

NAME OF TEAM you are giving feedback to: Biogenic Medical Devices

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?

Very cutting edge! Addresses a pressing problem.
Great knowledge of endothelial progenitor cells & stimulatory cytokines. Mobilization is appealing.

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

Is there some way to expedite process of culturing cells? Have you found a way to use ~~something~~ something other than FBS to cultured cells?

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

Excellent job answering questions!

Additional **feedback or suggestions**?

Good presentation from a great scientist

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

→ Strong intro
→ Eloquent presentation
→ Objectives are very strong

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.

→ Excellent

Additional **feedback or suggestions**?

Keep it up!

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

Reduction of rejection of stent by introducing ones own cells to the stent

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.

Very good! Enthusiastic

Additional **feedback or suggestions**?

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NAME OF TEAM you are giving feedback to: Bioquimic Stents

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

no immune rejection

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

tiempo. (to generate)

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

talk slower

Additional **feedback or suggestions**?

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

Large, high visibility market. A number of potential partners ~~see~~ or exit.

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

Need to get to proof-of-concept at least in animals.

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

Great skills but slow down especially as respond to questions.

Additional **feedback or suggestions**?

Would suggest getting more data from the market ... what is the perceived demand.

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

- clear presentation of established problem and biological solution.
- sound understanding of technology + biology.
- NIH vote of confidence is great.!

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.

Avoid filler words. 😊

Additional **feedback or suggestions**?

- great way to put judges on the spot by asking to set up a meeting to discuss funding — way to be assertive!!

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NAME OF TEAM you are giving feedback to: BIOGenix Medical Devices

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

the concept of how its address already
prototype exists of other

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.

spoke well but stumbled a little due to nerves
but not overly distracting from pitch, so good.

Additional **feedback or suggestions**?

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

Good evidence - based presentation, strong case for opp.

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

start stop quality of pitch.

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

Lined the grant referencing, team present on slides.

Additional **feedback or suggestions**?

Answering Q&A was a bit weak.
Earlier stage in deupt. (address this)

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

Heart attacks? - Hello! - He's got 5 years in background work.
Camouflage? - Hello!
\$750 million? - Hello! - Knows cell type!

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.

-very personable & well thought out. Not a boring, generic pitch.

Additional **feedback or suggestions**?

you knocked those questions out of the park!
Grand Sam buddy!

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NAME OF TEAM you are giving feedback to: Biogetic Medical Devices

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

Great idea & good background in this area (doing cellular research). Also, very competent @ answering the technical questions asked.

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 job!

Additional **feedback or suggestions**?

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BIOGENIC

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

INTERESTING BUS PROPOSITION

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

- MARKET #S FOR THIS APP? → ?
- FAILURE RATE OF CURRENT IX ?
- WHY IS THIS ENOUGH BETTER TO REPLACE CURRENT IX ?

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

- RELAX
- STOP ROCKING TO & FRO

Additional **feedback or suggestions**?

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Biogen,2

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

you came across a bit angry. try to look happier.

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

Stumbled on QnA a bit

Additional **feedback or suggestions**?

Keep microphone in one place closer to mouth.

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

Strong team

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

proving the concept / FDA approved

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

Good.

Additional **feedback or suggestions**?

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

→ ^{Excellent} Mature team, well qualified expertise
→ Received Challenge Grant - Impressive.

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

→ Listen to question.
→ Cost? Market size unclear

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

• Talked too fast, tripped up a few times

Additional **feedback or suggestions**?

• Don't be so nervous. Relax & slow down

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

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

Definite need / market
Stimulus grant is a big deal
Good team

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

Is this useful for urgent starts?
Is this ready for a ~~business~~ commercial setting? ^{Questions} I liked
~~to say~~

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

Good until last sentence, which was super corny
▶ Don't need to say "good question" to each question

Additional **feedback or suggestions**?

Presenter was overdressed ~~by~~

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