

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>	
<b>Team #:</b>	3
<b>Team Name:</b>	Immuto

Please record one score per category		Scale	Score
	<b>Elevator Pitch Delivery:</b>	1 to 10	6
	Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)		
2	<b>Elevator Pitch Content:</b>	1 to 10	6
	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	<b>Question and Answer Period:</b>	1 to 10	8
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	<b>Bottom Line:</b>	1 to 10	6
	The elevator pitch generated interest in learning more as a potential investor.		
<b>Comments/Questions:</b>		<b>Total</b>	<b>26</b>

*Good presentation. Employment 1-2 people, growth not clear. a barrier that may not ~~exist~~ exist in Italy.*

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<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	[REDACTED]
<b>Team #:</b>	3
<b>Team Name:</b>	Immuto

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b>	1 to 10	7
	Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)		
2	<b>Elevator Pitch Content:</b>	1 to 10	7
	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	<b>Question and Answer Period:</b>	1 to 10	8
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	<b>Bottom Line:</b>	1 to 10	7
	The elevator pitch generated interest in learning more as a potential investor.		
<b>Comments/Questions:</b>		<b>Total</b>	<b>29</b>

Very interesting & great job with the Q&A. I would suggest slowing down the speed of your speaking, including your Q&A responses. It will allow the audience to better process your responses.  
 your  
 Thank you Derde!

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<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>	3
<b>Team Name:</b>	Immuto <i>(CapeHeros)(Wesley)</i>

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	5
	<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	5
	<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	5
	<b>Comments/Questions:</b>	<b>Total</b>	23

*Too many major competitors.  
CFO did not have a sense of confidence.*

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<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	[REDACTED]
<b>Team #:</b>	3
<b>Team Name:</b>	Immuto

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	5
	<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	7
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	4
			<b>Total</b>

**Comments/Questions:**

Competitors? uniqueness  
 Revenue  
 Scale up

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Judges Name:	
Team #:	3
Team Name:	Immuto

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct <i>no</i> Clear <i>Not really</i> Confident <i>yes</i> Knowledgeable <i>yes</i> On time Easy to follow (PowerPoint) <i>no</i>	1 to 10	5
	<b>Elevator Pitch Content:</b> How well did the content in the pitch convey: A "hook" that grabbed my attention <i>no</i> The nature of the problem <i>-</i> A unique solution <i>-</i> The right team <i>maybe</i> A realistic market opportunity <i>unknown</i> 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: <i>2/3 cost</i> Understand the questions <i>Fair</i> Provide reasonable answers <i>Yes</i> Maintain poise <i>Yes</i> Inspire confidence <i>Yes</i>	1 to 10	8
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	5
	<b>Comments/Questions:</b>	Total	24

*Eliminate some content to slow down the presenter. Could not really understand everything that was said.*