

<b>Leon County Research and Development Authority</b>  <b>2018 Technology Commercialization Grant</b>  <b>Judge: 1</b>  <b>Team: BlackCat</b>		<b>10 Point Scale</b>	<b>5 Point Scale</b>	
	<b>Outstanding</b>	<b>9 to 10</b>	<b>5</b>	
	<b>Excellent</b>	<b>7 to 8</b>	<b>4</b>	
	<b>Very Good</b>	<b>5 to 6</b>	<b>3</b>	
	<b>Fair</b>	<b>3 to 4</b>	<b>2</b>	
	<b>Deficient</b>	<b>1 to 2</b>	<b>1</b>	
	<b>Fails</b>	<b>0</b>	<b>0</b>	
<b>Judging Criteria</b>	<b>MAX SCORE</b>	<b>SCORE</b>	<b>Questions/Feedback for Applicants</b>	
<b>Innovative Quality (30 Points)</b>				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	<b>10</b>	<b>4</b>	This product is not significantly different or superior to baton rounds or bean bag	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	<b>10</b>	<b>3</b>	How many people are killed using impact munitions...or when no backup is present? Not a measured problem in the presentation.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	<b>10</b>	<b>2</b>	This product is not significantly different to what is already available in the market.	
<b>Sub-Total</b>	<b>30</b>	<b>9</b>		
<b>Commercialization Plan (30 Points)</b>				
Product development has been initiated.	<b>5</b>	<b>5</b>		
A prototype is available and has been tested.	<b>5</b>	<b>5</b>		
A company has been established.	<b>5</b>	<b>5</b>		
A patent application has been filed or granted.	<b>5</b>	<b>5</b>		
The commercialization strategy is logical and feasible.	<b>5</b>	<b>2</b>	Needs to make more contacts to increase distribution, the marketing and sales plan is not fully fleshed or funded	
The management team has the expertise to execute the commercialization plan.	<b>5</b>	<b>2</b>	Would like to see industry experts with distribution contacts, operation/supply chain expertise	
<b>Sub-Total</b>	<b>30</b>	<b>24</b>		
<b>Impact of Technology Commercialization Grant (20 Points)</b>				
\$15,000 will make a substantial difference to the	<b>10</b>	<b>0</b>	Needs to raise at least \$250k for expenses and	

project.			COGS outlined. Plus additional funds for marketing/advertising (\$100k+). This is just for the 1st year. Would need probably a 3-year runway of financing, and temper sales projections.
Local publicity will help the company significantly.	5	1	Probably needs to go national to hit the sales projections
The company will foster economic development (job creation) in Leon County	5	0	Probably 1-2 jobs created in TLH, since production is outsourced to GA, and fulfillment location is unknown.
Sub-Total	20	1	
<b>Image and "Gut Feel" (20 Points)</b>			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	6	
The whole project "feels" good.	5	3	Fewer deaths is always a good thing.
I want to invest in this business.	5	0	No proforma given and of the numbers provided, is supported only by sales projections where the basis is unknown (really a guess). If there are any paying customers that had rave reviews, or solid commitments from future distributors that could support the sales projection, then the numbers would be more credible.
<b>Sub-Total</b>	20	9	
<b>TOTAL POINTS (Max = 100)</b>	100	43	
<b>Additional Comments</b>			Use Domi Station's Get Started program to develop a better customer canvas and qualifying the marketability of the product. Spend more time showing the superiority of the product over like-kind competitors.

<b>Leon County Research and Development Authority</b>  <b>2018 Technology Commercialization Grant</b>  <b>Judge: 2</b>  <b>Team: BlackCat</b>		<b>10 Point Scale</b>	<b>5 Point Scale</b>	
	<b>Outstanding</b>	<b>9 to 10</b>	<b>5</b>	
	<b>Excellent</b>	<b>7 to 8</b>	<b>4</b>	
	<b>Very Good</b>	<b>5 to 6</b>	<b>3</b>	
	<b>Fair</b>	<b>3 to 4</b>	<b>2</b>	
	<b>Deficient</b>	<b>1 to 2</b>	<b>1</b>	
	<b>Fails</b>	<b>0</b>	<b>0</b>	
<b>Judging Criteria</b>	<b>MAX SCORE</b>	<b>SCORE</b>	<b>Questions/Feedback for Applicants</b>	
<b>Innovative Quality (30 Points)</b>				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	<b>10</b>	<b>7</b>	The applicants did a good job of comparing the technology to its current competitors. There could be more detail related to superiority compared to competitors including the price/value relationship.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	<b>10</b>	<b>6</b>	The technology is intriguing. There would need to be significant movement in the size of the non-lethal sub-segment of the overall market for large overall benefits.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	<b>10</b>	<b>6</b>	Although the overall market generally grows with threats of legislation, the sub-segment of non-lethal options may not grow at the same rates.	
<b>Sub-Total</b>	<b>30</b>	<b>19</b>		
<b>Commercialization Plan (30 Points)</b>				
Product development has been initiated.	<b>5</b>	<b>5</b>		
A prototype is available and has been tested.	<b>5</b>	<b>4</b>		
A company has been established.	<b>5</b>	<b>5</b>		
A patent application has been filed or granted.	<b>5</b>	<b>5</b>		
The commercialization strategy is logical and feasible.	<b>5</b>	<b>2</b>	There are some problems with the commercialization strategy in my opinion. The marketing costs have been significantly underestimated and I did not see an estimate for liability insurance or other essential line items	

