ACE Elevator pitch competition Scoring Sheet

Contestant Name:  
Company Name:

Content

Greeting: Clearly identify the company name and self

1 2 3 4 5

Need: Explain the problem facing your customers. Who are your competitors? Why do they fall short?

1 2 3 4 5

Solution: Explain how your company, technology, or invention would solve this problem

1 2 3 4 5

Business Model: How do you make money?(Sell to a whole seller? License and receive royalties? Other?)

1 2 3 4 5

Exit: How will you pay back your investor and make them profit (At least double their money, more likely 5-10 times their money)?

1 2 3 4 5

The Ask: How much money do you need and what will you do with it?

1 2 3 4 5

Delivery

Energy/Confidence: Natural, enthusiastic, and speech with a good flow

1 2 3 4 5

Voice/speech: Clarity of speech, proper volume, rate of speech

1 2 3 4 5

Over time limit (90 Seconds): Yes No (If yes then subtract 15 points)

Total Points:

Comments: