Annex 2

to the Norwegian Financial Mechanism 2014-2021

Programme “Business Development, Innovation and SMEs” Call for Proposals under Green Industry Innovation, Including Bio-Economy, Focus Area

**EVALUATION OF SELECTION CRITERIA**

|  |  |
| --- | --- |
| **Application unique number** |  |
| **Name of an Applicant** |  |
| **Name of a project** |  |
| **A project is to be implemented:***A relevant box is checked during the evaluation of selection criteria.*  □**with a partner (-s)**□**without a partner (-s)** | |
| □**ORIGINAL**□ **REVISED**  *(The box „Revised“ is checked in case the table is revised after the application has been submitted for re-evaluation.* | |

| **No.** | **Criterion** | **Evaluation criterion description and evaluation grid** | **Maximum amount of points per criterion** | **Evaluation result** | **Comments** |
| --- | --- | --- | --- | --- | --- |
| **1** | **2** | **3** | **4** | **5** | **6** |
| **Special selection criteria applied when the activities specified in the subparagraphs 13.1 and 13.2 are implemented** | | | | | |
|  | **A level of innovation of a new product/ technology** | Points will be given based on significance of an innovation. Significance is to be understood as significance of innovations in terms of their novelty as it is described in Oslo Manual 2018[[1]](#footnote-1), i.e. whether an innovation is new to the firm only, new to the firm’s market, or new to the world.  15 points will be given for a product/ technology innovation which is new-to-world.  10 points will be given for a product/ technology innovation which is new-to-market.  5 point will be given for a product/ technology innovation which is new-to-firm. | 15 |  |  |
|  | **Innovation capacity of a project promoter** | Points will be given based on Project promoters’ experience in product/technology innovation:  15 points will be given if in a period of the last three years a Project Promoter has developed and commercialised more than one innovation.  10 points will be given if in a period of the last three years a Project promoter has developed and commercialised at least one innovation.  5 points will be given if in a period of the last three years Project promoter has been innovation-active[[2]](#footnote-2) (took part in the development of innovation, however, an innovation has not been commercialised yet).  Additionally, up to 10 points will be given based on innovation sales share out of all sales in last three years prior to submission of an application.  10 points will be given if a Project promoter’s innovation sales share is 10 percent or more out of all sales in last three years prior to submission of an application.  5 point will be given if a Project promoter’s innovation sales share is 5 percent or more out of all sales in last three years prior to submission of an application.  If innovation sales share is less than 5 percent, additional points won’t be given. | 25 |  |  |
|  | **Market entry readiness (commercialization potential)** | Scores will be given based on the three sub-criteria:  3.1. market entry readiness;  3.2. commercialization potential;  3.3. patentability;  A project can be awarded with a maximum 10 point per each sub criteria. Maximum scoring for this criterion – 30 points. | **30** |  |  |
| 3.1. Market entry readiness:  10 points will be given for a product/ technology innovation in its close to the final stage of development (i.e. starting at level 7 of research and development activities according to the Classification guidelines).  6 points will be given for a product/ technology innovation in its prototype development stage (i.e. starting at level 6 of research and development activities according to the Classification guidelines).  3 point will be given for a product/ technology innovation in its early development stage (i.e. starting at level 5 of research and development activities according to the Classification guidelines). | 10 |  |
| 3.2. Commercialisation potential  Under this sub-criterion quality of market analysis, under the balance of demand and offer of products and technologies; ability to sell products/services that meet demand requirements (price, quality, quantity) and, at the same time, ensure profits over time will be evaluated.  3 point will be given per each positively evaluated aspect set (3.2.1-3.2.3), i.e. when the submitted commercialization plan has all described elements:  3.2.1. Market size, growth prospects and expected market share are quantified, these descriptions are realistic, a market for the product is profitable and potential market share well considered and justified.  3.2.2. Have the barriers to the market being identified, important customers included, or other ways reduced the time and costs to market are identified.  3.2.3. Competitive advantage of a product/technology. A product/ technology is unique with very few competing products, have a significant price or quality advantage over competing products and benefit to the customer or know-how developed within the project be such that they would have a very strong and clear time to market advantage over competition.  If a business plan includes all the parts presented in 3.2.1**-**3.2.3, 10 points will be awarded. | 10 |  |
