

NAME OF TEAM you are giving feedback to: Medici Medical Technologies

### 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 very common problem.

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

Must be done every 6 months?  
UTI seems like a big problem.

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.

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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?

- Proposition
- Objective presentation

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

- slide is hard to follow
- Background on the product

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

- OK. Please speak a bit louder

Additional **feedback or suggestions?**

Please choose 'slide' background carefully. It communicates a lot when the audience is lost during the 2-min talk.

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

- Good intro
- Like how you said you were co-founder + provide strong background
- Very clear product need
- 

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

- Get some clinical data.

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

- Very strong presentation, good presence, tone of voice  
-- Mgmt comm paying off!

Additional **feedback or suggestions**?

- Slide background was too dark... hard to read.
- The infection risk seems huge...

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

Solving a big, highly emotional pain. Seems to ~~have~~ have existing reimbursement model.

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

Suggest getting to proof of concept in trials.  
Also need to validate reimbursement model...  
will reimburse on ~~codes~~ existing codes.

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

~~Decent~~ Decent but not great. Need to work on confidence & comfort level in front of audience.

Additional **feedback or suggestions**?

Need to get through proof of concept.  
Very early.

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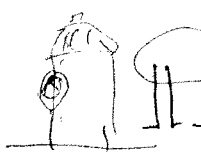
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What are the **strongest or most distinctive aspects** of this business concept?

still to improve strategy

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

clinical data!



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

# You need to sound more sure of it. You have a really nice speaking voice.

Additional **feedback or suggestions**?

horrible slogan - makes it sound like a joke!

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NAME OF TEAM you are giving feedback to: Medici Medical Technologie

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

- clear presentation of benefits (for investor + for consumer)

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

- safety issues need to be addressed.  
- lack of testing + trials

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

-

Additional **feedback or suggestions**?

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

Confident, well-understood presn.

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

Did not mention finding needs

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

Came across a bit sumner (appropriate) but could have up,

Additional **feedback or suggestions?**

Why 510(k)? Slide was a bit too dark.  
Slogan a bit cheesy, but great job nonetheless!

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

the concept itself to help women be able to control their mcontineer

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

after judges questioning didn't seem like it's gotten as far as needed to really go forward

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

fairly well presented, clear, only stumbled a little

Additional **feedback or suggestions**?

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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?

still worried about clinical results after hearing that it is only in the benchwork stage.

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

The flow needed some work. Otherwise, good

Additional **feedback or suggestions**?

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

\$20 Billion on pee?! Hello, you've got my attention!  
Sign me up.

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

- ~~every~~ - every 6 months, doesn't sound fun. Can you find a more permanent solution. Cut the bladder out? No, that won't work - will it?  
- we need some clinical data man! Get on it!

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

- Stumbled a bit over some words, but clarity of thought not lost. Woo hoo! Knew background info very well.

Additional **feedback or suggestions**?

No. None. Don't change a thing. Can I get one of these so I can work without interruptions?

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MEDICI

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

VERY WELL DONE

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 JOB. DON'T CHANGE ANYTHING

Additional **feedback or suggestions**?

PRESENTATION RESULTED IN VERY HIGH QUALITY QUESTIONS

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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?

unsure.

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

very good speech, slightly low volume

Additional **feedback or suggestions**?

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Technologies

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

Scary

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

Highly Invasive

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

Additional **feedback or suggestions**?

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

- large market need
- mature technology development

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

- Funding need not articulated in presentation.
- longer pathway through regulatory approval

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

- Clear & concise.

Additional **feedback or suggestions**?

- Solid team

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

Very low in need for start up funds (almost too low)  
Already has Patent in place

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

~~2~~ Needed more info on product  
Urinary tract infection irritation risk?  
Did not state total amount of money needed  
No clinical data

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

Pitch was a bit cheezy

Additional **feedback or suggestions**?

Just not far enough along

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

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