

**BCIP Call for Proposal 007 - EN578-17BCIP/A**

**Attachment 2 – Evaluation Grid**

**Section One: Innovation**

ID	Mandatory/ Screening/ Rated	Criteria	Assessment	Pass/Fail or Points Range
MC4	Mandatory	Previously Submitted Innovations	<p><i>The proposed innovation or any other versions of the innovation must not have been previously awarded a contract in the Build in Canada Innovation Program (BCIP) or the pilot, the Canadian Innovation Commercialization Program (CICP), and it is not currently in a pool of pre-qualified Innovations. A Bidder can participate in the BCIP more than once, as long as the proposed Innovations are sufficiently different.</i></p> <p><b>Pass (sufficiently different):</b></p> <ul style="list-style-type: none"> <li>• A distinct product and/or service that has undergone a completely separate path of R&amp;D or that diverged early in technology development.</li> <li>• Significant modifications to the application of the previous technology or components of the technology, applied in a setting or condition which was not possible or feasible for the pre-qualified or contracted innovation; OR</li> <li>• A significant improvement in functionality, cost or performance over the pre-qualified or contracted innovation.</li> </ul> <p><b>Fail (not sufficiently different):</b></p> <ul style="list-style-type: none"> <li>• Incremental improvements;</li> <li>• Technologies that follow a normal course of product development (i.e. the next version or release); OR</li> <li>• Stated differences are not quantified or are inadequately described.</li> </ul>	Pass/Fail
SC1	Screening	Innovation features or benefits	<p>Must meet one or more of the following definitions of innovation:</p> <ul style="list-style-type: none"> <li>• An invention, new technology or new process that is not currently available in the marketplace.</li> <li>• Significant modifications to the application of existing technologies/components/processes that are applied in a setting or condition for which current applications are not possible or feasible.</li> <li>• An improvement in functionality, cost or performance over an existing technology/process that is considered state-of-the-art or the current industry best practice.</li> </ul> <p><b>Pass:</b> The proposed innovation's features or benefits meet the BCIP definition of innovation.</p> <p><b>Fail:</b> The proposed innovation's features or benefits does not meet the BCIP definition of innovation.</p>	Pass/Fail
PR1	Point Rated	Competitive advantages and level of advancement over existing technologies	<p><b>3 points</b> • The proposed innovation offers one or two minor improvements to existing technologies that have potential to create competitive advantages in existing market niches; OR</p> <ul style="list-style-type: none"> <li>• The stated advancements are well-described in general, but are not substantiated with specific, measurable evidence.</li> </ul> <p><b>6 points</b> • The proposed innovation offers three or more minor improvements to existing technologies that together are likely to create competitive advantages in existing market niches; OR</p> <ul style="list-style-type: none"> <li>• The proposed innovation offers one significant improvement to existing technologies that is likely to create competitive advantages in existing market niches</li> </ul> <p><b>9 points</b> • The proposed innovation offers two or more significant improvements to existing technologies that are likely to create competitive advantages in existing market niches and could define new market spaces; OR,</p> <ul style="list-style-type: none"> <li>• The proposed innovation can be considered a new benchmark of state of the art that is clearly ahead of competitors and that is likely to define new market spaces</li> </ul>	3 - 9
SC2	Screening	Technology Readiness Level & Safety	<p><b>TRL 7: Prototype ready (form, fit and function) for demonstration in an appropriate operational environment.</b></p> <ul style="list-style-type: none"> <li>• The Bidder has provided evidence that the proposed innovation is at Technology Readiness Level 7 or higher by describing the past and present technical challenges.</li> <li>• Remaining technical challenges do not pose safety concerns for the BCIP test.</li> </ul> <p><b>Pass:</b> The proposed innovation is at TRL 7 or higher, and is ready for safe use by test departments.</p> <p><b>Fail:</b> The proposed innovation is not at TRL 7 or higher, AND/OR is not ready for safe use by test departments.</p>	Pass/Fail

