

NAME OF TEAM you are giving feedback to: Aurora

Audience Feedback Form - ELEVATOR PITCH COMPETITION

Note: Fill these out during each Q&A session with the judges. This form will **not** be used to determine the winners of the competition. Fill this out to provide feedback to the competitors. We will give this to them to help them improve.

What are the **strongest or most distinctive aspects** of this business concept?

Ability to reach commercial & residential

What **areas need the most improvement** or additional development?

The rules portion seems like it ~~is~~
inheres a lot of risks.
address \$
Added in Q&A ✓

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

good body language
keep notes in hand but do not use as
much.

Additional **feedback or suggestions**?

I like that you were did not distract from
presentation w/ slide

Overall score (circle one): Consider that the goal of the pitch is to get you to accept a second meeting to discuss the possibility of an investment. Rate the likelihood you would invite them back for a second meeting.

1	2	3	4	5	6	7	8	9	10
Low chance of a second meeting					High chance of a second meeting				

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NAME OF TEAM you are giving feedback to: Aurora Networks

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What are the **strongest or most distinctive aspects** of this business concept?

good slide, nice idea

What **areas need the most improvement** or additional development?

ergonomics of technology explanation...
simplicity

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

need to not memorize practice

Additional **feedback or suggestions**?

Streamline ~~business~~ explanation
technology

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What are the **strongest or most distinctive aspects** of this business concept?

Great setup of value proposition.

What **areas need the most improvement** or additional development?

Need more practice on flow.

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

Great stage presence. ~~Some mistakes~~
~~to~~ Good recovery

Additional **feedback or suggestions**?

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What are the **strongest or most distinctive aspects** of this business concept?

no interaction ^{by} customer

What **areas need the most improvement** or additional development?

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Additional **feedback or suggestions**?

What happens if you want to use the product when the power is shut off?

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What **areas need the most improvement** or additional development?

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

*It's a very competitive event - Good luck.
Q & A was great!*

Additional **feedback or suggestions**?

h

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What are the **strongest or most distinctive aspects** of this business concept?

Potentially can save a lot of energy

What **areas need the most improvement** or additional development?

Address the non-regular usage.
ie. usage that does not follow the rule or habit.

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

Additional **feedback or suggestions?**

Have you considered to combine your tool with some battery support? This might address the non-regular usage issue.

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NAME OF TEAM you are giving feedback to: Amara networks

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What are the **strongest or most distinctive aspects** of this business concept?

What **areas need the most improvement** or additional development?

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

Great work! Very good preparation on the details of the business idea

Additional **feedback or suggestions**?

Presentation sounded a bit rehearsed, it would be better if ~~it sounded~~ the delivery sounded more natural.

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NAME OF TEAM you are giving feedback to: ARORA NETWORKS.

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What are the **strongest or most distinctive aspects** of this business concept?

What **areas need the most improvement** or additional development?

You forgot what your company does!!

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

Don't learn the pitch... do it on-the-fly.

Additional **feedback or suggestions**?

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NAME OF TEAM you are giving feedback to: Novora

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What are the **strongest or most distinctive aspects** of this business concept?

Food. del - networked, wireless, large scale.

What **areas need the most improvement** or additional development?

*What is a cost of this system?
per outlet, per room, etc?*

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

Good. needs more rehearsal.

Additional **feedback or suggestions**?

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NAME OF TEAM you are giving feedback to: Aurora Network

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What are the **strongest or most distinctive aspects** of this business concept?

- "Smartlets" learn habits & cut usage automatically
- Rules set up online
- Nice logo

What **areas need the most improvement** or additional development?

- Don't let audience know that you messed up
"Sh*t" -> doesn't help

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

keep mess up to yourself, audience doesn't need confirmation

Additional **feedback or suggestions?**

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NAME OF TEAM you are giving feedback to: A.ora

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What are the **strongest or most distinctive aspects** of this business concept?

- Framed the problem well

What **areas need the most improvement** or additional development?

Definition of market was ambiguous.

Comment on the **presentation quality** of the pitch, i.e. body language, clarity of thought, etc.

Need to practice the delivery better

Additional **feedback or suggestions**?

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