| 3.3. Additional 10 points will be given if newly developed product/ technology satisfies the criteria of global novelty, non-obviousness, and industrial application. | 10 |  |
| **Special selection criteria applied when the activity specified in subparagraph 13.3 is implemented** | | | | | |
| **1.** | **Project impact on use of resources** | Higher points will be given to Projects where level of tangible effect on use of resources is more significant.  Evaluation grid:  20 points will be given to a project under which an application of a new technology will contribute to one of following criteria:  - energy consumption is to be decreased more than 10 percent per one production unit, or  - reduction of raw material is to be decreased more than 10 percent per one production unit, or  -water and (or) fuel input is to be decreased more than 10 percent per one production unit.  If a project contributes to a more than one criterion, additional 15 points will be awarded. | 35 |  |  |
| **2.** | **Project impact on an air pollutant emission** | Points will be given based on the extent to which the outputs of the project would contribute to reduction of an air pollutant release.  The higher rating shall be given to projects implementation of which will allow to reduce the concentration of air pollution and (or) the amount of air pollution by more than 10% per a production unit.  Evaluation grid:  25 points will be given to a project under which an application of a new technology will allow to reduce the concentration or (and) the amount of air pollutants listed in Groups I-III on the List of Taxable Pollutants and their groups approved by Resolution No 53 of the Government of the Republic of Lithuania of 18 January 2000 (Official Gazette, 2000, No 6-159);  10 points will be given to a project under which an application of a new technology will allow to reduce the concentration or (and) the amount of air pollutants listed in Group IV on the List of Taxable Pollutants and their groups.  If no impact on reduction of an air pollutant release is foreseen, points won’t be given.  If a project allows to reduce the concentration or (and) the amount of air pollutants listed in both in all Groups I-III and Group IV, additional 10 points will be awarded. | 35 |  |  |
| **Special selection criterion applied for bilateral projects (for the activities indicated in the subparagraphs 13.1- 13.3 of the Call)** | | | | | |
| **7.** | **Bilateral partnership** | Points will be given to projects where the partnership between a Project Promoter[[3]](#footnote-3) and Norwegian partner (-s) is foreseen, based on the quality of the intended partnership.  20 points will be given for the high value partnership, i.e. (partnership resulting in a long- term mutual benefit for both parties (a signed contract)). A project partner should be actively involved in and effectively contributing to the implementation of a project. A project promoter and partner (-s) share intellectual property/ ownership rights.  15 points will be given to the projects where involvement of a Norwegian partner is knowledge based (expertise, consultancy, etc.) and all the rights related to project results will be reserved to project promoter.  If a partnership with a Norwegian partner is not foreseen, point will not be given.  Additional 10 points will be given for innovation capacity of a Norwegian partner, i. e. if in a period of last three years a Norwegian partner has developed and commercialised at least one innovation. | 30 |  |  |
|  |  | Total[[4]](#footnote-4): | **100** |  |  |
|  |  | The minimum amount of points: | **25** |  |  |

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(job position of a person from the institution

responsible for evaluation of an application) (data)               (Name and surname, signature, if a paper version is being filled) in)

1. https://ec.europa.eu/eurostat/documents/3859598/9718996/KS-01-18-852-EN-N.pdf/7817c566-ef37-498a-8786-a25c200318ae [↑](#footnote-ref-1)
2. Innovation activity means an activity of developing a new or significantly improved products and processes by introducing it into the market, public administration, social or cultural area as defined in the Law of the Republic of Lithuania on Technology and Innovation. [↑](#footnote-ref-2)
3. A private legal person established in Lithuania. [↑](#footnote-ref-3)
4. The maximum total amount of points is calculated for the first and the second group of criteria separately, i.e. the total of 1, 2, 3 and 6 criteria or the total of 4, 5 and 6 criteria. [↑](#footnote-ref-4)