

# Evaluation Criteria

Poor (25%)

Average (50%)

Good (75%)

Excellent (100%)

Any deal-breakers or risks involved?



Parameters	Objective / Details	Required Information
<b>1. Technical feasibility of solution and novelty (40%)</b>		
<b>Effectiveness in addressing the challenge</b>	<ul style="list-style-type: none"> <li>Explain whether and how the proposed solution can address the requirements stated in the challenge statements, and lead to cost savings, improved productivity etc.</li> <li>Illustrate how it can be scaled for use across the industry and its interoperability (across the value chain and with other players in the industry).                             <ul style="list-style-type: none"> <li>E.g. Solutions developed should preferably be on an open platform so that users are not locked in during future upgrade/modification</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Preliminary solution design and architecture</li> <li>Preliminary interface requirement specification</li> <li>How each of the requirements can be met, with relevant examples</li> <li>Scalability of the solution</li> </ul>
<b>Operational Feasibility</b>	<ul style="list-style-type: none"> <li>Solutions should be designed and developed with end user in mind (i.e. user friendly), while taking into account the operating environment, integration requirements, maintenance needs, etc.</li> <li>For certain cases, the solution providers will also be assessed if they have a service team that can quickly respond to any service requests during trial</li> </ul>	<ul style="list-style-type: none"> <li>Stakeholder onboarding plan</li> <li>Clear identification of potential users of this solution</li> <li>Training plans across different user groups</li> <li>Demonstrate ease of use</li> </ul>
<b>Novelty of solution</b>	<ul style="list-style-type: none"> <li>Elaborate on degree of novelty of the solution (i.e. whether a transformative or incremental approach was taken, beyond the current or conventional methods)</li> </ul>	<ul style="list-style-type: none"> <li>Comparison with existing solution or close competitor in the market</li> </ul>

**Note: The above weightages and scoring scales serve as a guide and can be adjusted.**

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Parameters	Objective / Details	Required Information
<b>2. Business feasibility of solution (30%)</b>		
<b>Commercialisation strategy and business viability</b>	<ul style="list-style-type: none"> <li>Demonstrate clear, viable and sustainable commercial plans, go to market strategies and plans for scale up and deployment, indicating the potential users/clients and the plans to engage them</li> <li>Company selected should have sound financial strength and standing to undertake the project from the development phase till the adoption phase</li> </ul>	<ul style="list-style-type: none"> <li>Comprehensive business plan to scale up the developed solution (e.g. target audience, potential prospects, sales &amp; marketing channels, etc)</li> <li>Annual revenue, staff strength, key offering of company</li> </ul>
<b>Estimated cost of solution and return of investment (ROI) upon implementation</b>	<ul style="list-style-type: none"> <li>Justify cost of developing the solution and the reasonableness of the various cost items listed in the proposal</li> <li>To demonstrate ROI of the solution to ascertain their cost effectiveness against existing solutions based on the total estimated cost, which includes the Commercial Price (CAPEX/subscription, and not taking into consideration the adoption grant support provided), setup costs, operational and maintenance cost</li> </ul>	<p>Proposed business model with the following information:</p> <ul style="list-style-type: none"> <li>Estimated Commercial Price: CAPEX or Subscription-based (to indicate minimum committed time period)</li> <li>Estimated Set-up cost</li> <li>Estimated Operational and Maintenance cost</li> <li>ROI calculations and assumptions made</li> </ul>

**Note: For NIC projects funded under EDG(I), the VA to grant ratio can be less than 10, but VA forecasts still needs to be performed and recorded.**

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Average (50%)

Good (75%)

Excellent (100%)

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# Evaluation Criteria

Parameters	Objective / Details	Required Information
<b>3. Capacity and Expertise to execute projects (20%)</b>		
<b>Expertise to execute projects</b>	<p>Credibility of project team/consortium:</p> <ul style="list-style-type: none"> <li>Relevant capabilities and resources to undertake the project, track record in projects undertaken of similar size and nature</li> </ul>	<ul style="list-style-type: none"> <li>Relevant project references</li> <li>Credentials (CV) of project team members especially project manager/technical leads</li> </ul>
<b>Capacity to execute projects</b>	<ul style="list-style-type: none"> <li>Demonstration of capacity to undertake this project</li> </ul>	<ul style="list-style-type: none"> <li>Current and upcoming projects (6-12 months) that team/consortium is/will be involved in</li> </ul>
<b>4. Clarity &amp; Comprehensiveness of proposal and test plans (10%)</b>		
<b>Overall clarity and comprehensiveness of proposal</b>	<ul style="list-style-type: none"> <li>Proposal clearly and comprehensively addresses the requirements stated, benefits of the solution, and project plan</li> </ul>	<ul style="list-style-type: none"> <li>Project management plan (timeline, personnel involved at each phase, etc)</li> <li>Risk identification and mitigation (covering design risk, operational risk)</li> <li>To state the standards to be tested against</li> </ul>
<b>Plans for development, POC, Test-bedding and Pilot deployment</b>	<ul style="list-style-type: none"> <li>Sufficiently detailed plans for development, POC, test-bedding &amp; pilot deployment tests stating the purpose, objectives, scope, deliverables and outcomes</li> </ul>	<ul style="list-style-type: none"> <li>Development plan</li> <li>POC Plan</li> <li>Test-bedding plan (including UAT: User Acceptance Trial plan)</li> <li>Pilot Deployment plan</li> </ul>

# Sample Scoring Matrix

Criteria	Weightage (A)	Assessment of proposal (B)				Total score (A x B)
Technical feasibility and novelty	40%	Poor [25%]	Average [50%]	Good [75%]	Excellent [100%]	
Business feasibility	30%	Poor [25%]	Average [50%]	Good [75%]	Excellent [100%]	
Capacity and Expertise	20%	Poor [25%]	Average [50%]	Good [75%]	Excellent [100%]	
Clarity and Comprehensiveness	10%	Poor [25%]	Average [50%]	Good [75%]	Excellent [100%]	
<b>Total</b>	100%	<b>Grand Total</b>				

Besides quantitative scoring, also include a section for qualitative input (either overall, or for each criteria), to capture additional justifications and considerations.