Evaluation Criteria

Parameters	Objective / Details	Required Information
1. Technical feasibility of solution and novelty (40%)		
Effectiveness in addressing the challenge	• Explain whether and how the proposed solution can address the requirements stated in the challenge statements, and lead to cost savings, improved productivity etc. • 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). • E.g. Solutions developed should preferably be on an open platform so that users are not locked in during future upgrade/modification	• Preliminary solution design and architecture • Preliminary interface requirement specification • How each of the requirements can be met, with relevant examples • Scalability of the solution
Operational Feasibility	• 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. • 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	• Stakeholder onboarding plan • Clear identification of potential users of this solution • Training plans across different user groups • Demonstrate ease of use
Novelty of solution	• Elaborate on degree of novelty of the solution (i.e. whether a transformative or incremental approach was taken, beyond the current or conventional methods)	• Comparison with existing solution or close competitor in the market

Evaluation Criteria

Parameters	Objective / Details	Required Information
2. Business feasibility of solution (30%)		
Commercialisation strategy and business viability	• 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 • Company selected should have sound financial strength and standing to undertake the project from the development phase till the adoption phase	• Comprehensive business plan to scale up the developed solution (e.g. target audience, potential prospects, sales & marketing channels, etc) • Annual revenue, staff strength, key offering of company
Estimated cost of solution and return of investment (ROI) upon implementation	• Justify cost of developing the solution and the reasonableness of the various cost items listed in the proposal • 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	Proposed business model with the following information: • Estimated Commercial Price: CAPEX or Subscription-based (to indicate minimum committed time period) • Estimated Set-up cost • Estimated Operational and Maintenance cost • ROI calculations and assumptions made

Evaluation Criteria

Parameters	Objective / Details	Required Information
3. Capacity and Expertise to execute projects (20%)		
Expertise to execute projects	Credibility of project team/consortium: • Relevant capabilities and resources to undertake the project, track record in projects undertaken of similar size and nature	• Relevant project references • Credentials (CV) of project team members especially project manager/technical leads
Capacity to execute projects	• Demonstration of capacity to undertake this project	• Current and upcoming projects (6-12 months) that team/ consortium is/will be involved in
4. Clarity & Comprehensiveness of proposal and test plans (10%)		
Overall clarity and comprehensiveness of proposal	• Proposal clearly and comprehensively addresses the requirements stated, benefits of the solution, and project plan	• Project management plan (timeline, personnel involved at each phase, etc) • Risk identification and mitigation (covering design risk, operational risk) • To state the standards to be tested against
Plans for development, POC, Test-bedding and Pilot deployment	• Sufficiently detailed plans for development, POC, test-bedding & pilot deployment tests stating the purpose, objectives, scope, deliverables and outcomes	• Development plan • POC Plan • Test-bedding plan (including UAT: User Acceptance Trial plan) • Pilot Deployment plan

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%]	
Total	100%				Grand Total	