Innovation Park

2016 Elevator Pitch Night

Judges Scoring Sheet

Judges Name:	
Team #:	1
Team Name:	Efficient Systems (Bicycle Capital)

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:		4
Succinct		
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		
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	8
How well did the presenter:		
Understand the questions		
Provide reasonable answers		
Maintain poise		
Inspire confidence		
Bottom Line:	1 to 10	7
The elevator pitch generated interest in learning more as a potential investor.		
Comments/Questions:	Total	29

Good presentation, great slide deck that conveyed a lot of information in a succinct into fashion. Would like to have heard more about underlying assumptions that drive proff.

Leon County R&D Authority

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Elevator Pitch	Delivery:	1 to 10	8
Was the del	ivery of the pitch:		
Succinct	v		
Clear	ν,		
Confiden	: V		
Knowledg	geable *		
On time	ν		
Easy to fo	llow (PowerPoint) 🕑		
Elevator Pitch	Content:	1 to 10	8
How well di	d the content in the pitch convey:		
A "hook"	that grabbed my attention		
The natur	e of the problem		
A unique	solution		
2 The right	team ▶		
A realistic	market opportunity		
A clear &	realistic business model		
An under	standing of the barriers to entry $ \vdash $		
Financials	that make sense		
That the g	rant will help move the company forward		
Question and A	Answer Period:	1 to 10	8
How well die	the presenter:	1	
Understa	nd the questions		
	easonable answers		
Maintain	poise		
Inspire co	nfidence		
Bottom Line:		1 to 10	8
The elevator potential inv	pitch generated interest in learning more as a restor.		
ments/Questions:		Total	32

Would it be possible to get some manufacturer to TLH?

2) Il your project in 2018 ebike sharing services are you going to complete sales personnel in TLH?

at 2.5 M income

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Piea	se record one score per category	Scale	Score
1100			
	Elevator Pitch Delivery:	1 to 10	8
	Was the delivery of the pitch:		
:	Succinct 🗸		
	Clear 🗸		
	Confident 🗸		
	Knowledgeable		
	On time 🏑		
	Easy to follow (PowerPoint)		1
	Elevator Pitch Content:	1 to 10	8
	How well did the content in the pitch convey:		
	A "hook" that grabbed my attention		
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	A unique solution MD		
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	チ
	How well did the presenter:		-
	How well did the presenter: Understand the questions Provide recognitions		
	Provide reasonable answers		
	Maintain poise V		
	Inspire confidence		
i	Bottom Line:	1 + 10	-7_
,		1 to 10	7
4	The elevator pitch generated interest in learning more as a		
	potential investor.		
/Ques	tions:	Total	30
M c	puolis.		1

Bicycle Capital

Comments/Questions:

[] (ost of Mfg

[] (Any sales how much?

[] Why TLH?

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Excellent	7 to 8
Very Good	5 to 6
Fair	3 to 4
Deficient	1 to 2

Please record one score per category	Scale	Score
Elevator Pitch Delivery:	1 to 10	6
Was the delivery of the pitch:		
Succinct		
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		
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	6
How well did the presenter:		
Understand the questions		
Provide reasonable answers		
Maintain poise		
Inspire confidence		
Bottom Line:	1 to 10	()
The elevator pitch generated interest in learning more as a potential investor.		X
uestions:	Total	27

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Please record one score per category	Scale	Score
Elevator Pitch Delivery:		4
Was the delivery of the pitch:		, ,
Succinct		
Clear		
Confident		
Knowledgeable		
On time		
Easy to follow (PowerPoint)		
Elevator Pitch Content:	1 to 10	4
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That the grant will help move the company forward		
Question and Answer Period:	1 to 10	2
How well did the presenter:		
Understand the questions		
Provide reasonable answers		
Maintain poise		
Inspire confidence		
Bottom Line:		3
The elevator pitch generated interest in learning more as a		
potential investor.		
uestions:	Total	13

· Business model unclear · JANMarket research-need more!