

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 #:	1
Team Name:	Diatech

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: + 1 Succinct 2 + 2 Clear 2 3 Confident 1 + 4 Knowledgeable 2 5 On time 1 + 6 Easy to follow (PowerPoint) 2	1 to 10	10
	<b>Elevator Pitch Content:</b> How well did the content in the pitch convey: 1 A "hook" that grabbed my attention 1 2 The nature of the problem 1 3 A unique solution 1 4 The right team 0 5 A realistic market opportunity 1 6 A clear & realistic business model 1 7 An understanding of the barriers to entry 0 8 Financials that make sense 0 + 9 That the grant will help move the company forward 1	1 to 10	6
2	<b>Question and Answer Period:</b> How well did the presenter: 1 Understand the questions 1 + 2 Provide reasonable answers 1 3 Maintain poise 2 + 4 Inspire confidence 3	1 to 10	7
	<b>Bottom Line:</b> 1 The elevator pitch generated interest in learning more as a potential investor.	1 to 10	5
<b>Comments/Questions:</b>		Total	28

- Spend less time reviewing the team  
 - Spend too much time talking about personal position.

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<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	2 [REDACTED]
<b>Team #:</b>	1
<b>Team Name:</b>	Diatech

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b>	1 to 10	9
	Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)		
2	<b>Elevator Pitch Content:</b>	1 to 10	9
	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	<b>Question and Answer Period:</b>	1 to 10	9
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	<b>Bottom Line:</b>	1 to 10	9
	The elevator pitch generated interest in learning more as a potential investor.		
<b>Comments/Questions:</b>		<b>Total</b>	36

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Judges Name:	3 [REDACTED]
Team #:	1
Team Name:	Diatech

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	10
	<b>Elevator Pitch Content:</b> 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
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	6
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
<b>Comments/Questions:</b> Great job!		<b>Total</b>	33

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<b>Excellent</b>	<b>7 to 8</b>
<b>Very Good</b>	<b>5 to 6</b>
<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	4. [REDACTED]
<b>Team #:</b>	1
<b>Team Name:</b>	Diatech

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	9
	<b>Elevator Pitch Content:</b> 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
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	7
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	9
	<b>Total</b>		<b>34</b>

**Comments/Questions:**

Nice prototype. Personal experience with problem. Clinical expert on Advisory Board a huge plus for team. Great presentation. Not clear on market sizing, further validation will help. Overall team is on the right track.

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Judges Name:	5 [REDACTED]
Team #:	1
Team Name:	Diatech

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct ✓ Clear ✓ Confident ✓ Knowledgeable ✓ On time ✓ Easy to follow (PowerPoint) ✓	1 to 10	10
	<b>Elevator Pitch Content:</b> 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	7
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions ✓ Provide reasonable answers ✓ Maintain poise ✓ Inspire confidence ✓	1 to 10	9
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	6
	<b>Comments/Questions:</b>	<b>Total</b>	<b>32</b>

Provisional patent. Good cause. Long time to market (2022)  
 Good team. SBIR consultation? Very polished young men.