

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 1 Team: NhuEnergy		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	7		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	7		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	6		
Sub-Total	30	20		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	4		
A prototype is available and has been tested.	5	5		
A company has been established.	5	4		
A patent application has been filed or granted.	5	3		
The commercialization strategy is logical and feasible.	5	4		
The management team has the expertise to execute the commercialization plan.	5	5		
Sub-Total	30	25		
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	4	
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	8	
The whole project "feels" good.	5	4	
I want to invest in this business.	5	3	
Sub-Total	20	15	
TOTAL POINTS (Max = 100)	100	74	
Additional Comments			

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 2 Team: NhuEnergy		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		
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	6	For this line and the one above, it was not very clear how significant the competitive advantages were for this company when compared to the competition. The narrative made it sound more like this market was saturated with players.	
Sub-Total	30	21		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	4		
A prototype is available and has been tested.	5	5		
A company has been established.	5	5		
A patent application has been filed or granted.	5	5		
The commercialization strategy is logical and feasible.	5	4		
The management team has the expertise to execute the commercialization plan.	5	4		
Sub-Total	30	27		
Impact of Technology Commercialization Grant (20 Points)				

\$15,000 will make a substantial difference to the project.	10	7	This could have been spelled out more; it was clear there were limitations to the grants but what are they. It seems hard to believe that \$15k couldn't be carved out of the \$2MM+.
Local publicity will help the company significantly.	5	4	
The company will foster economic development (job creation) in Leon County	5	5	
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	
Sub-Total	20	18	
TOTAL POINTS (Max = 100)	100	82	
Additional Comments			This is clearly an excellent market to be in ... with change comes opportunity and I think you all have identified that well. You also have the backing of people who know this market well, emphasized through the \$2MM+ in grants you have been awarded by qualified grantors. What could be spelled out a bit more is the significance of your competitive advantages in this industry. As a I wrote before, to met it sounded more like the market was saturated with rivals offering pretty similar products. That said, I look forward to seeing where you all go with this. It's an exciting time to be in the energy sector.

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 3 Team: NhuEnergy		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	Service appears to be unique, however, based on the application, questions remain about market access due to utility regulations	
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 problem is significant and this service could benefit clients, however adoption of this service may be challengin	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	6	Potential is clearly identified if this service/solution can be adopted by utility industry	
Sub-Total	30	22		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	4	Calaifornia Hospital, but it has not been tested by a Utility providor	
A company has been established.	5	5		
A patent application has been filed or granted.	5	5	patent pending, negotiating exclusive license	
The commercialization strategy is logical and feasible.	5	3	Unclear how the Company will access the public and private utility market	
The management team has the expertise to execute the commercialization plan.	5	4	Would it help to have a private sector advisor with knowledge of utlity regulations and market?	
Sub-Total	30	26		
Impact of Technology Commercialization Grant (20 Points)				

\$15,000 will make a substantial difference to the project.	10	7	Grant could help secure IP agreements, etc. not funded by other grants, however questions remain about if/how this will help the Company access the market
Local publicity will help the company significantly.	5	2	Unclear if local publicity would help
The company will foster economic development (job creation) in Leon County	5	4	Company has created local jobs
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	8	
The whole project "feels" good.	5	3	
I want to invest in this business.	5	3	
Sub-Total	20	14	
TOTAL POINTS (Max = 100)	100	75	
Additional Comments			

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 4 Team: NhuEnergy		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	7		
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	7		
Sub-Total	30	23		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5		
A prototype is available and has been tested.	5	4		
A company has been established.	5	5		
A patent application has been filed or granted.	5	5		
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	26		
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	3		

The company will foster economic development (job creation) in Leon County	5	5	
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	4	
I want to invest in this business.	5	2	
Sub-Total	20	16	
TOTAL POINTS (Max = 100)	100	81	
Additional Comments			

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 5 Team: NhuEnergy		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	Cost savings have been demonstrated already	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	8	Could affect a lot of large energy consumers	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	8	Very sophisticated control system and designs	
Sub-Total	30	24		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	5	In-field testing ongoing	
A prototype is available and has been tested.	5	5	Ditto	
A company has been established.	5	5	LLC with 3 FT and 4 PT employees	
A patent application has been filed or granted.	5	5	One patent granted (jointly held with FSU)	
The commercialization strategy is logical and feasible.	5	4		
The management team has the expertise to execute the commercialization plan.	5	5	Excellent team	
Sub-Total	30	29		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	1	I do not see \$15k being a substantial contribution to the business	
Local publicity will help the company significantly.	5	2	The company has been around for a few years	

The company will foster economic development (job creation) in Leon County	5	4	The venture has the potential for significant growth of high paying jobs
Sub-Total	20	7	
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	This is what the Authority was created for
The whole project "feels" good.	5	4	Excellent potential
I want to invest in this business.	5	2	I would consider an investment if additional milestones were achieved
Sub-Total	20	16	
TOTAL POINTS (Max = 100)	100	76	
Additional Comments			