

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 1 Team: Weather		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	6		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	6		
Sub-Total	30	18		
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	0	Not going to pursue IP protection	
The commercialization strategy is logical and feasible.	5	5		
The management team has the expertise to execute the commercialization plan.	5	4	I would like to see a sales person versus relying on organic growth	
Sub-Total	30	24		
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	0	They already have local recognition, but needs to reach a national audience	

The company will foster economic development (job creation) in Leon County	5	5	
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	5	
I want to invest in this business.	5	2	According to the proforma, it doesn't seem like they need investors.
Sub-Total	20	17	
TOTAL POINTS (Max = 100)	100	74	
Additional Comments			

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 2 Team: Weather		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		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	7		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	6		
Sub-Total	30	18		
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	2		
The commercialization strategy is logical and feasible.	5	1		
The management team has the expertise to execute the commercialization plan.	5	1		
Sub-Total	30	17		
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	2		

The company will foster economic development (job creation) in Leon County	5	2	
Sub-Total	20	9	
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	2	
I want to invest in this business.	5	1	
Sub-Total	20	11	
TOTAL POINTS (Max = 100)	100	55	
Additional Comments			The applicant is certainly a weather subject matter expert. The business plan has some structural flaws. The most critical has to do with the revenue model. The collaboration with media partners has generated awareness however; the awareness has not yet yielded significant revenue. There also appear to be some mistakes in the financials listed. It looks like "capital" is listed as an expense item. The revenue projections seem unrealistic given the current performance and pricing models detailed in the application (from \$25K to \$900K+ in three years)

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 3 Team: Weather		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	It's tough to beat value of existing apps. Need to clarify it's uniqueness a bit more	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	7		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	7		
Sub-Total	30	20		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	2	Need more details about the results	
A prototype is available and has been tested.	5	2		
A company has been established.	5	4	Strong team	
A patent application has been filed or granted.	5	2		
The commercialization strategy is logical and feasible.	5	3		
The management team has the expertise to execute the commercialization plan.	5	3		
Sub-Total	30	16		
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	4		

The company will foster economic development (job creation) in Leon County	5	4	
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	
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	69	
Additional Comments			Strong credentials, need more technical details explained

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 4 Team: Weather		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	You mentioned price for various tiers, I wonder how cost compares to competitors.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	7	You mention clients, I wonder how many clients are affected by improved prediction technology.	
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	5		
A company has been established.	5	5		
A patent application has been filed or granted.	5	3	Trade secret as advised by legal counsel; how defensible to competitors	
The commercialization strategy is logical and feasible.	5	3	I wonder how you will leverage partnerships into sales	
The management team has the expertise to execute the commercialization plan.	5	2	I wonder who has business experience on your team.	
Sub-Total	30	23		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	5	I wonder what the \$15K would be used for	

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	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	5	I wonder what the team is commercializing since there is not any IP.
The whole project "feels" good.	5	4	
I want to invest in this business.	5	3	
Sub-Total	20	12	
TOTAL POINTS (Max = 100)	100	69	
Additional Comments			

Leon County Research and Development Authority 2018 Technology Commercialization Grant Judge: 5 Team: Weather		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	8		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	5		
Sub-Total	30	21		
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	0	No patent, but trade secret (I hope this is sufficient)	
The commercialization strategy is logical and feasible.	5	2		
The management team has the expertise to execute the commercialization plan.	5	3		
Sub-Total	30	20		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	7	Self-funded to this point - new hardware will be purchased	
Local publicity will help the company significantly.	5	3		

The company will foster economic development (job creation) in Leon County	5	2	No growth in employees listed on application
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	7	
The whole project "feels" good.	5	4	
I want to invest in this business.	5	1	
Sub-Total	20	12	
TOTAL POINTS (Max = 100)	100	65	
Additional Comments			