

| Leon County Research and Development Authority  |           | 10 Point Scale | 5 Point Scale   |   |
|---|-----------|----------------|---|---|
| 2018 Technology Commercialization Grant   |           | Outstanding    | 9 to 10   | 5 |
| Judge: 1  |           | Excellent      | 7 to 8  | 4 |
|   |           | Very Good      | 5 to 6  | 3 |
|   |           | Fair           | 3 to 4  | 2 |
| Team: DiaTech   |           | Deficient      | 1 to 2  | 1 |
|   |           | Fails          | 0   | 0 |
|   |           |                |   |   |
| Judging Criteria  | MAX SCORE | SCORE          | Questions/Feedback for Applicants   |   |
| <b>Innovative Quality (30 Points)</b>   |           |                |   |   |
| Compared to competitors in its field, the idea is clearly different, better, or will cost far less                        | 10        | 8              | Do the insulin pump manufacturers recognize that finding a proper insulin injection site is a major problem requiring attention? Are there any reasons why they would not want to address this problem? |   |
| The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced | 10        | 10             |   |   |
| The technology is potentially disruptive or very risky, but also of potentially high reward if successful.                | 10        | 8              | How hard would it be for an insulin pump manufacturer to design their own solution to this problem? Is your solution broad enough for patent protection from poachers?                                  |   |
| <b>Sub-Total</b>  | <b>30</b> | <b>26</b>      |   |   |
| <b>Commercialization Plan (30 Points)</b>   |           |                |   |   |
| Product development has been initiated.   | 5         | 5              |   |   |
| A prototype is available and has been tested.   | 5         | 3              |   |   |
| A company has been established.   | 5         | 5              |   |   |
| A patent application has been filed or granted.   | 5         | 1              |   |   |
| The commercialization strategy is logical and feasible.   | 5         | 4              | Need more contacts to the insulin pump manufacturing industry. It makes sense that they pursue a licensing strategy.  |   |
| The management team has the expertise to execute the commercialization plan.  | 5         | 1              | Currently, the team is comprised of student/recent grads engineers. Need more business, sales, and marketing expertise and  |   |

|   |            |           |  |
|---|------------|-----------|--|
|   |            |           | experience in general.   |
| <b>Sub-Total</b>  | <b>30</b>  | <b>19</b> |  |
| <b>Impact of Technology Commercialization Grant (20 Points)</b>   |            |           |  |
| \$15,000 will make a substantial difference to the project.   | <b>10</b>  | <b>2</b>  | They will need way more than \$100k to get this patent off the ground.   |
| Local publicity will help the company significantly.  | <b>5</b>   | <b>0</b>  | The local audience is not their target market.                           |
| The company will foster economic development (job creation) in Leon County  | <b>5</b>   | <b>0</b>  | Since this will be a licensing deal, not very many jobs will be created. |
| Sub-Total   | <b>20</b>  | <b>2</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 | <b>10</b>  | <b>10</b> |  |
| The whole project "feels" good.   | <b>5</b>   | <b>5</b>  |  |
| I want to invest in this business.  | <b>5</b>   | <b>1</b>  | Lack of experience on the bench.   |
| <b>Sub-Total</b>  | <b>20</b>  | <b>16</b> |  |
| <b>TOTAL POINTS (Max = 100)</b>   | <b>100</b> | <b>63</b> |  |
| <b>Additional Comments</b>  |            |           |  |