The management team has the expertise to execute the commercialization plan.	5	3	There seem to be some gaps in the management team as reported in the application. This could be addressed in a revised operational plan.
<b>Sub-Total</b>	<b>30</b>	<b>24</b>	
<b>Impact of Technology Commercialization Grant (20 Points)</b>			
\$15,000 will make a substantial difference to the project.	10	6	While \$15,000 is a significant amount of money, the company will need an infusion of much more capital in order to make commercialization a success.
Local publicity will help the company significantly.	5	3	With the focus on "guns" generally, the PR from this would likely be mixed
The company will foster economic development (job creation) in Leon County	5	2	In my opinion should the technology become a commercial success through licensure, there would not be a large number of jobs created locally.
Sub-Total	<b>20</b>	<b>11</b>	
<b>Image and "Gut Feel" (20 Points)</b>			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	4	There are aspects of this project that fit the mission of the authority however, there may be other technologies that are a better fit.
The whole project "feels" good.	5	2	There are several aspects of this project that make the overall "feel" a bit uncomfortable from my perspective.
I want to invest in this business.	5	1	I would not have an interest in investing at this time
<b>Sub-Total</b>	<b>20</b>	<b>7</b>	
<b>TOTAL POINTS (Max = 100)</b>	<b>100</b>	<b>61</b>	
<b>Additional Comments</b>			The cost to get to market, the overall market size and concerns about product liability concern me related to this interesting life-saving technology.

<b>Leon County Research and Development Authority</b> <b>2018 Technology Commercialization Grant</b>  <b>Judge: 3</b>  <b>Team: BlackCat</b>		<b>10 Point Scale</b>	<b>5 Point Scale</b>	
	<b>Outstanding</b>	<b>9 to 10</b>	<b>5</b>	
	<b>Excellent</b>	<b>7 to 8</b>	<b>4</b>	
	<b>Very Good</b>	<b>5 to 6</b>	<b>3</b>	
	<b>Fair</b>	<b>3 to 4</b>	<b>2</b>	
	<b>Deficient</b>	<b>1 to 2</b>	<b>1</b>	
	<b>Fails</b>	<b>0</b>	<b>0</b>	
<b>Judging Criteria</b>	<b>MAX SCORE</b>	<b>SCORE</b>	<b>Questions/Feedback for Applicants</b>	
<b>Innovative Quality (30 Points)</b>				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	<b>10</b>	<b>6</b>	Idea is clearly different, but may be too cumbersome. Cannot be concealed is a big minus	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	<b>10</b>	<b>6</b>	Could save lives but there are alternative non-lethal methods out there	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	<b>10</b>	<b>6</b>	Growing industry but lots of established alternatives	
<b>Sub-Total</b>	<b>30</b>	<b>18</b>		
<b>Commercialization Plan (30 Points)</b>				
Product development has been initiated.	<b>5</b>	<b>4</b>	Only good for one type of gun	
A prototype is available and has been tested.	<b>5</b>	<b>5</b>	It's on video+	
A company has been established.	<b>5</b>	<b>3</b>		
A patent application has been filed or granted.	<b>5</b>	<b>5</b>		
The commercialization strategy is logical and feasible.	<b>5</b>	<b>3</b>		
The management team has the expertise to execute the commercialization plan.	<b>5</b>	<b>4</b>	Well presented plan	
<b>Sub-Total</b>	<b>30</b>	<b>24</b>		
<b>Impact of Technology Commercialization Grant (20 Points)</b>				
\$15,000 will make a substantial difference to the project.	<b>10</b>	<b>4</b>	Not likely after 6 years of previous funding	

Local publicity will help the company significantly.	5	4	
The company will foster economic development (job creation) in Leon County	5	3	
Sub-Total	20	11	
<b>Image and "Gut Feel" (20 Points)</b>			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	7	It's a hot button issue
The whole project "feels" good.	5	4	
I want to invest in this business.	5	2	
Sub-Total	20	13	
<b>TOTAL POINTS (Max = 100)</b>	<b>100</b>	<b>66</b>	
<b>Additional Comments</b>			Nice plan, but not sure the commercial market is ready to pay the price and not be able to carry it concealed

