

**Innovation Park
2020 Tech Grant
1-MagShark**

Leon County R&D Authority
2020 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
Team #:	2
Team Name:	MagShark

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
	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
3		Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10
	4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10
Comments/Questions:		Total	28

**Innovation Park
2020 Tech Grant
2-MagShark**

Leon County R&D Authority
2020 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:	2
Team #:	2
Team Name:	MagShark

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
	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
3		Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10
	4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10
Comments/Questions:		Total	28

I love this idea and I think it has a great future. There were a few questions I still had at the end on the business side, in particular on how money was going to be made and the market would be reached. Also about the timing of the software updates / growth of the company. With just the magnets it seems like it would be a one and done kind of a deal. That said, I could see something like this selling well even online (i.e., Amazon).

**Innovation Park
2020 Tech Grant
3-MagShark**

Leon County R&D Authority
2020 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:	3
Team #:	2
Team Name:	MagShark

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	9
	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
3		Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10
	4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10
Comments/Questions:		Total	32

Excellent presentation, great potential, needs to work on business plan.

**Innovation Park
2020 Tech Grant
4-MagShark**

Leon County R&D Authority
2020 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:	4
Team #:	2
Team Name:	MagShark

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
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	5
3	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	9
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	6
Comments/Questions:		Total	28

**Innovation Park
2020 Tech Grant
5-MagShark**

Leon County R&D Authority
2020 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:	5
Team #:	2
Team Name:	MagShark

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	5
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	8
3	Question and Answer Period: How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	7
4	Bottom Line: The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
Comments/Questions:		Total	28

A little too slow (choppy) . Clever though.