|  |                    |                       |   |  |
|--|--------------------|-----------------------|---|--|
| <b>Leon County Research and Development Authority</b><br><br><b>2018 Technology Commercialization Grant</b><br><br><b>Judge: 2</b><br><br><b>Team: DiaTech</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>8</b>              | According to the applicants, these sensors are unique in the market and would add to the products currently being sold.   |  |
| 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>8</b>              | This technology would be significant in terms of the people dealing with diabetes.  |  |
| The technology is potentially disruptive or very risky, but also of potentially high reward if successful.   | <b>10</b>          | <b>8</b>              | The technology would have an opportunity for high returns if it is successful.  |  |
| <b>Sub-Total</b>   | <b>30</b>          | <b>24</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>3</b>              |   |  |
| A company has been established.  | <b>5</b>           | <b>5</b>              |   |  |
| A patent application has been filed or granted.  | <b>5</b>           | <b>3</b>              |   |  |
| The commercialization strategy is logical and feasible.  | <b>5</b>           | <b>3</b>              | The focus on making sure the intellectual property is protected is the logical first step. There are other aspects beyond securing the IP that need more clarity. |  |
| The management team has the expertise to execute the commercialization plan.   | <b>5</b>           | <b>3</b>              | The management team and advisers will need to be refined and adjusted as the company moves toward commercialization   |  |
| <b>Sub-Total</b>   | <b>30</b>          | <b>20</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>  | The \$15,000 award would be significant in terms of the ability to fund the patent application and secure the intellectual property.        |
| Local publicity will help the company significantly.  | <b>5</b>   | <b>4</b>  | Local publicity would benefit the company.  |
| The company will foster economic development (job creation) in Leon County  | <b>5</b>   | <b>2</b>  | Job creation would be minimal in that the intellectual property would be licensed.  |
| 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 | <b>10</b>  | <b>9</b>  | This project would fit the mission of the authority and reflect positively because it ties many aspects of the research community together. |
| The whole project "feels" good.   | <b>5</b>   | <b>4</b>  | Yes. This project does feel good and would help a number of people if it is successful.   |
| I want to invest in this business.  | <b>5</b>   | <b>3</b>  | Under the right circumstances, I would have an interest in investing.   |
| <b>Sub-Total</b>  | <b>20</b>  | <b>16</b> |   |
| <b>TOTAL POINTS (Max = 100)</b>   | <b>100</b> | <b>71</b> |   |
| <b>Additional Comments</b>  |            |           | This technology may be a couple of years from commercialization but could have an impact within the Med Tech market.                        |

|  |                    |                       |  |  |
|--|--------------------|-----------------------|--|--|
| <b>Leon County Research and Development Authority</b><br><br><b>2018 Technology Commercialization Grant</b><br><br><b>Judge: 3</b><br><br><b>Team: DiaTech</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>8</b>              | The need for this device is clearly explained  |  |
| 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>8</b>              | If it makes life slightly easier for millions of diabetes sufferers, it is significant |  |
| The technology is potentially disruptive or very risky, but also of potentially high reward if successful.   | <b>10</b>          | <b>8</b>              | Tough industry to break into, but seems like a novel idea                              |  |
| <b>Sub-Total</b>   | <b>30</b>          | <b>24</b>             |  |  |
| <b>Commercialization Plan (30 Points)</b>  |                    |                       |  |  |
| Product development has been initiated.  | <b>5</b>           | <b>2</b>              | Design looks good but no prototype   |  |
| A prototype is available and has been tested.  | <b>5</b>           | <b>1</b>              |  |  |
| A company has been established.  | <b>5</b>           | <b>3</b>              | Good team, but no payroll  |  |
| A patent application has been filed or granted.  | <b>5</b>           | <b>1</b>              | Not yet filed  |  |
| The commercialization strategy is logical and feasible.  | <b>5</b>           | <b>2</b>              | Already in talks with customer is good   |  |
| The management team has the expertise to execute the commercialization plan.   | <b>5</b>           | <b>3</b>              | Looks good on paper  |  |
| <b>Sub-Total</b>   | <b>30</b>          | <b>12</b>             |  |  |
| <b>Impact of Technology Commercialization Grant (20 Points)</b>  |                    |                       |  |  |
| \$15,000 will make a substantial difference to the project.  | <b>10</b>          | <b>10</b>             | The patent is a critical first step  |  |
| Local publicity will help the company significantly.   | <b>5</b>           | <b>5</b>              |  |  |

