

NAME OF TEAM you are giving feedback to: Green Energy Team

### 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?

~~IP~~ IP, ~~IP~~ prototype, novel ideas

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.

~~decent~~ decent, a few pauses, cutoff @ end

Additional **feedback or suggestions**?

\_\_\_\_\_

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

Mentioned #1s such as QOE  
listed picn

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

How does your product differentiate  
yourself from others  
↑ mentioned during Q&A

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

Good pitch and pace  
May want to move around during presentation to  
loosen up.

Additional **feedback or suggestions**?

Slide includes a lot of information (distracts from  
presentation)  
Great job w/ questions

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

Great description of technology.

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

Details on how to make money missing!

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

Great presentation skills.

Additional **feedback or suggestions**?

Slide too confusing

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*Convince consumers to pay 8k-12k in the pitch (i.e. in Q&A I heard that return is 5 years but did not hear during speech)*

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

*"Uh" - good projection but using notes/note cards would improve the clarity & flow of the presentation*

Additional **feedback or suggestions**?

*1*

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Great idea, technology, team and advisors.  
good economic analysis

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.

Confident and very professional. But can speaker a little faster.

Additional **feedback or suggestions**?

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

Use solar equipment to heat water (info converting to electricity)

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.

Presentation was clear but presenter could have used hand and motion gestures, the volume was a bit low (microphone far from mouth)

Additional **feedback or suggestions**?

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

IS THIS TOO OLD ?

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

NEED PASSION FOR WHAT PRESENTS

Additional **feedback or suggestions**?

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Nice visuals.

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

Time! Did not finish his presentation...

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

Seemed calm.

Additional **feedback or suggestions**?

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

Great idea!

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

- need to focus on cleaner presentation and concentrate on value for users and investors.

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

Presenter was not familiar with material. He stumbled over his words.

Additional **feedback or suggestions**?

Slide was very busy.  
~~power~~

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

5 yr. pay-back period? Too long.  
Market for solar panelling is decreasing rapidly; no one is buying. Too expensive for homeowners without significant returns → how will you get them to buy?

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

Monotone; use voice inflection more, and don't forget to smile ☺

Additional **feedback or suggestions**?

Consider installation costs for homeowners - high.

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- \$8000 - \$12,000 cost per unit
- Know product facts in depth.
- Nice slide (visual)

What areas need the most improvement or additional development?

[Empty box for improvement areas]

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

- Less "ums" during pitch
- Nice job memorizing pitch

Additional **feedback or suggestions**?

[Empty box for additional feedback]

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