Section Two: Commercialization				
ID	Mandatory/ Screening/ Rated	Criteria	Assessment	Pass/Fail or Points Range
SC3	Screening	Key positions in the Bidder's management team	<u>Leadership of Company</u> <b>Pass</b> Company leader has a background (education and/or experience) that is relevant to their respective industry <b>Fail</b> Company leader is not identified OR significantly lacks relevant background <u>Technology Development</u> <b>Pass</b> Technology manager has a background (education and/or experience) that is relevant to their respective industry <b>Fail</b> Technology manager is not identified OR significantly lacks relevant background	Pass/Fail
PR2	Point Rated	Management team	<u>Leadership of Company</u> <b>1 point</b> Company leader has a background (education and/or experience) that is relevant to their respective industry <b>2 points</b> Company leader has a strong background (education and/or experience) that is clearly relevant to their respective industry <u>Technology Development</u> <b>1 point</b> Technology manager has a background (education and/or experience) that is relevant to their respective industry <b>2 points</b> Technology manager has a strong background (education and/or experience) that is clearly relevant to their respective industry <u>Commercialization Strategy</u> <b>0 points</b> Business manager is not identified OR significantly lacks relevant background <b>1 point</b> Business manager has a background (education and/or experience) that is relevant to their respective industry <b>2 points</b> Business manager has a strong background (education and/or experience) that is clearly relevant to their respective industry <u>Financial Management</u> <b>0 points</b> Financial manager is not identified OR significantly lacks relevant background <b>1 point</b> Financial manager has a background (education and/or experience) that is relevant to their respective industry <b>2 points</b> Financial manager has a strong background (education and/or experience) that is clearly relevant to their respective industry	2 - 8
SC4	Screening	Intellectual Property strategy	<i>This can vary by industry and rate of technology turnover. For example:</i> <ul style="list-style-type: none"> <li>• <i>Software: Copyright and Source Code protection</i></li> <li>• <i>Hardware: Patent and/or Trade Secret protection</i></li> <li>• <i>System: Both hardware and software protection</i></li> <li>• <i>Service, Methodology or Process: Copyright</i></li> </ul> <b>Pass:</b> The Intellectual Property and/or ownership status for the proposed innovation is clearly identified and is appropriate to support commercialization in their respective sector or industry. <b>Fail:</b> The Intellectual Property and/or ownership status for the proposed innovation is not clear and is not appropriate to support commercialization in their respective sector or industry.	Pass/Fail
PR3	Point Rated	Commercialization strategy and market risk strategies	<b>0 points</b> • The presented commercialization strategy, market risk strategies and mitigation strategies are inadequate, incomplete or have not been presented. <b>1 point</b> • The presented commercialization strategy, market risk strategies and mitigation strategies could support limited target market entry; AND/OR • Shortcomings in the expertise, human resources, partners/sales channels or physical assets present unmitigated risks to successful commercialization. <b>2 points</b> • The presented commercialization strategy, market risk strategies and mitigation strategies are clear and well-developed and, given full implementation, should support entry into the target market; AND/OR • Shortcomings in the expertise, human resources, partners/sales channels and physical assets present only small risks to successful commercialization. <b>3 points</b> • The presented commercialization strategy, market risk strategies and mitigation strategies are complete, strong, and are highly likely to support long-term and sustained entry into the target markets; AND • The Bidder has the expertise, human resources, partners/sales channels and physical assets required to move forward with successful commercialization.	0 - 3

