate near future.
Sub-Total	20	10	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	7	
The whole project "feels" good.	5	3	Target market (clients/users) need to be better defined.
I want to invest in this business.	5	0	
Sub-Total	20	10	
TOTAL POINTS (Max = 100)	100	42	
Additional Comments			An inexpensive next step could be to conduct multiple focus groups with both potential users/clients and consultants in an effort to get more granular information or data on how to market this resource.

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 5 Team: Conmart		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	2	The applicant lists competitors, such as HourlyNerd, which has reportedly raised over 11M in venture funding and has a mature product and site. The applicant states that Conmart's automated matching system is a superior service to their competitor, but t	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	8		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	8	Producing "business-to-consultant match results faster than a Google search" would likely be disruptive within this industry.	
Sub-Total	30	18		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	2	Funds from the grant would be used to aid in product development	
A prototype is available and has been tested.	5	1	The website is under construction	
A company has been established.	5	3	Conmart is currently a sub-section of its parent company	
A patent application has been filed or granted.	5	1		
The commercialization strategy is logical and feasible.	5	3		
The management team has the expertise to execute the commercialization plan.	5	3	Conmart is seeking a Top Class Consultant that can head the consulting end of the business.	

Sub-Total	30	13	
Impact of Technology Commercialization Grant (20 Points)			
\$15,000 will make a substantial difference to the project.	10	10	
Local publicity will help the company significantly.	5	5	
The company will foster economic development (job creation) in Leon County	5	1	No future headcount or financial projections were provided
Sub-Total	20	16	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	7	
The whole project "feels" good.	5	3	
I want to invest in this business.	5	2	
Sub-Total	20	12	
TOTAL POINTS (Max = 100)	100	59	
Additional Comments			