

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

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 #:	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	9
	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
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
	4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10
<b>Comments/Questions:</b>		<b>Total</b>	<b>39</b>

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

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 #:	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	9
	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
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
	4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10
<b>Comments/Questions:</b>		<b>Total</b>	<b>35</b>

Excellent presentation. I echo Kristin's comments that I've understood it the best this year. I still had some questions about the pathway for gaining clients and revenue but with you already having customers it seems like that was at least clear to you. Congratulations on your success!

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

Leon County R&D Authority  
2020 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>	3
<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	7
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	9
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
4	<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>	<b>32</b>

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

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 #:	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	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	10
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
4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	10
<b>Comments/Questions:</b>		<b>Total</b>	<b>38</b>

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

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 #:	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	8
	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
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
	4	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10
<b>Comments/Questions:</b>		<b>Total</b>	<b>31</b>

Great team, huge market, and good traction