SC5	Screening	Funds to commercialize the proposed innovation from the current Technological Readiness Level	<p><i>In determining the credibility of a financial plan, evaluators consider: funding sources, the amount of secured and unsecured funds, the degree of risk, and whether these risks are reasonable based on the context of the sector.</i></p> <p><b>Pass:</b> The Bidder has demonstrated it has some funding in place and a credible financial plan to commercialize the proposed innovation.</p> <p><b>Fail</b></p> <ul style="list-style-type: none"> <li>• The Bidder has not demonstrated it has sufficient funds to commercialize the proposed innovation and has no credible plan to secure necessary funding;</li> <li>OR</li> <li>• The financial information provided is inadequate, unrealistic or incomplete.</li> </ul>	Pass/Fail
PR4	Point Rated	Potential for adoption by the target market: Features and benefits	<p><b>0 Points</b> • Key features and benefits are limited and/or offer minimal differentiation from the competition; AND/OR</p> <ul style="list-style-type: none"> <li>• Target market is small in size, offers low growth and/or has limited long term potential.</li> </ul> <p><b>1 Points</b> • Key features and benefits offer moderate differentiation from the competition; AND/OR</p> <ul style="list-style-type: none"> <li>• Target market is moderate in size, offers moderate growth and/or has adequate long term potential.</li> </ul> <p><b>2 Points</b> • Key features and benefits offer either moderate or clear differentiation from the competition; AND</p> <ul style="list-style-type: none"> <li>• Target market is moderate in size, offers moderate growth and has adequate long term potential.</li> </ul> <p><b>3 Points</b> • Key features and benefits offer clear differentiation from the competition; AND</p> <ul style="list-style-type: none"> <li>• Target market is large in size, promises high growth and/or has significant long term potential.</li> </ul>	0 - 3
PR5	Point Rated	Potential for adoption by the target market : Time and resources required	<p><i>The acquisition costs of the proposed innovation include the market price, the organizational impact, time and resources required for training and installation, and other direct costs to acquire the proposed innovation.</i></p> <p><b>0 points</b> In relation to the acquisition cost and key features and benefits, an unacceptable amount of time and resources are required for the end user to adopt the proposed innovation.</p> <p><b>1 point</b> In relation to the acquisition cost and key features and benefits, a significant amount of time and resources are required for the end user to adopt the proposed innovation.</p> <p><b>2 points</b> In relation to the acquisition cost and key features and benefits, a reasonable amount of time and resources are required for the end user to adopt the proposed innovation.</p> <p><b>3 points</b> In relation to the acquisition cost and key features and benefits, virtually no time and resources are required for the end user to adopt the proposed innovation.</p>	0 - 3

**Section Three: BCIP Test Plan**

ID	Mandatory/ Screening/ Rated	Criteria	Assessment	Pass/Fail or Points Range
SC6	Screening	Certifications, licences, and approvals to ensure safe use by testing departments in an operational setting	<p><b>Pass:</b> The Bidder has obtained the certifications, licences, and approvals required to safely test their proposed innovation in an operational setting at the time of bid submission. Remaining certifications do not pose safety concerns for the BCIP test.</p> <p><b>Fail:</b> The Bidder has not demonstrated it has obtained the certifications, licences, and approvals required to safely test their proposed innovation in an operational setting at the time of bid submission. Remaining certifications may pose safety concerns for the BCIP test.</p>	Pass/Fail
PR6	Point Rated	Objectives and scope of the BCIP test plan	<p><b>0 points - Not feasible</b> • The objectives and performance metrics in the proposed BCIP test plan are not described, inadequate, not measurable, or not feasible (e.g. has significant unaddressed challenges in its adoption by a potential test department).</p> <p><b>2 points - Low feasibility</b> • The objectives and performance metrics in the proposed BCIP test plan are quantifiable but with low feasibility; AND/OR</p> <ul style="list-style-type: none"> <li>• High test department resource requirements or potential adoption challenges are likely to be a barrier to performing a test.</li> </ul> <p><b>4 point - Moderate feasibility</b> • The objectives and performance metrics in the proposed BCIP test plan are quantifiable and feasible; AND</p> <ul style="list-style-type: none"> <li>• Moderate test department resource requirements or potential adoption challenges could pose a barrier to a performing a test.</li> </ul> <p><b>6 point - High feasibility</b> • The objectives and performance metrics in the proposed BCIP test plan are quantifiable and feasible; AND</p> <ul style="list-style-type: none"> <li>• Test department resource requirements or potential adoption challenges are insignificant or unlikely to be a barrier to a performing a test.</li> </ul>	0 - 6
PR7	Point Rated	Risks and risk mitigation strategies of the BCIP test plan	<p><b>0 points</b> • 2 or more important risks were not identified and/or have a high level of residual risk</p> <p><b>1 point</b> • 1 important risk was not identified; AND/OR</p> <ul style="list-style-type: none"> <li>• The risks that were outlined in the test plan have mitigation strategies that are plausible and sufficiently described.</li> </ul> <p><b>2 points</b> • All important risks have been identified; AND</p> <ul style="list-style-type: none"> <li>• The risks outlined in the test plan have mitigation strategies that are plausible and sufficiently described, but there is some residual risk.</li> </ul> <p><b>3 points</b> • All important risks have been identified; AND</p> <ul style="list-style-type: none"> <li>• The risks outlined in the test plan have mitigation strategies that are comprehensive and well described, and there is very little residual risk.</li> </ul>	0 - 3