

NAME OF TEAM you are giving feedback to: Natasha Field

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?

— metrics

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.

— let the judges finish their questions

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				

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

Already proven use case

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

Where are growth opportunities?
- Better software tomorrow from someone else.

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

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Metrics — what kinds?

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

Already tested in practice

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

Late, very vague in how this will work or why it's useful. What's new here?

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

I WAS NOT TOTALLY CLEAR ON USP OR COMPETITION.
IT WOULD BE GOOD TO HEAR WHAT YOUR MARKET DIFFERENTIATORS ARE

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

I NEED TO KNOW ABOUT BUSINESS MODEL. FOCUS ON
DEVELOPING PRIVATE VS NON-PROFIT REVENUE MODEL

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

EXCELLENT PITCH.

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IdeaE nists & woxles

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

Business Plan

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

Be more confident

Additional **feedback or suggestions?**

Great work for a freshman

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It is interesting and you seem to have a very good knowledge of your product

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

You need to show more passion and excitement for your product. You need to transmit that to the VC's

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

Use a little bit more body language. You are too stiff

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It sounds like the product has worked well in the past

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

The idea of functionality was not 100% clear. Why would I get this product

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

Good pitch, showed confidence. Sounded a bit defiant to the judges.

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