|   |            |           |  |
|---|------------|-----------|--|
| The company will foster economic development (job creation) in Leon County  | 5          | 4         |  |
| Sub-Total   | 20         | 19        |  |
| <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         | 10        | Cutting edge   |
| The whole project "feels" good.   | 5          | 5         |  |
| I want to invest in this business.  | 5          | 3         | I'd love to hear more  |
| Sub-Total   | 20         | 18        |  |
| <b>TOTAL POINTS (Max = 100)</b>   | <b>100</b> | <b>73</b> |  |
| <b>Additional Comments</b>  |            |           | Great idea, strong team, I just want to see a working prototype and a patent |

|  |                    |                       |   |  |
|--|--------------------|-----------------------|---|--|
| <b>Leon County Research and Development Authority</b><br><br><b>2018 Technology Commercialization Grant</b><br><br><b>Judge: 4</b><br><br><b>Team: DiaTech</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>              | Company has mentioned competitors, I wonder what are differences in terms of cost and features versus the company's offering. |  |
| 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>9</b>              |   |  |
| The technology is potentially disruptive or very risky, but also of potentially high reward if successful.   | <b>10</b>          | <b>7</b>              | Not sure how technology compares or could disrupt what is currently being used.   |  |
| <b>Sub-Total</b>   | <b>30</b>          | <b>23</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>              | Have a lab bench setup with arduino components for prototyping  |  |
| A company has been established.  | <b>5</b>           | <b>5</b>              |   |  |
| A patent application has been filed or granted.  | <b>5</b>           | <b>3</b>              | Company has not filed patent, however has a plan to file  |  |
| The commercialization strategy is logical and feasible.  | <b>5</b>           | <b>3</b>              | I wonder how partnerships will be leveraged into obtaining sales  |  |
| The management team has the expertise to execute the commercialization plan.   | <b>5</b>           | <b>3</b>              | I wonder what management/business experience the team has.  |  |
| <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         | 10        |  |
| Local publicity will help the company significantly.  | 5          | 4         |  |
| The company will foster economic development (job creation) in Leon County  | 5          | 4         |  |
| Sub-Total   | 20         | 18        |  |
| <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         | Team has the potential to develop IP and generate potential licensing revenues and/or sales. |
| The whole project "feels" good.   | 5          | 5         |  |
| I want to invest in this business.  | 5          | 5         |  |
| Sub-Total   | 20         | 17        |  |
| <b>TOTAL POINTS (Max = 100)</b>   | <b>100</b> | <b>82</b> |  |
| <b>Additional Comments</b>  |            |           |  |

|  |                    |                       |  |  |
|--|--------------------|-----------------------|--|--|
| <b>Leon County Research and Development Authority</b><br><br><b>2018 Technology Commercialization Grant</b><br><br><b>Judge: 5</b><br><br><b>Team: DiaTech</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>10</b>             | The idea is different                    |  |
| 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>8</b>              |  |  |
| The technology is potentially disruptive or very risky, but also of potentially high reward if successful.   | <b>10</b>          | <b>7</b>              |  |  |
| <b>Sub-Total</b>   | <b>30</b>          | <b>25</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>2</b>              |  |  |
| A company has been established.  | <b>5</b>           | <b>3</b>              |  |  |
| A patent application has been filed or granted.  | <b>5</b>           | <b>2</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>2</b>              |  |  |
| <b>Sub-Total</b>   | <b>30</b>          | <b>14</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>              |  |  |
| Local publicity will help the company significantly.   | <b>5</b>           | <b>3</b>              |  |  |

|   |     |    |  |
|---|-----|----|--|
| The company will foster economic development (job creation) in Leon County  | 5   | 3  |  |
| Sub-Total   | 20  | 10 |  |
| <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  | 8  |  |
| The whole project "feels" good.   | 5   | 4  |  |
| I want to invest in this business.  | 5   | 0  |  |
| <b>Sub-Total</b>  | 20  | 12 |  |
| <b>TOTAL POINTS (Max = 100)</b>   | 100 | 61 |  |
| <b>Additional Comments</b>  |     |    |  |