

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 1 Team: Bicycle		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	7		
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	7		
Sub-Total	30	22		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	5		
A company has been established.	5	5		
A patent application has been filed or granted.	5	3	Not sure if the patent has been received. They reference licensing.	
The commercialization strategy is logical and feasible.	5	3		
The management team has the expertise to execute the commercialization plan.	5	4		
Sub-Total	30	25		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	6	\$13k will be used to develop the data collectors	
Local publicity will help the company significantly.	5	3		

The company will foster economic development (job creation) in Leon County	5	3	
Sub-Total	20	12	
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	8	
The whole project "feels" good.	5	3	
I want to invest in this business.	5	2	
Sub-Total	20	13	
TOTAL POINTS (Max = 100)	100	72	
Additional Comments			

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 2 Team: Bicycle		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	4		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	6		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	6		
Sub-Total	30	16		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	4		
A company has been established.	5	4		
A patent application has been filed or granted.	5	0		what part of this idea is patentable?
The commercialization strategy is logical and feasible.	5	5		
The management team has the expertise to execute the commercialization plan.	5	0		unknown track record of selling to city/county governments
Sub-Total	30	18		
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	3		

The company will foster economic development (job creation) in Leon County	5	5	
Sub-Total	20	17	
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	10	
The whole project "feels" good.	5	5	where is the crowd funding site for this project?
I want to invest in this business.	5	5	if they make a larger bike (with larger wheels)
Sub-Total	20	20	
TOTAL POINTS (Max = 100)	100	71	
Additional Comments			The Sondors ebike looks like a larger bike, yet sells for \$200 less?

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 3 Team: Bicycle		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	4	Developing transportation plans for businesses and organizations is a differentiator; however, many competitors exist and are further along.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	6	Efficient transportation in dense urban areas is a large and growing problem.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	6	Large CapEx; Need further clarification on revenue model?	
Sub-Total	30	16		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	3		
A prototype is available and has been tested.	5	3		
A company has been established.	5	5		
A patent application has been filed or granted.	5	0	Did not see where they have IP?	
The commercialization strategy is logical and feasible.	5	3		
The management team has the expertise to execute the commercialization plan.	5	3	Needs senior leadership	
Sub-Total	30	17		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	3	It would allow further development of the sensor device.	

Local publicity will help the company significantly.	5	5	
The company will foster economic development (job creation) in Leon County	5	3	
Sub-Total	20	11	
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	4	
The whole project "feels" good.	5	3	
I want to invest in this business.	5	2	
Sub-Total	20	9	
TOTAL POINTS (Max = 100)	100	53	
Additional Comments			Unclear on whether they are manufacturing a product or providing a technology-enabled service???

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 4 Team: Bicycle		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	7	Distinctive competitive advantage not fully addressed. Retail storefront v. internet sales.	
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	9	Significant benefits for urban markets or highly populated centers (e.g., college campuses and downtowns)	
Sub-Total	30	24		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	4		
A prototype is available and has been tested.	5	3	The eBike technology is still being integrated into the actual bike.	
A company has been established.	5	5	Very good background of key team members	
A patent application has been filed or granted.	5	1	Don't recall seeing this information in the application	
The commercialization strategy is logical and feasible.	5	3	Very logical. Feasibility may be a challenge; in particular the bike sharing services in new markets.	
The management team has the expertise to execute the commercialization plan.	5	4	It might be beneficial to have a team member or owner with recent experience in early stage venture capital	
Sub-Total	30	20		

Impact of Technology Commercialization Grant (20 Points)			
\$15,000 will make a substantial difference to the project.	10	7	Certainly help with the R&D on the technology component. Likely will require significantly more capital for manufacturing, marketing, etc.
Local publicity will help the company significantly.	5	5	
The company will foster economic development (job creation) in Leon County	5	2	The majority of the capital is likely to be spent with non-domestic manufacturers.
Sub-Total	20	14	
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 tech application and integration with the eBike would greatly enhance this mode of transportation.
The whole project "feels" good.	5	4	Personal fitness/health, savings on energy, clean product, etc.
I want to invest in this business.	5	3	Would need significantly more data on the hypotheticals and projections.
Sub-Total	20	16	
TOTAL POINTS (Max = 100)	100	74	
Additional Comments			

Leon County Research and Development Authority 2016 Technology Commercialization Grant Judge: 5 Team: Bicycle		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	8	The team has introduced a product (eBike) and a service (eBike sharing). Competitive advantages for the eBike include induction charging and tracking, while the eBike sharing platform has no identifiable competition in the US and would be first to market	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	9	The growing market has been clearly identified by the applicant and centers around solving transportation issues in urbanly dense cities or those lacking efficient parking options.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	9	The eBike data collectors will be developed using grant funds and could provide information not only to the users themselves but to government agencies and businesses. The concept of the eBikesharing solution is clearly outlined and with the potential to	
Sub-Total	30	26		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	4	The eBikes are available and the eBikesharing pilot program is underway at Domi. Development of the new data collectors is not yet completed.	
A company has been established.	5	5		
A patent application has been filed or granted.	5	2	Technology that would warrant a patent is still in	

			the development phase and not yet completed (production complete Mid 2016).
The commercialization strategy is logical and feasible.	5	5	
The management team has the expertise to execute the commercialization plan.	5	5	
Sub-Total	30	26	
Impact of Technology Commercialization Grant (20 Points)			
\$15,000 will make a substantial difference to the project.	10	10	The applicant has clearly stated what the funds would be used for and how it will help the company design and implement a data collector and integration of a wireless charging station.
Local publicity will help the company significantly.	5	5	
The company will foster economic development (job creation) in Leon County	5	5	
Sub-Total	20	20	
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	10	
The whole project "feels" good.	5	5	
I want to invest in this business.	5	4	
Sub-Total	20	19	
TOTAL POINTS (Max = 100)	100	91	
Additional Comments			This application may have been better served focusing on either the induction/tracking systems for the eBike or the eBikesharing program rather than both.