

Leon County R&D Authority

2016 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 #:	5
Team Name:	towBuddy

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

The concept is still under in the development phase and I'm not sure it solves a problem. It appears that the major component is reactive vs. proactive.

Leon County R&D Authority

2016 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 #:	5
Team Name:	towBuddy

Please record one score per category		Scale	Score
2	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	5
	Elevator Pitch Content: 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
	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	5
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	3
Comments/Questions:		Total	18

BP. needs to be worked on, team needs to find strong mentors needs feedback on the B.P. to understand how negotiations/public data work & presenting data include numbers/outcome data survey. I would like to see this team return with a worked out plan. "telling for the sake of the tech grant" is not a "well thought" out statement to put in a business plan.

Leon County R&D Authority

2016 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 #:	5
Team Name:	towBuddy

Please record one score per category		Scale	Score
2	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	9
	Elevator Pitch Content: 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	9
	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	9
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	4
Comments/Questions:		Total	27

Nervous presentation (1st presenter) (3rd presenter)
 How far along w/ the product development?
 • don't have to pay an attorney addlesoft full

Leon County R&D Authority
 2016 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 #:	5
Team Name:	towBuddy

Please record one score per category		Scale	Score			
1	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	3			
	2	Elevator Pitch Content: 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	3		
		3	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	3	
			4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	2
			Comments/Questions:		Total	11

Leon County R&D Authority
 2016 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 #:	5
Team Name:	towBuddy

Please record one score per category		Scale	Score
2	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	6
	Elevator Pitch Content: 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
	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	8
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	10
		Total	32

Comments/Questions: