

Leon County R&D Authority

2018 Elevator Pitch Night

Judges Scoring Sheet

Judges Name:	1 [REDACTED]
Team #:	4
Team Name:	NhuEnergy

Scales	10 Point
Outstanding	9 to 10
Excellent	7 to 8
Very Good	5 to 6
Fair	3 to 4
Deficient	1 to 2

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

Long-winded. Didn't seem like he was ready.

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Fair	3 to 4
Deficient	1 to 2

Judges Name:	2- [REDACTED]
Team #:	4
Team Name:	NhuEnergy

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	2
	<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	2
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	4
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	3
<b>Comments/Questions:</b>		<b>Total</b>	11

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Outstanding	9 to 10
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Very Good	5 to 6
Fair	3 to 4
Deficient	1 to 2

Judges Name:	3- [REDACTED]
Team #:	4
Team Name:	NhuEnergy

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time <input checked="" type="checkbox"/> Easy to follow (PowerPoint)	1 to 10	4
2	<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	6
3	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	5
4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	6
		<b>Total</b>	21

Comments/Questions:

Pitch was not well-rehearsed, don't need Tech Grant as much as others

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<b>Scales</b>	<b>10 Point</b>
<b>Outstanding</b>	<b>9 to 10</b>
<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>	4
<b>Team Name:</b>	NhuEnergy

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)	1 to 10	6
			[REDACTED]
2	<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
			[REDACTED]
3	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	5
			[REDACTED]
4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	6
			[REDACTED]
		<b>Total</b>	25/24

**Comments/Questions:**

Team is very knowledgeable. Grants will help. Teams need help on developing business model.

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Outstanding	9 to 10
Excellent	7 to 8
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Fair	3 to 4
Deficient	1 to 2

Judges Name:	5- [REDACTED]
Team #:	4
Team Name:	NhuEnergy

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct - Clear - Confident ✓ Knowledgeable ✓ On time - Easy to follow (PowerPoint) -	1 to 10	5
	<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 - maybe The right team ✓ A realistic market opportunity - Not mentioned A clear & realistic business model - No An understanding of the barriers to entry - Financials that make sense No time \$3M That the grant will help move the company forward - NO	1 to 10	5
3	<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	6
		<b>Total</b>	<b>21/23</b>

Comments/Questions:

Needed to explain more about the actual product available for sale. Not really a clear business model... mostly due to time constraints.