

Leon County Research and Development Authority 2019 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	Insufficient tangible information for a more favorable valuation	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	3		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	3		
Sub-Total	30	8		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	2	It appears to have started, but no indication of maturity	
A prototype is available and has been tested.	5	1		
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	2		
The management team has the expertise to execute the commercialization plan.	5	3		
Sub-Total	30	15		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	1		
Local publicity will help the company significantly.	5	1		

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	5	
The whole project "feels" good.	5	2	
I want to invest in this business.	5	0	
Sub-Total	20	7	
TOTAL POINTS (Max = 100)	100	34	
Additional Comments			

Leon County Research and Development Authority 2019 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	6	There was a clear reference to a growing number of competitors in the field, though it does seem that this group has put together something distinct, it's just hard to tell how distinct without knowing more about this niche market.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	10	The market potential here is huge, given the significant focus on energy disruption. There are a number of companies and whole cities making energy commitments that will require products like these for successful implementation.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	8	I think the idea behind this product is very smart, meeting the demand for the next 20-30 years of those making changes in their energy sources. If it works as expected, it could save a lot of money and time in implementation. As with all companies, initial sales and commercialization will be one of the biggest challenges.	
Sub-Total	30	24		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	4	I believe I read correctly that some of the technology has been deployed with a California hospital.	

A company has been established.	5	5	
A patent application has been filed or granted.	5	4	Patent-pending and potential IP swap being pursued.
The commercialization strategy is logical and feasible.	5	3	Strategically I think this made sense though could have been spelled out more. From a high-level, the category of customers makes sense but there are some questions remaining on how it will be accomplished. I would hope that the existing relationship with the Department of Energy would help.
The management team has the expertise to execute the commercialization plan.	5	5	I was impressed that Mr. Meeker was both an engineer and an MBA and had already started and run his own firm. Having an experienced entrepreneur at the helm will play a big part in helping this early-stage company to make it.
Sub-Total	30	26	
Impact of Technology Commercialization Grant (20 Points)			
\$15,000 will make a substantial difference to the project.	10	8	At first glance it doesn't seem like it would make a difference, but with the scope being limited on the other grant funds it will be noticeable.
Local publicity will help the company significantly.	5	4	
The company will foster economic development (job creation) in Leon County	5	4	Given the grand market potential of this product, job creation is a strong possibility to service those needs. I imagine a lot of it would be in sales and support.
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	Locally grown tech with a global reach...this tech fits this mission perfectly.
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	85	
Additional Comments			I love the idea behind this company (making the best use of resources and preventing 'do-overs' in the field). The demand in the energy installation industry is about to rocket, so the timing is perfect if they can get this into the hands of those who need it within the next few

			years. I look forward to seeing where this goes.
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Leon County Research and Development Authority 2019 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	The company has a lot of competitors--though they are really segmented because of the numerous disparate pieces of DER. Cpower is an example of a competitor, I believe.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	10		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	9	Technology is not really disruptive, but it can help in the area of risk management....company should focus more on risk management component.	
Sub-Total	30	26		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	3	Some components have been developed, but there is no indication a complete package has been developed.	
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	4		
Sub-Total	30	26		

Impact of Technology Commercialization Grant (20 Points)			
\$15,000 will make a substantial difference to the project.	10	7	Not clear that \$15,000 will make a major difference.
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	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	9	
The whole project "feels" good.	5	5	
I want to invest in this business.	5	3	
Sub-Total	20	17	
TOTAL POINTS (Max = 100)	100	84	
Additional Comments			Having a business model that includes a variable component seems like a very good strategy. Lack of pro forma does create some concern.

Leon County Research and Development Authority 2019 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	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	8		
Sub-Total	30	24		
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	5		
A patent application has been filed or granted.	5	3		
The commercialization strategy is logical and feasible.	5	4		
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	5		
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	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	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	80	
Additional Comments			

Leon County Research and Development Authority 2019 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		
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	8		
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	5		
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	28		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	2		
Local publicity will help the company significantly.	5	3		

The company will foster economic development (job creation) in Leon County	5	4	
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	9	
The whole project "feels" good.	5	4	
I want to invest in this business.	5	0	
Sub-Total	20	13	
TOTAL POINTS (Max = 100)	100	72	
Additional Comments			