

NAME OF TEAM you are giving feedback to: Immunodispense Pro

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?

simplicity. applicable to many Americans.

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

liability?

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

great presentation

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: Inmensa Dispense Pro

Audience Feedback Form - ELEVATOR PITCH COMPETITION

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

→ exciting proposition	→ good use of time
→ confident	
→ Mission & objectives	

What areas need the most improvement or additional development?

XX

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

→ Very good!

Additional **feedback or suggestions**?

→ More information on how the device is used?

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NAME OF TEAM you are giving feedback to: ImmunoDispense Pro

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

Already going through clinical trials and seems to be beneficial.

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

Additional **feedback or suggestions**?

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

- Illustrates great need in market
- Working w/ good team

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

- Your Q+A was very strong -- try to get this natural flow in 2min. pitch. (Although you had very good presentation skills)

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

- Strong presence, tone of voice, inflection, + pace.

Additional **feedback or suggestions**?

- Your eye contact was bit "quick"! Try to hold eye contact longer.
- The return #'s seem very aggressive... you may be right, but this sounds/hard to ~~stet~~ swallow.

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NAME OF TEAM you are giving feedback to: Immuno Dispersed P20

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

Common need

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

What is the dog? who pays?

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

very good,

Additional **feedback or suggestions**?

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

Compelling value prop ... ~~to~~ reduce death risk.

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

Go to market strategy - how drive adoption & what is the financial model.

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

Excellent presentation skills.

Additional **feedback or suggestions?**

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

industry idea democracy. Users will ~~thought~~ thought itself

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

It's something that really requires followup and pt compliance. How do you enforce that?

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

great delivery

Additional **feedback or suggestions**?

Does it come w/ an Expire just in case?

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

- user friendly
- clinical trials established
- large potential market.

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

- discuss calibration, and safety

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

- clearly spoken with confidence.

Additional **feedback or suggestions**?

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

will the concept itself - being able to cure allergies potentially

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

what the judge brought up - regulating it for those kids that might not have

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

very clear, stumbled slightly but not distracting perky

Additional **feedback or suggestions**?

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

Strong presentation, answering qns.

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!, Good time.

Additional **feedback or suggestions?**

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

- strong patent protection	- clinical trials already started & knows where they stand
- very well rehearsed, but	

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

- what about people w/ other food allergies? Aside from peanuts? what about eggs? milk? Lactose intolerant - no, never mind that last one.
--

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

- sounded like an infomercial

Additional **feedback or suggestions**?

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NAME OF TEAM you are giving feedback to: Immunodisperse Pro

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

Good idea

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

Safety

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

Difference b/w poise in presentation & more colloquial speech during answering questions. Besides that, great.

Additional **feedback or suggestions?**

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IMMUNODISPENSE

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

WELL ORGANIZED LOGICAL PRESENTATION OF PROBLEM & PROPOSED SOLUTION

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

23X ROI ON 1.5M? DON'T YOU THINK SUCH A CLAIM RAISES TOO MUCH SKEPTICISM? MAYBE, BUT NOT JUSTIFIED TO BE CLAIMED IN 2' PITCH

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

CHANNELING TOO MUCH BILLY MAY'S

Additional **feedback or suggestions**?

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1

2

3

4

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6

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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?

No description of product

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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→ Novel clinical need being addressed.
→ Technology more advanced → clinical trial underway.

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

→ Discuss team
→ Market distribution pathway?

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

Confident, well-articulated,

Additional **feedback or suggestions**?

Great job.

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

Large market and Obvious benefit

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

Is this really a huge need? I guess it would be versus current method
How long ~~will~~ would the benefit ~~be~~ continue?
* Regulatory approval hurdles?
* Will the machine be reliable?

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

Quite Good

Additional **feedback or suggestions**?

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

SEEMS SIMPLE?
LARGE MARKETS

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

~~WHAT~~ IS IT SMALL / EASY TO USE?
WOULD PEOPLE PAY FOR IT?

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

TOO POLISHED.

Additional **feedback or suggestions**?

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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.

Very good presentation
The technical idea wasn't 100% clear.

Additional **feedback or suggestions**?

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

IP cool.

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

is there really a need?
What if it doesn't work? death to patient?
High Liability!

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

good energy

Additional **feedback or suggestions**?

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