<b>Leon County Research and Development Authority</b>  <b>2018 Technology Commercialization Grant</b>  <b>Judge: 4</b>  <b>Team: BlackCat</b>		<b>10 Point Scale</b>	<b>5 Point Scale</b>	
	<b>Outstanding</b>	<b>9 to 10</b>	<b>5</b>	
	<b>Excellent</b>	<b>7 to 8</b>	<b>4</b>	
	<b>Very Good</b>	<b>5 to 6</b>	<b>3</b>	
	<b>Fair</b>	<b>3 to 4</b>	<b>2</b>	
	<b>Deficient</b>	<b>1 to 2</b>	<b>1</b>	
	<b>Fails</b>	<b>0</b>	<b>0</b>	
<b>Judging Criteria</b>	<b>MAX SCORE</b>	<b>SCORE</b>	<b>Questions/Feedback for Applicants</b>	
<b>Innovative Quality (30 Points)</b>				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	<b>10</b>	<b>7</b>	Team has mentioned competitors, I wonder how solution features and prices compares to other solutions.	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	<b>10</b>	<b>6</b>		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	<b>10</b>	<b>6</b>	I wonder how disruptive this technology could be. I wonder if it would stop others from using rubber bullets.	
<b>Sub-Total</b>	<b>30</b>	<b>19</b>		
<b>Commercialization Plan (30 Points)</b>				
Product development has been initiated.	<b>5</b>	<b>5</b>		
A prototype is available and has been tested.	<b>5</b>	<b>5</b>		
A company has been established.	<b>5</b>	<b>5</b>		
A patent application has been filed or granted.	<b>5</b>	<b>5</b>		
The commercialization strategy is logical and feasible.	<b>5</b>	<b>5</b>		
The management team has the expertise to execute the commercialization plan.	<b>5</b>	<b>5</b>		
<b>Sub-Total</b>	<b>30</b>	<b>30</b>		
<b>Impact of Technology Commercialization Grant (20 Points)</b>				
\$15,000 will make a substantial difference to the project.	<b>10</b>	<b>6</b>	I did not see any evidence of this in plan	

Local publicity will help the company significantly.	5	4	
The company will foster economic development (job creation) in Leon County	5	5	
Sub-Total	20	15	
<b>Image and "Gut Feel" (20 Points)</b>			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	9	
The whole project "feels" good.	5	5	
I want to invest in this business.	5	3	
Sub-Total	20	17	
<b>TOTAL POINTS (Max = 100)</b>	<b>100</b>	<b>81</b>	
<b>Additional Comments</b>			



<b>Leon County Research and Development Authority</b>  <b>2018 Technology Commercialization Grant</b>  <b>Judge: 5</b>  <b>Team: BlackCat</b>		<b>10 Point Scale</b>	<b>5 Point Scale</b>	
	<b>Outstanding</b>	<b>9 to 10</b>	<b>5</b>	
	<b>Excellent</b>	<b>7 to 8</b>	<b>4</b>	
	<b>Very Good</b>	<b>5 to 6</b>	<b>3</b>	
	<b>Fair</b>	<b>3 to 4</b>	<b>2</b>	
	<b>Deficient</b>	<b>1 to 2</b>	<b>1</b>	
	<b>Fails</b>	<b>0</b>	<b>0</b>	
<b>Judging Criteria</b>	<b>MAX SCORE</b>	<b>SCORE</b>	<b>Questions/Feedback for Applicants</b>	
<b>Innovative Quality (30 Points)</b>				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	<b>10</b>	<b>9</b>	The idea is sound and different than what is currently available	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	<b>10</b>	<b>7</b>		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	<b>10</b>	<b>5</b>		
<b>Sub-Total</b>	<b>30</b>	<b>21</b>		
<b>Commercialization Plan (30 Points)</b>				
Product development has been initiated.	<b>5</b>	<b>3</b>		
A prototype is available and has been tested.	<b>5</b>	<b>5</b>		
A company has been established.	<b>5</b>	<b>1</b>		
A patent application has been filed or granted.	<b>5</b>	<b>5</b>		
The commercialization strategy is logical and feasible.	<b>5</b>	<b>2</b>		
The management team has the expertise to execute the commercialization plan.	<b>5</b>	<b>0</b>		
<b>Sub-Total</b>	<b>30</b>	<b>16</b>		
<b>Impact of Technology Commercialization Grant (20 Points)</b>				
\$15,000 will make a substantial difference to the project.	<b>10</b>	<b>5</b>		
Local publicity will help the company significantly.	<b>5</b>	<b>1</b>		

The company will foster economic development (job creation) in Leon County	5	3	
Sub-Total	20	9	
<b>Image and "Gut Feel" (20 Points)</b>			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	6	
The whole project "feels" good.	5	5	
I want to invest in this business.	5	1	
<b>Sub-Total</b>	20	12	
<b>TOTAL POINTS (Max = 100)</b>	100	58	
<b>Additional Comments</b>			Not a bad idea, but would look for a distributor and license the product rather than start a business. Also, I wonder what the liability of the product would be (accidental discharge, law suits for use of excessive force, etc.)