2014 Elevator Pitch Night

Judges Scoring Sheet

Judges Name:	
Team #:	1
Team Name:	Specialized Crystal Processing

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

	Please record one score per category		Score
	Elevator Pitch Delivery:	1 to 10	7
	Was the delivery of the pitch:		
	Succinct		
	1 Clear		
	Confident		
	Knowledgeable		
	On time		
	Easy to follow (PowerPoint)		
	Elevator Pitch Content:	1 to 10	9
	How well did the content in the pitch convey:		70777
	A "hook" that grabbed my attention		
	The nature of the problem		
	A unique solution		
	The right team		7
	A realistic market opportunity		4744
	A clear & realistic business model		
	An understanding of the barriers to entry		
	Financials that make sense		
	That the grant will help move the company forwar	rd	
	Question and Answer Period:	1 to 10	q
	How well did the presenter:	Water & William	ME AND
	3 Understand the questions		
	Provide reasonable answers	2	
	Maintain poise		
	Inspire confidence		
	Bottom Line:	1 to 10	9
	The elevator pitch generated interest in learning morpotential investor.	re as a	
Comments	Comments/Questions:		

A lot of highly technical/chemical information in the prosportation that may be "white noise" to a potential investor. One of answers and clarity during Q+A session.

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Plea	se record one score per category	Scale	Score
	Elevator Pitch Delivery:	1 to 10	7
	Was the delivery of the pitch:		do.
	Succinct 7		
1	Clear 6	N 3	
	Confident \neq		
	Knowledgeable 🥕 🖟		
	On time		
	Easy to follow (PowerPoint) 🗦 4/3		
	Elevator Pitch Content:	1 to 10	8
	How well did the content in the pitch convey:		1 1 1 1 N
	A "hook" that grabbed my attention		
	The nature of the problem		
	A unique solution		
2	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		Marie Carlo
	Question and Answer Period:	1 to 10	7
	How well did the presenter:		
3	Understand the questions		
7	Provide reasonable answers		
	Maintain poise 🖟		
	Inspire confidence ν	£ 10.5 (m)	
	Bottom Line:	1 to 10	Z
4	The elevator pitch generated interest in learning more as a		
	potential investor.		
miles over		Total	00

15 the customer the levels of quality control by one customer.

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Judges Scoring Sil	CCI
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Excellent	7 to 8
Very Good	5 to 6
Fair	3 to 4
Deficient	1 to 2

ease record one score per category	Scale	Score
Elevator Pitch Delivery:	1 to 10	6
Was the delivery of the pitch:	Markey	
Succinct	1 July 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Clear		
Confident		
Knowledgeable		
On time		
Easy to follow (PowerPoint)		
Elevator Pitch Content:	1 to 10	8
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	Part of the	
A clear & realistic business model	K (7 7 7)	
An understanding of the barriers to entry		
Financials that make sense	E SECTION	
That the grant will help move the company forward		
Question and Answer Period:	1 to 10	8
How well did the presenter:	E. T.	
Understand the questions		
Provide reasonable answers	14	
Maintain poise		
Inspire confidence		
Bottom Line:	1 to 10	5
The elevator pitch generated interest in learning more as a		3 3 34 W 3 5 3 3 M
potential investor.		
uestions:	Total	27

Understand the questions
Provide reasonable answers
Maintain poise
Inspire confidence

Bottom Line:
The elevator pitch generated interest in learning more as a potential investor.

Comments/Questions:

Total 2-7

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Judges Scoring Sheet

Judges Scoring Sil	CCC
Judges Name:	
Team #:	1
Team Name:	Specialized Crystal Processing

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

Plea	Please record one score per category		Score
	Elevator Pitch Delivery:	1 to 10	8
	Was the delivery of the pitch:		
	Succinct		
1	Clear		
	Confident /	64.54	
	Knowledgeable		
	On time		
	Easy to follow (PowerPoint)		
	Elevator Pitch Content:	1 to 10	0.
	How well did the content in the pitch convey:		() 作()
	A "hook" that grabbed my attention		
	The nature of the problem		
	A unique solution ?		
2	The right team		
	A realistic market opportunity ? Pussia		
	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	Maria de	200
	Question and Answer Period:	1 to 10	8.
	How well did the presenter:		人工情
3	Understand the questions		
	Provide reasonable answers		
	Maintain poise		
	Inspire confidence		
	Bottom Line:		7
4	The elevator pitch generated interest in learning more as a		77.0
	potential investor.		
/Ques	stions:	Total	29

Bottom Line:

The elevator pitch generated interest in learning more as a potential investor.

Comments/Questions:

Total

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	Elevator Pitch Delivery:		8
	Was the delivery of the pitch:		
	Succinct		
1	Clear		
	Confident		
	Knowledgeable		
	On time		
	Easy to follow (PowerPoint)		
	Elevator Pitch Content:	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		
2	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		
	Question and Answer Period:	1 to 10	9
	How well did the presenter:		
3	Understand the questions		
	Provide reasonable answers		
	Maintain poise		
	Inspire confidence		
	Bottom Line:		1
4	The elevator pitch generated interest in learning more as a		
	potential investor.	Two is	
/Oues	Questions:		31

Inspire confidence		
Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	1
Comments/Questions:	Total	31
		1-5