

Annex D: Full proposal evaluation Grid: Business, technological and financial

<i>Criteria</i>	<i>Explanation</i>	<i>Points</i>
INNOVATIVENESS CRITERIA		
Degree of innovation	a) The innovation is built on the completely new and fully collaborative idea and/or latest technological developments, is radically new and is superior to similar solutions. It will lead to new product, process and service on the market.	7 – 10
	b) The innovation should result in a product, process or service that is better than similar solutions and it brings evident development to existing industry or introduces some new niches.	4 – 6
	c) The innovation is unlikely to lead to a new or significantly improved product, process or service.	0 – 3
Geographical impact of innovation	a) A global or at least regional impact could be expected from the results of the project.	9 – 10
	b) The proposed innovative product, process or service is new in some features but could be deployed only in the domestic market, but there could have an important impact.	6 – 8
	c) The proposed product, process or service could hardly exhibit any impact on even local market.	0 – 5
Degree of innovation risk	a) The innovation represents a potential breakthrough in an emerging technology or non-technological sector with potential high impact. The technological and market risks are high, but the applicant has a considerable expertise in this industry sector.	9 – 10
	b) The market and technological risks are moderate, or the non-technological innovation is of moderate impact. The applicant has a solid experience within the industry sectors.	6 – 8
	c) The proposed innovation represents already known idea with no or very small impact on the industry. The technological risk is minor and innovative idea is of low impact.	0 – 5
MARKET AND SUSTAINABILITY CRITERIA		
Market size	a) The innovative product, process or service has a potentially very large and growing market with only limited competition.	9 – 10

	<p>b) The innovative product, process or service has moderate market prospects but the market will not grow or is open to competition.</p> <p>c) It is unlikely that a profitable market for the developed products, processes or services exists.</p>	<p>5 – 8</p> <p>0 – 4</p>
Market access and risk	<p>a) The applicant or the CGC and its members are already present on the relevant market or are qualified to commercialize innovation. The market obstacles for access are clearly identified and specific measures to reduce risk proposed.</p> <p>b) The applicant or the CGC is only capable of accessing the market at some extent. Several barriers to the market have been identified and some specific measures to reduce risk have been proposed.</p> <p>c) Competitors may launch a related product on the market at the same time, or market is already completely saturated or too small, and the prospects of the applicant or the CGC to access the market are very limited.</p>	<p>9 – 10</p> <p>5 – 8</p> <p>0 – 4</p>
Alignment to specific SDGs	<p>a) The collaborative innovative product, service or solution has very high potential to impact on the people’s wellbeing, either objective or subjective wellbeing.</p> <p>b) The collaborative innovative product, process or service has moderate impact prospects</p> <p>c) It is unlikely that the products or services will bring any measurable impact.</p>	<p>9 – 10</p> <p>5 – 8</p> <p>0 – 4</p>
PROJECT QUALITY CRITERIA		
Project contribution to the company	<p>a) The results of the project will lead an applicant or the CGC to a long lasting, competitive position in his business sector. The project results will support competitiveness of existing key products/services or new related products/services of the company</p> <p>b) The achievements of the project should lead to an increase in competitiveness in strategic business areas for the participating companies, ideally in an equal manner. The project results could support the existing portfolio of the participating companies. The project will create new opportunities in the value chain for the applicant or the CGC.</p> <p>c) The results of the project will have little impact on the future competitive position of the participating companies.</p>	<p>9 – 10</p> <p>5 – 8</p> <p>0 – 4</p>

Project Team	<p>a) Project team possesses key, complementary qualifications and has strong strategic or commercial interest to implement the project and to achieve the results.</p> <p>b) The project team possesses reasonable qualifications to reach project targets but completeness of the team can be improved.</p> <p>c) The project team has no sufficient expertise overall to implement the project.</p> <p>Note: In case of equal scorings between two proposals, the team with more gender parity would be prioritised. This is to support gender equality promoted by the organising institutions.</p>	<p>7 – 10</p> <p>4 – 6</p> <p>0 – 3</p>
Project Plan: Methodology and planning approach	<p>a) The methodology is precisely formulated and all key aspects of the project planning have been taken into account of.</p> <p>b) A suitable methodology has been proposed, but not all aspects have been thoroughly detailed. Project breakdown of cost and resources to activity level, market analysis as well as assumptions and risks are part of the planning but not at fully satisfactory.</p> <p>c) The methodology is incoherent or unrealistic or incomplete.</p>	<p>7 – 10</p> <p>4 – 6</p> <p>0 – 3</p>
Project Plan: Deliverables	<p>a) The relevant deliverables are clearly identified and realistic and quantitative indicators will be available to fully assess progress of the project.</p> <p>b) Deliverables and time schedule are included but some aspects are not realistic or clear.</p> <p>c) The proposal lacks clear deliverables or these are unachievable within the duration or with the team of the project.</p>	<p>7 – 10</p> <p>4 – 6</p> <p>0 – 3</p>
FINANCIAL EVALUATION CRITERIA (Every criterion should have at least 4 point in order to get positive evaluation)		
Project cost feasibility	<p>a) Types of expenses and their amounts fully meet the needs of the project implementation. The total development costs are realistic given the duration. The distribution of costs within CGC is close to equal.</p> <p>b) Expenses and their amounts do not correspond fully to the needs of the project implementation. It is necessary to correct and add or remove some types of expenses. But the total cost is within acceptable level of the realistic budget.</p>	<p>7 – 10</p> <p>4 – 6</p>

	c) Expenses and their amounts do not correspond to the needs of the project implementation. The total cost of development is not within acceptable percentage of the realistic budget and it is too low (or too high). The implementation is not feasible within the proposed timeframe.	0 – 3
Project costs explanation	a) Costs are fully coherent with list of eligible & non-eligible costs from this Operational Procedures. Costs are arranged in categories according to the guidance. A clear breakdown of the budget is provided and evidence of own and external funding is clearly demonstrated.	7 – 10
	b) Costs are not fully coherent with list of eligible & non eligible costs from this this Operational Procedures. Costs are not arranged in categories according to the guidance There is no clear breakdown of the budget provided and evidence of own and external funding is not clearly demonstrated. It should be fixed.	4 – 6
	c) No satisfactory breakdown of the project budget and financing has been provided.	0 – 3
Financial capacity of the CGC and matching funds provision	a) The applicant or the CGC has demonstrated its own financial capacity to participate. Participating companies have their own resources and necessary liquidity to ensure financial contribution, ideally close to or equal contribution, to the Project or satisfactory investor.	8 – 10
	b) The applicant or the CGC is in the near term expected to have the financial capacity to implement in the project, with clear demonstration that it will ensure necessary liquidity (letters of intent by the bank or investor, or private funds	4 – 7
	c) The applicant or the CGC has to provide another proof to be able to finance its participation.	0 – 3