

Leon County R&D Authority

2019 Elevator Pitch Night

Judges Scoring Sheet

<b>Scales</b>	<b>10 Point</b>
<b>Outstanding</b>	<b>9 to 10</b>
<b>Excellent</b>	<b>7 to 8</b>
<b>Very Good</b>	<b>5 to 6</b>
<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	[REDACTED]
<b>Team #:</b>	1
<b>Team Name:</b>	EduClear

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	6
	<b>Elevator Pitch Content:</b> 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
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	5
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	7
		<b>Total</b>	24

Comments/Questions:

*Good product & Passionate Team - I will promote the idea.*

Leon County R&D Authority

2019 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:	[REDACTED]
Team #:	1
Team Name:	EduClear

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	8
	<b>Elevator Pitch Content:</b> 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
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	8
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	7
<b>Comments/Questions:</b>		<b>Total</b>	<b>30</b>

I love what you're doing. I would like to have seen/heard more about the team members & their credentials & experience, also more about the marketing plan. Thank you for your good work. It's going to help a lot of students succeed & gain confidence in the classroom and, by extension, themselves.

Leon County R&D Authority

2019 Elevator Pitch Night

Judges Scoring Sheet

<b>Scales</b>	<b>10 Point</b>
<b>Outstanding</b>	<b>9 to 10</b>
<b>Excellent</b>	<b>7 to 8</b>
<b>Very Good</b>	<b>5 to 6</b>
<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	[REDACTED]
<b>Team #:</b>	1
<b>Team Name:</b>	EduClear

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	8
	<b>Elevator Pitch Content:</b> 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
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	8
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	4
		<b>Total</b>	<b>28</b>

Comments/Questions:

*Too easy to replace this company; especially given the people  
 mag  
 This said, if anyone can pull this off, this company can if they  
 stay focused.  
 I actually ~~would~~ recommend they look for a partner.*

Leon County R&D Authority

2019 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:	[REDACTED]
Team #:	1
Team Name:	EduClear

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	8
	<b>Elevator Pitch Content:</b> 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
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	5
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	5
<b>Comments/Questions:</b>		<b>Total</b>	26

Plan on future to comp advantage

Leon County R&D Authority

2019 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:	[REDACTED]
Team #:	1
Team Name:	EduClear

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: <i>Software/App</i> Succinct <i>y</i> Clear <i>y</i> <i>85 lang.</i> Confident <i>y</i> <i>IP?</i> Knowledgeable <i>y</i> On time Easy to follow (PowerPoint)	1 to 10	8
	<b>Elevator Pitch Content:</b> How well did the content in the pitch convey: A "hook" that grabbed my attention <i>maybe</i> The nature of the problem A unique solution The right team <i>yes</i> 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
	<b>Question and Answer Period:</b> How well did the presenter: <i>IP?</i> Understand the questions <i>patent</i> Provide reasonable answers Maintain poise <i>yes</i> Inspire confidence	1 to 10	7
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	6
		<b>Total</b>	<b>28</b>

Comments/Questions:

*Good idea, but not so sure the IP is protectable.*