

Leon County R&D Authority

2018 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:	1 [REDACTED]
Team #:	5
Team Name:	WeatherTiger

Please record one score per category		Scale	Score
1	Elevator Pitch Delivery: Was the delivery of the pitch: 1 Succinct 2 2 Clear - 3 Confident 2 4 Knowledgeable 2 5 On time - 6 Easy to follow (PowerPoint)	1 to 10	7
	Elevator Pitch Content: How well did the content in the pitch convey: 1 A "hook" that grabbed my attention 0 2 The nature of the problem 1 3 A unique solution 0 4 The right team 1 5 A realistic market opportunity 1 6 A clear & realistic business model 7 An understanding of the barriers to entry 8 Financials that make sense 9 That the grant will help move the company forward 0	1 to 10	6
3	Question and Answer Period: How well did the presenter: 1 Understand the questions 2 2 Provide reasonable answers 1 3 Maintain poise 2 4 Inspire confidence 1	1 to 10	6
	Bottom Line: 1 The elevator pitch generated interest in learning more as a potential investor.	1 to 10	3
		Total	22

Comments/Questions:

How is an investor expected to make money on their investment

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Judges Name:	2. [REDACTED]
Team #:	5
Team Name:	WeatherTiger

Please record one score per category		Scale	Score
1	Elevator Pitch Delivery:	1 to 10	6
	Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)		
2	Elevator Pitch Content:	1 to 10	6
	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		
3	Question and Answer Period:	1 to 10	5
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	Bottom Line:	1 to 10	3
	The elevator pitch generated interest in learning more as a potential investor.		
Comments/Questions:		Total	20

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Judges Name:	3- [REDACTED]
Team #:	5
Team Name:	WeatherTiger

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	7
			[REDACTED]
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	6
			[REDACTED]
3	Question and Answer Period: How well did the presenter: Understand the questions ✓ Provide reasonable answers ✓ Maintain poise ✓ Inspire confidence ✓	1 to 10	7
			[REDACTED]
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	6
			[REDACTED]
Comments/Questions:		Total	25

Strong Team
 Could explain competitive advantage better

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Judges Name:	4 [REDACTED]
Team #:	5
Team Name:	WeatherTiger

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	8
	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
3	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	7
		Total	31

Comments/Questions:

Market opportunity → 200 entities spending 100-500K on solutions.
 "why aren't companies spending at least 100k with them? They are only spending 15k? Liked how company was able to quantify market opportunity from bottom up approach."

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Judges Name:	5- [REDACTED]
Team #:	5
Team Name:	WeatherTiger

Please record one score per category		Scale	Score
1	Elevator Pitch Delivery: Was the delivery of the pitch: Succinct ✓ Clear ✓ Confident ✓ Knowledgeable ✓ On time - NO Easy to follow (PowerPoint) ✓-	1 to 10	8
	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 Y	1 to 10	6
2	Question and Answer Period: How well did the presenter: Understand the questions ✓ Provide reasonable answers ✓ Maintain poise ✓ Inspire confidence ✓	1 to 10	10
	Bottom Line: The elevator pitch generated interest in learning more as a potential investor. -	1 to 10	7
		Total	31

Comments/Questions:

Profit seems low for 2018 and even the forecast for 2019 = \$30K hardly enough to continue the growth necessary to prevent competitors from entry. Great presentation & knowledgeable presenter/inventor. Large cash infusion needed to scale up.