

**BUSINESS ACCELERATOR GRANT REVIEW COMMITTEE
SCORE SHEET CRITERIA GUIDELINES**

While a strict quantitative analysis will not determine final funding recommendations, the following questions and points will typically be used to evaluate each criterion identified on the score sheet and provide a basis for discussion and comparison.

CRITERIA	GENERAL CONSIDERATIONS
<p>SCOPE OF WORK <i>50 POINTS</i></p> <p>Project description, objectives, preliminary data, feasibility, the scope of work</p>	<ul style="list-style-type: none"> • Is the project and scope of work clear, well defined and appropriate to the business stage? • Is the end point(s) clear, measurable, and well defined? • Is the scope of work attainable and/or appropriate? • Does the scope of work identify specific tasks, how they will be completed and by whom? • Does the proposed scope of work contribute toward the commercialization of the technology being developed? • (SBIR/STTR only) Is the SBIR/STTR Phase I/II Project clearly identified? • Is the timeline appropriate?
<p>MARKET POTENTIAL <i>10 POINTS</i></p> <p>Growth potential for the technology-based product, service, or process and analysis of competitive products</p>	<ul style="list-style-type: none"> • Does the applicant have a sufficient understanding of the potential market or will the grant significantly improve that understanding? • Does the applicant provide a sufficient explanation of competitors or with the grant improve the understanding? • Does the innovation (and its IP assets) or the company's approach provide a unique competitive advantage? • Have targeted customers been defined, even if preliminary?
<p>MANAGEMENT TEAM <i>20 POINTS</i></p> <p>Applicable experience both in terms of technology development and the ability to lead the commercialization effort of the company</p>	<ul style="list-style-type: none"> • Do team members have direct experience in the technology being developed or does the grant augment team gaps and weaknesses. • Do team members have the experience necessary to pursue commercialization in the targeted market? • Are the team members in place to successfully complete the proposed project?
<p>COMMERCIALIZATION & POTENTIAL FOR ECONOMIC IMPACT <i>10 POINTS</i></p> <p>Potential for high revenue per retained, or new employees in Maine, company business</p>	<ul style="list-style-type: none"> • Will this project likely lead to commercialization of a new and innovative technology? • Are the intellectual property and its ownership clearly identified? • Is the business model appropriate or does the grant help better define the business model? • Does the project support a new business and/or expansion of an existing business in Maine? • Is the project or technology likely to generate jobs or economic impact in

model, pricing models and points, and commercialization models	Maine commensurate with the grant amount requested?
PROJECT BUDGET <i>10 POINTS</i> Appropriateness of the budget and quality of the match	<ul style="list-style-type: none"> • Are the indicated costs realistic for the indicated expenses? • Will the proposed budget cover the scope of work indicated? <i>Please note that you can suggest an alternate funding level if the budget seems inappropriate (excessive). Use the enclosed summary of national average salaries as a guide for consideration of acceptable salary rates.</i>
TOTAL (100 points max.)	Requirements for Recommendation 80 -100 = Highly Recommended for Funding 70 - 79 = Worthy of Consideration for Funding 69 or less = Not Recommended for Funding

Strengths, Weaknesses, and General Comments:

Identify any critical issues that are or are not addressed in the application. Your written feedback is important to the evaluation process. Please provide as much constructive feedback as possible.

NOTE: The review process includes an evaluation of applications using MTI’s Seed Grant criteria. Awards will be made on a competitive basis to support efforts in any of the state’s targeted technology sectors.

Return completed forms to:

Maine Technology Institute
8 Venture Avenue
Brunswick Landing
Brunswick, ME 04011

Telephone: 207-582-4790 * Fax: 207-582-4772 * Email: ladams@mainetechnology.org