

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 #:	1
Team Name:	Diatech

Please record one score per category		Scale	Score
	Elevator Pitch Delivery:	1 to 10	10
	Was the delivery of the pitch: + 1 Succinct 2 + 2 Clear 2 3 Confident 1 + 4 Knowledgeable 2 5 On time 1 + 6 Easy to follow (PowerPoint) 2		
2	Elevator Pitch Content:	1 to 10	6
	How well did the content in the pitch convey: 1 A "hook" that grabbed my attention 1 2 The nature of the problem 1 3 A unique solution 1 4 The right team 0 5 A realistic market opportunity 1 6 A clear & realistic business model 1 7 An understanding of the barriers to entry 0 8 Financials that make sense 0 + 9 That the grant will help move the company forward 1		
	Question and Answer Period:	1 to 10	7
	How well did the presenter: 1 Understand the questions 1 + 2 Provide reasonable answers 1 3 Maintain poise 2 + 4 Inspire confidence 3		
4	Bottom Line:	1 to 10	5
	1 The elevator pitch generated interest in learning more as a potential investor.		
Comments/Questions:		Total	28

- Spend less time reviewing the team
 - Spend too much time talking about personal position.

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Judges Name:	2 [REDACTED]
Team #:	1
Team Name:	Diatech

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	9
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	Bottom Line:	1 to 10	9
	The elevator pitch generated interest in learning more as a potential investor.		
Comments/Questions:		Total	36

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Judges Name:	3 [REDACTED]
Team #:	1
Team Name:	Diatech

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	10
	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	9
	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	8
Comments/Questions: Great job!		Total	33

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Judges Name:	4. [REDACTED]
Team #:	1
Team Name:	Diatech

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	9
	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	9
	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	9
	Total		34

Comments/Questions:

Nice prototype. Personal experience with problem. Clinical expert on Advisory Board a huge plus for team. Great presentation. Not clear on market sizing, further validation will help. Overall team is on the right track.

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Judges Name:	5 [REDACTED]
Team #:	1
Team Name:	Diatech

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	10
	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	7
	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	6
	Comments/Questions:	Total	32

Provisional patent. Good cause. Long time to market (2022)
 Good team. SBIR consultation? Very polished young men.