

NAME OF TEAM you are giving feedback to:

~~Proxodia~~ Proxodia

### 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?

- structure was weak, but you stressed a lot of points
- ~~data~~ give appropriate numbers for money, not just 114%. Give it some depth

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

Great presentation; move around the room

Additional **feedback or suggestions**?

Your Q&A was where you ended. integrate those answers next time

**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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"Homework" seems like a good idea, and is appealing to speech therapists (doesn't decrease their business)

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

The screen capture of the software looks elementary (needs better graphics)

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

Good confidence in product.

Additional **feedback or suggestions**?

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

→ very strong intro ~~→ AAA~~  
→ clarity of mission

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

→ length of the presentation - please use all the time  
→ More information on the product

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

→ Very good.

Additional **feedback or suggestions**?

→ Good job!

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NAME OF TEAM you are giving feedback to: Persuasion

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

Use of the product would improve lives of those who have speech impediments.

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 eye contact

Additional **feedback or suggestions**?

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• Good explanation of problem faced by people/industry.

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

• Lots of technical terms at beginning was a tad ~~off~~ difficult to grasp.

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

• Very good tone of voice + pace

Additional **feedback or suggestions**?

• Graphic on slide ~~was bad~~ could use more refinement.

•

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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?

Need to have A development team.

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

Good presentation.

Additional **feedback or suggestions**?

If

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

*# Interesting ~~product~~ problem and suspect that patients might be "desperate" for a solution.*

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

*What is the IP position? How protect company?  
What is the financial value proposition for the speech therapist - how do they make it's worth it?*

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

*Well presented & clear but little short of details & depth.*

Additional **feedback or suggestions**?

*Need to flush out IP position & patient & therapist value prop.*

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

affordability

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

in they good, but not backed up so far w/ any  
prelim. evidence

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

great voice

Additional **feedback or suggestions**?

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

*• clear slide and summary.*

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

*• more specific details of product.  
• underdeveloped product.*

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

*• clearly spoken; hand gestures pedantic / overused (distracting); could use space better.  
~~Hands~~ Hands in pockets.*

Additional **feedback or suggestions**?

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

how it can be used & other aspects - broad ~~was~~  
potential use.

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

the fact that there is no prototype yet -  
with hypotheticals

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

fairly clear, good

Additional **feedback or suggestions**?

Should've been more clear on product

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

Good body language, tone, delivery

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

more info on what 'device / product' is...  
(in pitch)

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

See above.

Additional **feedback or suggestions**?

A bit more description of team, mkt-size / opp.

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1

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NAME OF TEAM you are giving feedback to: Passolia

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

- has actually talked to speech therapists about the concept  
- start up costs / cash-on-cash return seemed good.  
- didn't seem like a tacky commercial. ROCK ON!

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

- prototype not developed yet  
-

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

Very good! Articulate & explained very well!

Additional **feedback or suggestions**?

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

Good presentation / public speaking skills

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

Doesn't seem different enough from the described prototype that it is based on.  
Also, may be hard for older people (a big percentage of people w/ aphasia) to work with electronics.

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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PROSODIA

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

MADE A GOOD CASE FOR NEED FOR DEVICE

What areas need the most improvement or additional development?

- NO NEED TO USE MEDICAL TERMINOLOGY
- MARKET SIZE & GROWTH?

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

- WEAR A SPORT COAT, BE TAKEN MORE SERIOUSLY

Additional feedback or suggestions?

ASKING FOR \$1M FOR A 4 UG/1 GRAD TEAM?
TAKE OUT OF PRES. UNTIL A SR-MGMT TEAM IN PLACE

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

Portability, upgradeable

What areas need the most improvement or additional development?

Battery lifetime

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?

→ Clear, simple idea for assistive technology

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

→ Too early stage. No prototype yet.  
→ No prior art search.  
→

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

Good posture & eye contact.

Additional **feedback or suggestions**?

→ Demonstrate market need more clearly  
→ Team seems inexperienced. Tentative support by

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

Good idea  
Feedback/interaction was innovative

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

Distribution model not well articulated  
Unclear what product actually was  
Not clear need  
Current status not known

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

Good → slouched a bit but good pacing & tone

Additional **feedback or suggestions?**

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

IP  
DEVELOPMENT OF ENTIRE PRODUCT

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

EXCELLENT.

Additional **feedback or suggestions**?

IS THERE ANY WAY TO CONVINCE ME THAT THIS WORKS?

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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.

Nice, simple, tell.

Additional **feedback or suggestions?**

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

unclear product description

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

slide somewhat poor & unclear

Additional **feedback or suggestions**?

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