

NAME OF TEAM you are giving feedback to: Authentiform

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?

Addresses
a clearly explained problem

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

Unclear who pays for the product.
Pharm company? I don't understand
their incentive!

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

Good personal example catches audience attention

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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: Authentic forms

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?

→ Strong intro
→ Interesting idea! But, many questions remain.

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

→ Speak a bit louder, please

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

→ Good

Additional **feedback or suggestions**?

G

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

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: AuthentiForm

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?

No more deaths due to counterfeit products

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

How much is this going to increase the price of prescriptions. since it's already a problem for most americans. most likely the pharmaceutical companies will increase the cost of the medicine so that they don't lose from it.

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

Good

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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: AuthentiFORM

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?

- Good story to open presentation ... engaging.
- Describes need + market opport

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

- Try to make slide more "attractive"
- I think you have time w/ presentation to explain details more.

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

- Good presentation skills. Confident, strong tone of voice. However, you have a funny V-shaped stance at times. Try to avoid this.

stance

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		

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: Abstract form

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?

It is a good idea but how does it affect the formulation

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

What kind of cash do you need,

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

Need to talk to the investors.

Additional **feedback or suggestions**?

Increase the amt of info on the 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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: AuthentiForm

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?

- personal story.

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

- describe tags/IDs
- details of technology + cost were scant.

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

- do not fold arms while listening to a question.

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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: Authenti Form

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?

Explained the problem (big) and the opportunity.

Need to think about a demonstration project & good

What areas need the most improvement or additional development? willing partners.

Need to tell the complete story ... who is buyer, who & where does scoring happen ... and how do you motivate all the "buyers" along distribution chain.
~~incomplete~~ Incomplete presentation!

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

Good skills but incomplete story.

Additional **feedback or suggestions?**

~~Keep preaching~~ #
Keep ~~being~~ honing & practicing presentation.

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

Leave at your seat at the end of the night, we'll collect and sort these.

because big market & problem but not the presentation

NAME OF TEAM you are giving feedback to: Authentiform

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?

Interesting problem being addressed!

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

See below, lack of some info.
pitch could be longer

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

Fair, but could be more positive, confident.

Additional **feedback or suggestions**?

Good use of stats!
Funding needs? next steps / stage of devt? Team?
How plays out in process? Revenue? Return? IP?

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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: Authenti Form

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?

the concept itself - good idea

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.

good intro strong relating thing product/concept needed

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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: Authenti Form

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?

Um, what are you talking about - sorry - I was lost at the 1st sentence. But, I'm on board now -
- nice slide / visual

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

- more background
- not really sure where ~~this~~ this is going

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

- be a little more clear in the objective

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	<u>4</u>	5	6	7	8	9	10
Low chance of a second meeting				High chance of a second meeting					

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: Authentiform

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?

Huge Market potential ...

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

Implementation

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

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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: AuthentiForm

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?

→ Novel idea.

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

→ What do you want in terms of financing?
→ Pricing?

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

- Not enough detail about ~~how~~ technology works
- Too much time spent on ANECDOTE.

Additional **feedback or suggestions**?

Challenging to manufacturers & distribute technology → COST will be a barrier

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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: AuthentiForm

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?

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

Market Analysis?
Distribution methods?

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

Didn't seem incredibly confident about what you were saying...

Additional **feedback or suggestions?**

Engaging story for intro, but took ^{entirely} too long to get to the actual product. Need to explain the tagging better.

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			

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: Authenti Form

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?

Clear need
Potential to market

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

Would this require too much infrastructure for smaller/poorer pharmacies?
Is this even practical?
How to deal with photobleaching?

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

Decent

Additional **feedback or suggestions**?

Needed more details

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				

Leave at your seat at the end of the night, we'll collect and sort these.

NAME OF TEAM you are giving feedback to: AUTMENT 1 FORM

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?

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.

Additional **feedback or suggestions**?

Remember questions from the judges. They were important.

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				

Leave at your seat at the end of the night, we'll collect and sort these.