

Build in Canada Innovation Program
Challenge Call for Proposals (EN578-DB1700/A)

Attachment 1 – Evaluation Grid

Innovation and Commercialization:

MC4 – Previously submitted Innovations

SC1 – Innovation features or benefits

PR1 – Competitive advantages and level of advancement over existing technologies

SC2 – Technology Readiness Level & Safety

PR2 – Features and benefits

PR3 – Time and resources required

Challenge:

SC3 – Alignment to Challenge

PR4 – Capacity to solve the Challenge

PR5 – Benefits to stakeholders

Test Plan:

SC4 – Certifications, licences, and approvals to ensure safe use by the testing department(s) in an operational setting

PR6 – Objectives and scope of the BCIP test plan

PR7 – Risks and risk mitigation strategies of the BCIP test plan

Other Mandatory Evaluation Criteria:

MC-1 Canadian Bidder, MC-2 Canadian Content, MC-3 Ownership, MC-5 Commercial Sales, MC-6 Maximum Funding

BCIP Challenge CFP

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>Pass (sufficiently different):</p> <ul style="list-style-type: none"> • A distinct product and/or service that has undergone a completely separate path of R&D or that diverged early in technology development. • 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 • A significant improvement in functionality, cost or performance over the pre-qualified or contracted innovation. <p>Fail (not sufficiently different):</p> <ul style="list-style-type: none"> • Incremental improvements; • Technologies that follow a normal course of product development (i.e. the next version or release); OR • Stated differences are not quantified or are inadequately described. 	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"> • An invention, new technology or new process that is not currently available in the marketplace. • 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. • 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. <p>Pass: The proposed innovation's features or benefits meet the BCIP definition of innovation. Fail: 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>1 point:</p> <ul style="list-style-type: none"> • The proposed innovation offers one or two minor improvements to existing technologies that have potential to create competitive advantages in existing market niches; OR • The stated advancements are well-described in general, but are not substantiated with specific, measurable evidence. <p>2 points:</p> <ul style="list-style-type: none"> • 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 • The proposed innovation offers one significant improvement to existing technologies that is likely to create competitive advantages in existing market niches <p>3 points:</p> <ul style="list-style-type: none"> • 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 • 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 	1 - 3
SC2	Screening	Technology Readiness Level & Safety	<p>TRL 7: Prototype ready (form, fit and function) for demonstration in an appropriate operational environment.</p> <ul style="list-style-type: none"> • 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. • Remaining technical challenges do not pose safety concerns for the BCIP test. <p>Pass: The proposed innovation is at TRL 7 or higher, and is ready for safe use by test departments. Fail: The proposed innovation is not at TRL 7 or higher, AND/OR is not ready for safe use by test departments.</p>	Pass/Fail
PR2	Point Rated	Features and Benefits	<p>0 Point: Key features and benefits are limited and/or offer minimal differentiation from the competition. 1 Point: Key features and benefits offer moderate differentiation from the competition. 2 Points: Key features and benefits offer either moderate or clear differentiation from the competition. 3 Points: Key features and benefits offer clear differentiation from the competition.</p>	0 - 3
PR3	Point Rated	Time and resources required	<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</i>	0 - 3

			<p><i>innovation.</i></p> <p>0 point: 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>1 point: 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>2 points: 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>3 points: 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>	
--	--	--	---	--

Section Two: Challenge

ID	Mandatory/ Screening/ Rated	Criteria	Assessment	Pass/Fail or Points Range
SC3	Screening	Alignment to Challenge	<p>Does the Proposal meet the scope as detailed in the Challenge Notice?</p> <p>Pass The supplier's proposal is within the scope for the challenge and addresses all mandatory elements listed in the challenge.</p> <p>Fail There is little to no evidence that the proposal is likely to meet the challenge. OR The proposal was defined as out of scope for the challenge. OR 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. OR The proposal does not address all mandatory elements listed in the challenge.</p>	Pass/Fail
PR4	Point Rated	Capacity to solve the Challenge	<p>How well does the proposal meet the challenge detailed in the Challenge Notice?</p> <p>1 Point: There is evidence the proposal is likely to meet the challenge.</p> <p>2 Points: There is evidence that the proposal will meet the challenge.</p> <p>3 Points: There is clear evidence that the proposal will meet the challenge.</p> <p>4 Points: There is overwhelming evidence that the proposal will meet the challenge. The proposal also addresses additional problem areas not mentioned in the challenge.</p>	1-4

PR5	Point Rated	Benefits to stakeholders	<p>How well does the proposal articulate the benefits to the relevant stakeholders from the test's outcome?</p> <p>1 Point: Moderate demonstration of the benefit to stakeholders from the proposal's outcome.</p> <p>2 Points: Significant demonstration of the benefit to stakeholders from the proposal's outcome.</p> <p>3 Points: Exceptional demonstration of how the proposal's outcome will benefit stakeholders which include, at a minimum, identification of stakeholders and the opportunities for information sharing, and or awareness, operational efficiencies, and other benefits.</p>	1 - 3
-----	-------------	--------------------------	---	-------

Section Three: BCIP Test Plan

ID	Mandatory/ Screening/ Rated	Criteria	Assessment	Pass/Fail or Points Range
SC4	Screening	Certifications, licences, and approvals to ensure safe use by testing departments in an operational setting	<p>Pass: 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>Fail: 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>0 point: Not feasible</p> <ul style="list-style-type: none"> 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 test department). <p>1 point: Low feasibility</p> <ul style="list-style-type: none"> The objectives and performance metrics in the proposed BCIP test plan are quantifiable but with low feasibility; AND/OR High test department resource requirements or potential adoption challenges are likely to be a barrier to performing a test. <p>2 points: Moderate feasibility</p> <ul style="list-style-type: none"> The objectives and performance metrics in the proposed BCIP test plan are quantifiable and feasible; AND Moderate test department resource requirements or potential adoption challenges could pose a barrier to performing a test. <p>3 points: High feasibility</p> <ul style="list-style-type: none"> The objectives and performance metrics in the proposed BCIP test plan are quantifiable and feasible; AND Test department resource requirements or potential adoption challenges are insignificant or unlikely to be a barrier to performing a test. 	0 - 3

PR7	Point Rated	Risks and risk mitigation strategies of the BCIP test plan	<p>0 point:</p> <ul style="list-style-type: none"> • 2 or more important risks were not identified and/or have a high level of residual risk. <p>1 point:</p> <ul style="list-style-type: none"> • 1 important risk was not identified; AND/OR • The risks that were outlined in the test plan have mitigation strategies that are plausible and sufficiently described. <p>2 points:</p> <ul style="list-style-type: none"> • All important risks have been identified; AND • The risks outlined in the test plan have mitigation strategies that are plausible and sufficiently described, but there is some residual risk. <p>3 points:</p> <ul style="list-style-type: none"> • All important risks have been identified; AND • The risks outlined in the test plan have mitigation strategies that are comprehensive and well described, and there is very little residual risk. 	0 - 3
-----	-------------	--	--	-------