

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 1 Team: NhuEnergy		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	Very little background given on existing competitors and how they differentiate themselves.	
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	10		
Sub-Total	30	20		
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	5		
The commercialization strategy is logical and feasible.	5	3	Missing financial information	
The management team has the expertise to execute the commercialization plan.	5	3	I would like to see an industry veteran with sales contacts for their potential clients.	
Sub-Total	30	26		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	0	It looks like they need to raise \$10MM, so \$15K isn't very much.	

Local publicity will help the company significantly.	5	0	Their audience is not local
The company will foster economic development (job creation) in Leon County	5	3	Not clear if the jobs created will be located locally
Sub-Total	20	3	
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	0	No proforma to evaluate ROI and credibility of their plan.
Sub-Total	20	15	
TOTAL POINTS (Max = 100)	100	64	
Additional Comments			

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 2 Team: NhuEnergy		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 problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	9		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	9		
Sub-Total	30	26		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	4		
A prototype is available and has been tested.	5	4		
A company has been established.	5	5		
A patent application has been filed or granted.	5	4		
The commercialization strategy is logical and feasible.	5	4		
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	5		
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	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 whole project "feels" good.	5	4	
I want to invest in this business.	5	4	
Sub-Total	20	17	
TOTAL POINTS (Max = 100)	100	82	
Additional Comments			This is a strong applicant. There are elements of risk however the potential rewards could be very significant. The worldwide market sector is massive and the technology is an extension of intellectual property developed through grant research. Moving forward the company will need to continue to secure it's rights to IP – including the "assignment of rights" and any additional IP created through it's research partners and agencies. There are many details missing from the financial projections – including the use of proceeds for the \$1M in seed funding as well as the reference to a \$10M Angel or "A" round of funding. This technology commercialization fits the mission of the Authority quite well.

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 3 Team: NhuEnergy		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	Lots of competition, but strong team and partners	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	9	Fast growing market	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	8	If they can develop and refine the system, there is a huge market	
Sub-Total	30	24		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	2		
A prototype is available and has been tested.	5	2	Charge-Bliss project is promising start	
A company has been established.	5	3		
A patent application has been filed or granted.	5	4		
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	18		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	6	They are funded, but this is good PR	
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	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	10	Seems like an ideal fit
The whole project "feels" good.	5	5	
I want to invest in this business.	5	3	
Sub-Total	20	18	
TOTAL POINTS (Max = 100)	100	76	
Additional Comments			This company has a lot of momentum behind it. If they can refine the software aspect, it could really take off

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 4 Team: NhuEnergy		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	I wonder who are the other competitors and how the team's solution compares. No evidence of cost data or feature data. Has potential.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	7	I wonder who cares about this in the team's market. Examples were provided, however, its not specific to anyone in particular.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	10	real-time situational awareness, intelligence, control, and prediction capabilities are very risky but also highly disruptive if implemented	
Sub-Total	30	22		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5	Have tested with California Energy Commission	
A prototype is available and has been tested.	5	3	I did not see any evidence, but there is potential from the partnerships	
A company has been established.	5	5		
A patent application has been filed or granted.	5	5		
The commercialization strategy is logical and feasible.	5	4		
The management team has the expertise to execute the commercialization plan.	5	3	I wonder who on the team has business experience in the markets the team is commercializing solution into.	
Sub-Total	30	25		
Impact of Technology Commercialization Grant (20 Points)				

\$15,000 will make a substantial difference to the project.	10	7	No evidence of this in the plan.
Local publicity will help the company significantly.	5	3	No evidence of this in the plan.
The company will foster economic development (job creation) in Leon County	5	5	Company has hired employees in Leon County
Sub-Total	20	15	
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	4	
I want to invest in this business.	5	3	
Sub-Total	20	17	
TOTAL POINTS (Max = 100)	100	79	
Additional Comments			

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 5 Team: NhuEnergy		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	A visual aid would be helpful	
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	21		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
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	3		
The commercialization strategy is logical and feasible.	5	3		
The management team has the expertise to execute the commercialization plan.	5	5		
Sub-Total	30	24		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	0	Don't see how \$15k makes a difference when nearly \$3M has been raised	
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	4	
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	0	
Sub-Total	20	11	
TOTAL POINTS (Max = 100)	100	60	
Additional Comments			