

Leon County Research and Development Authority 2019 Technology Commercialization Grant Judge: 1 Team: SanMatic		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	8		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	8		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	8		
Sub-Total	30	24		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	3		
A prototype is available and has been tested.	5	2		
A company has been established.	5	0		
A patent application has been filed or granted.	5	0	No evidence of IP protection	
The commercialization strategy is logical and feasible.	5	3	Potential launch customers mentioned, but little on the scale up	
The management team has the expertise to execute the commercialization plan.	5	3	Young, inexperienced but ambitious. I believe they will have ample mentoring	
Sub-Total	30	11		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	6	Prototyping will exhaust funds. Cost projection and price much too high.	
Local publicity will help the company significantly.	5	3		

The company will foster economic development (job creation) in Leon County	5	3	
Sub-Total	20	12	
Image and "Gut Feel" (20 Points)			
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	4	
I want to invest in this business.	5	3	
Sub-Total	20	13	
TOTAL POINTS (Max = 100)	100	60	
Additional Comments			

Leon County Research and Development Authority		10 Point Scale	5 Point Scale	
2019 Technology Commercialization Grant		Outstanding	9 to 10	5
		Excellent	7 to 8	4
Judge: 2		Very Good	5 to 6	3
		Fair	3 to 4	2
Team: SanMatic		Deficient	1 to 2	1
		Fails	0	0
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	7	There are not many motion-sensor locks (motorized or magnetized) that are being used in mass. My question on this product is the marketability of the price. In the eyes of the people buying it, does the product provide enough of a benefit that the increase in cost is worth it, over the current locks?	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	8	The point was made that wheelchair accessible stalls are in most bathrooms in which stalls are a thing (single-person bathrooms excluded). There are quite a few of those in America.	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	8		
Sub-Total	30	23		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	4		
A prototype is available and has been tested.	5	3	In process.	
A company has been established.	5	1	No company established, but the intent is to file as an LLC. A good idea.	
A patent application has been filed or granted.	5	1	No patent, but stated intent with funds.	
The commercialization strategy is logical and feasible.	5	3	The overall categories of customers to pursue are good and its also positive that relationships have already been established. Installing it in high traffic areas like airports before a patent	

			has been filed is a risk. Need to consider and detail how this product will be produced and sold and distributed to scale.
The management team has the expertise to execute the commercialization plan.	5	3	Having an experienced entrepreneur as the CEO and an entrepreneur-in-residence as an advisor is positive. Additionally, a business-minded person with a personal connection to the first market of end-users (people with disabilities) will help understand the personal experience of the end user...a true driver of any worthwhile technology.
Sub-Total	30	15	
Impact of Technology Commercialization Grant (20 Points)			
\$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	2	Not clear what the local economic impact would be.
Sub-Total	20	16	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	10	
The whole project "feels" good.	5	5	
I want to invest in this business.	5	3	The business structure and business implementation strategy needs more attention, but the idea has real promise. Patent protection will be absolutely critical for this type of product once the business owners feel its at that point. The patent will be stronger with engineering design specifications and clinical data showing that the product works effectively with its end users.
Sub-Total	20	18	
TOTAL POINTS (Max = 100)	100	72	
Additional Comments			I think this idea has real promise and I love that this team is looking out for the needs of those with disabilities. Their lives are difficult enough already; with all of the resources available to us in America there's no reason we can't make it a

			little bit easier. Keep going!
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Leon County Research and Development Authority 2019 Technology Commercialization Grant Judge: 3 Team: SanMatic		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	4		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	8		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	4	While technology is not disruptive it does have potential.	
Sub-Total	30	16		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	5		
A company has been established.	5	0		
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	3	The commercialization process is not well defined and pro forma not provided.	
The management team has the expertise to execute the commercialization plan.	5	2	Company has engineering expertise, but lacks business acumen.	
Sub-Total	30	15		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	7		
Local publicity will help the company significantly.	5	3		

The company will foster economic development (job creation) in Leon County	5	3	
Sub-Total	20	13	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	5	
The whole project "feels" good.	5	4	
I want to invest in this business.	5	1	
Sub-Total	20	10	
TOTAL POINTS (Max = 100)	100	54	
Additional Comments			There are competitors that make automatic doors that include the lock component. Two examples are patents US 20110080252A1 and US 8141296B2. Because these patents include door locks not sure company can get a patent. The company's success will depend largely on the breadth of the patents listed here.

Leon County Research and Development Authority 2019 Technology Commercialization Grant Judge: 4 Team: SanMatic		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	8		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	9		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	8		
Sub-Total	30	25		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	4		
A prototype is available and has been tested.	5	3		
A company has been established.	5	3		
A patent application has been filed or granted.	5	2		
The commercialization strategy is logical and feasible.	5	4		
The management team has the expertise to execute the commercialization plan.	5	3		
Sub-Total	30	19		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	8		
Local publicity will help the company significantly.	5	4		

The company will foster economic development (job creation) in Leon County	5	2	
Sub-Total	20	14	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	7	
The whole project "feels" good.	5	3	
I want to invest in this business.	5	3	
Sub-Total	20	13	
TOTAL POINTS (Max = 100)	100	71	
Additional Comments			

Leon County Research and Development Authority 2019 Technology Commercialization Grant Judge: 5 Team: SanMatic		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	6	This is a good idea and I would personally appreciate a touchless stall lock	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	7	It would be used by anyone visiting a public restroom	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	6	The technology is new and would be disruptive, and the rewards would be good if a high adoption rate was realized	
Sub-Total	30	19		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	3	It sounds like some thought has gone into the process	
A prototype is available and has been tested.	5	2	I am not sure much has been done except conceptually	
A company has been established.	5	0	A LLC was discussed, but not started	
A patent application has been filed or granted.	5	0	Some grant funds will be used for IP protection	
The commercialization strategy is logical and feasible.	5	3	The plan is good, but more needs to be done to break into the market	
The management team has the expertise to execute the commercialization plan.	5	3	The team is learning the skills needed to become successful at JMSE	
Sub-Total	30	11		
Impact of Technology Commercialization Grant (20 Points)				

\$15,000 will make a substantial difference to the project.	10	9	They are asking for \$10k, which would make a big difference in getting the IP protected and prototype perfected
Local publicity will help the company significantly.	5	4	Local PR would be very helpful
The company will foster economic development (job creation) in Leon County	5	4	I did not see growth in employment projections, but if manufactured in the region...lots of jobs would become available
Sub-Total	20	17	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	7	The Authority deals mostly with hard science, but any technological advancements and job growth is naturally welcomed
The whole project "feels" good.	5	3	This should greatly benefit most people, but especially those with certain disabilities
I want to invest in this business.	5	0	I have no interest in investing in this business
Sub-Total	20	10	
TOTAL POINTS (Max = 100)	100	57	
Additional Comments			The idea is sound, but I question the use of six D-cell batteries to run a motor for a stall. The lock would have to be very large and cumbersome to accommodate the power supply. Additionally, getting customers to buy the product seems like a long battle.