

Leon County R&D Authority

2018 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: | 1 [REDACTED] |
| Team #: | 5 |
| Team Name: | WeatherTiger |

| Please record one score per category | | Scale | Score |
|--------------------------------------|---|--------------|-------|
| 1 | Elevator Pitch Delivery: Was the delivery of the pitch: 1 Succinct 2 2 Clear - 3 Confident 2 4 Knowledgeable 2 5 On time - 6 Easy to follow (PowerPoint) | 1 to 10 | 7 |
| | Elevator Pitch Content: How well did the content in the pitch convey: 1 A "hook" that grabbed my attention 0 2 The nature of the problem 1 3 A unique solution 0 4 The right team 1 5 A realistic market opportunity 1 6 A clear & realistic business model 7 An understanding of the barriers to entry 8 Financials that make sense 9 That the grant will help move the company forward 0 | 1 to 10 | 6 |
| 3 | Question and Answer Period: How well did the presenter: 1 Understand the questions 2 2 Provide reasonable answers 1 3 Maintain poise 2 4 Inspire confidence 1 | 1 to 10 | 6 |
| | Bottom Line: 1 The elevator pitch generated interest in learning more as a potential investor. | 1 to 10 | 3 |
| | | Total | 22 |

Comments/Questions:

How is an investor expected to make money on their investment

Leon County R&D Authority

2018 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: | 2. [REDACTED] |
| Team #: | 5 |
| Team Name: | WeatherTiger |

| Please record one score per category | | Scale | Score |
|--------------------------------------|---|--------------|------------|
| 1 | Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint) | 1 to 10 | 6 |
| | | | [REDACTED] |
| 2 | 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 | 6 |
| | | | [REDACTED] |
| 3 | Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence | 1 to 10 | 5 |
| | | | [REDACTED] |
| 4 | Bottom Line: The elevator pitch generated interest in learning more as a potential investor. | 1 to 10 | 3 |
| | | | [REDACTED] |
| Comments/Questions: | | Total | 20 |

Leon County R&D Authority

2018 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: | 3- [REDACTED] |
| Team #: | 5 |
| Team Name: | WeatherTiger |

| Please record one score per category | | Scale | Score |
|--------------------------------------|--|---------|------------|
| 1 | Elevator Pitch Delivery: Was the delivery of the pitch: Succinct ✓ Clear ✓ Confident ✓ Knowledgeable ✓ On time ✗ Easy to follow (PowerPoint) ✓ | 1 to 10 | 7 |
| | | | [REDACTED] |
| 2 | 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 | 6 |
| | | | [REDACTED] |
| 3 | Question and Answer Period: How well did the presenter: Understand the questions ✓ Provide reasonable answers ✓ Maintain poise ✓ Inspire confidence ✓ | 1 to 10 | 7 |
| | | | [REDACTED] |
| 4 | Bottom Line: The elevator pitch generated interest in learning more as a potential investor. | 1 to 10 | 6 |
| | | | [REDACTED] |
| Comments/Questions: | | Total | 25 |

Strong Team
 Could explain competitive advantage better

Leon County R&D Authority

2018 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: | 4 [REDACTED] |
| Team #: | 5 |
| Team Name: | WeatherTiger |

| Please record one score per category | | Scale | Score |
|--------------------------------------|---|--------------|-------|
| 1 | 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 |
| 3 | 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 |
| | | Total | 31 |

Comments/Questions:

Market opportunity → 200 entities spending 100-500K on solutions.
 "why aren't companies spending at least 100k with them? They are only spending 15k? Liked how company was able to quantify market opportunity from bottom up approach."

Leon County R&D Authority

2018 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: | 5- [REDACTED] |
| Team #: | 5 |
| Team Name: | WeatherTiger |

| Please record one score per category | | Scale | Score |
|--------------------------------------|--|--------------|-----------|
| 1 | Elevator Pitch Delivery: Was the delivery of the pitch: Succinct ✓ Clear ✓ Confident ✓ Knowledgeable ✓ On time - NO 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 Y | 1 to 10 | 6 |
| 2 | 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 | 7 |
| | | Total | 31 |

Comments/Questions:

Profit seems low for 2018 and even the forecast for 2019 = \$30K hardly enough to continue the growth necessary to prevent competitors from entry. Great presentation & knowledgeable presenter/inventor. Large cash infusion needed to scale up.