

**TECHSTART GRANT REVIEW COMMITTEE (TGRC)
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>SCIENTIFIC AND TECHNICAL MERIT <i>30 POINTS</i></p> <p>Identification of a new and innovative technology</p>	<ul style="list-style-type: none"> ● Is the innovation clearly described? Is the proposed technology meaningfully unique? ● Is the intellectual property and its ownership clearly identified? ● Are comparisons to existing technologies favorable?
<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"> ● Has the applicant identified the potential market opportunity? ● Does the innovation or the company's approach provide a unique competitive advantage?
<p>SCOPE OF WORK <i>30 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? ● Does the scope of work identify specific tasks, how they will be completed and by whom? ● Is there preliminary data indicating feasibility of the project?
<p>COMMERCIALIZATION STRATEGY <i>5 POINTS</i></p> <p>Company business model, pricing models and points, commercialization models</p>	<ul style="list-style-type: none"> ● Is the conceptual business model appropriate? ● Does the application identify why the project is important to the next stages of financing (e.g. Seed Grant, Development Loan, SBIR/STTR or other capital) and progress toward commercialization? ● Is the ownership of intellectual property fully described?
<p>MAINE ECONOMIC IMPACT <i>5 POINTS</i></p> <p>Potential for high revenue, retained or new employees in Maine</p>	<ul style="list-style-type: none"> ● Does the application give appropriate insight into potential economic impact to the State of Maine?
<p>MANAGEMENT TEAM <i>10 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"> ● Is the management team adequate for the business/development stage?

<p>PROJECT BUDGET <i>10 POINTS</i></p> <p>Appropriateness of the budget and quality of the match</p>	<ul style="list-style-type: none"> • Are the indicated costs realistic for the indicated expenses? • Will the proposed budget likely cover the costs indicated? <i>Please pay particular attention to the match funding listed, especially related to personnel salaries. 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> • Is all match funding accounted for in the commitment letter(s)? • Is the quality of the match high? (highest quality of match is actual cash) • Is there a reasonable ratio of cash to in-kind (50/50)?
<p>TOTAL (100 points max.)</p>	<p>Requirements for Recommendation</p> <p>80 -100 = Highly Recommended for Funding</p> <p>70 - 79 = Worthy of Consideration for Funding</p> <p>69 or less = Not Recommended for Funding</p>

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 TechStart Grant criteria. Grants will be made on a competitive basis to support efforts in any of the state's targeted technology sectors.