

**Leon County R&D Authority**

2019 Elevator Pitch Night

Judges Scoring Sheet

<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>	
<b>Team #:</b>	5
<b>Team Name:</b>	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	7
	<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	8
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	8
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
<b>Comments/Questions:</b>		<b>Total</b>	31

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Judges Name:	[REDACTED]
Team #:	5
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	7
	[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	8
	[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	8
	[REDACTED]		
4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
	[REDACTED]		
Comments/Questions:		Total	31

Loved the musical /conducting analogy. ~~Very~~ The potential for this product is unmatched with the growing focus on alternative energy. New York City 100% alternative by 2035!

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<b>Judges Name:</b>	[REDACTED]
<b>Team #:</b>	5
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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	7
	<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
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	6
3	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	7
4			
<b>Comments/Questions:</b>		<b>Total</b>	26

Have a business model. Seem to know what they are doing. Appreciate their fragile position. Seems to be a reasonable service model.

Never answered question about who is for competitor(s)

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<b>Fair</b>	<b>3 to 4</b>
<b>Deficient</b>	<b>1 to 2</b>

<b>Judges Name:</b>	[REDACTED]
<b>Team #:</b>	5
<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	3
	<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
	<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	6
		<b>Total</b>	21

Comments/Questions:

Didn't answer direct competitors question?

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

Please record one score per category		Scale	Score
2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct <i>yes</i> Clear <i>OK</i> Confident <i>Yes</i> Knowledgeable <i>Yes</i> On time Easy to follow (PowerPoint)	1 to 10	7
	<b>Elevator Pitch Content:</b> How well did the content in the pitch convey: A "hook" that grabbed my attention <i>No</i> The nature of the problem <i>Yes</i> A unique solution <i>maybe</i> The right team <i>Yes</i> A realistic market opportunity <i>Yes</i> A clear & realistic business model <i>maybe</i> An understanding of the barriers to entry <i>Yes</i> Financials that make sense That the grant will help move the company forward	1 to 10	8
	<b>Question and Answer Period:</b> <i>Rick</i> How well did the presenter: Understand the questions <i>Yes</i> Provide reasonable answers <i>Yes</i> Maintain poise <i>Yes</i> Inspire confidence <i>Yes</i>	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>Comments/Questions:</b>		<b>Total</b>	<b>28</b>

Not really sure what the product or service is. Controls ---- hardware or software or a control panel installed at the customer location?