

Leon County R&D Authority

2016 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:	[REDACTED]
Team #:	2
Team Name:	NanoWater

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	8
	<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	9
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8
<b>Comments/Questions:</b>		Total	33

What is the capacity/durability of the system  
 If the effectiveness depends on water pressure ~~how~~ what is the technology that allows you to control variable

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	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence	1 to 10	9
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	8.9
<b>Comments/Questions:</b>		<b>Total</b>	<b>33</b>

*I liked it very much that this is a local business stimulating the local economy. Also appreciated it that most of the grant will be dedicated to the prototyping*

*Nano Water*  
*Bill Willson*

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Team #:	2
Team Name:	NanoWater

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2	<b>Elevator Pitch Delivery:</b> Was the delivery of the pitch: Succinct Clear Confident Knowledgeable <i>implemented in Pasco Co.</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 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
	<b>Question and Answer Period:</b> How well did the presenter: Understand the questions Provide reasonable answers Maintain poise <i>No</i> Inspire confidence <i>No</i>	1 to 10	9
	<b>Bottom Line:</b> The elevator pitch generated interest in learning more as a potential investor.	1 to 10	9
	<b>Total</b>		<b>34</b>

**Comments/Questions:**

- ~~Large scale~~ *or -> small scale*
- How much pressure is needed to pass H<sub>2</sub>O
- ~~No financial incentive for septic tanks~~ *-> none developable properties*
- 300 gal/day*
- Replacement *6-7 yrs*

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Judges Name:	[REDACTED]
Team #:	2
Team Name:	NanoWater

Please record one score per category		Scale	Score
1	<b>Elevator Pitch Delivery:</b>	1 to 10	6
	Was the delivery of the pitch: Succinct Clear Confident Knowledgeable On time Easy to follow (PowerPoint)		
2	<b>Elevator Pitch Content:</b>	1 to 10	6
	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		
3	<b>Question and Answer Period:</b>	1 to 10	7
	How well did the presenter: Understand the questions Provide reasonable answers Maintain poise Inspire confidence		
4	<b>Bottom Line:</b>	1 to 10	6
	The elevator pitch generated interest in learning more as a potential investor.		
<b>Comments/Questions:</b>		<b>Total</b>	<b>25</b>

*Interested in follow-up*

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4			
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