BELSPO Evaluation Form for GSTP, NAVISP & ARTES

Application Reference:		

1. Background & Experience (25%)		**Score (0 – 100)**
Criterium	**Clarification**	**Comments/Questions**
a) Experience and team composition	a) Has the applicant sufficient technical, domain, and business skills to address the challenges? Has the applicant (or the consortium that applies) appropriate technical experience and infrastructure available to them?	a)
b) Vision	b) Does the applicant show a clear and feasible short-term and long-term vision? Does this project fit in the long-term strategy of the entity/entities involved?	b)

2. Technology, product and Service (25%)		**Score (0 – 100)**
a) Space Connection	a) Is the Space Connection[1] clearly identified, well described, credible, innovative, and sufficient?	a)
b) Technical feasibility of the product/service to be developed	b) Is the proposed product/service feasible?	b)
c) Product development strategy	c) Is there a suitable R&D strategy addressing the main technical challenges (esp. important if low IRL/TRL)?	c)
d) Intellectual Property strategy	d) How unique is the proposed solution with respect to IP? Has the applicant protected the idea? Has the applicant secured access to 3rd party technology?	d)

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[1] For ARTES, including satellite communications space, ground and user segments.

3. Value Proposition (35%)		Score (0 – 100)
a) Value Proposition or link with ESA-Programme	a) Is there a clear added value to a customer in these product or services? **OR** (for ESA-oriented activities, not relevant for ARTES) a) Is there a link with an ESA programme. Is this product or service part of a unique capability in ESA MS? Is this activity of strategic importance to Belgian participation in ESA. Has proof of ESA support and need been provided?	a)
b) Market	b) Is there a credible market with prospective customers identified, potentially substantiated with LOIs ? **OR** (for ESA-oriented activities, not relevant for ARTES) b) Is there a recurrent need in the public sector (including ESA, EC, government agencies, ...) for the product or services?	b)
c) Competition	c) Are the competitors/substitutes identified and understood? Is the proposed business positioned appropriately?	c)
d) Return on investment	d) Does the project present a credible return on investment? Is there a credible revenue model proposed (for high TRL activities)?	d)
e) Socio-Economic Benefits	e) Are there socio-economic benefits for Belgium? (hiring, networking, sustainable goals). Are Belgian suppliers considered where relevant, and is external spending justified sufficiently?	e)
f) Risks	f) Are the risks identified, understood and can they be managed?	f)

4. Activity Proposal (15%)		Score (0 – 100)
a) Quality of the proposal documents	a) What is the overall quality of the application? Are all sections filled in with enough detail? Does the application represent a professional approach?	a)
b) Milestones /cost planning	b) Is the activity proposal feasible time & cost wise?	b)
c) Work break down	c) Is the work to be performed clearly defined in the task description with sufficient level of detail? Does it address the challenges described in the technical sections?	c)

Scoring Guidance

Score	Interpretation
100	Perfect
90	Excellent
75	Very good
60	Good
50	Fair
40	Barely acceptable
0	Worthless