# Stage 2B. Final Evaluation by Selection Committee members

CBRN CoE Independent Investment Committee (members introduced on the website) is composed of five (5) unbiased International Experts. SC members have the highest standards of integrity, which preclude any questionable affiliation with Applicants, including as an employee, consultant, relative, political or business affiliate. They must have prominent expertise in innovation, science, or business.

At this stage, those applicants whose proposals have been selected will be invited to a 20mn each interviews (pitch session). The interview (pitch session) will be followed by a 20 mn Q&A session. The applicants should be prepared as per final evaluation grid and be ready to answer the questions asked around these criteria and regarding their proposals.

The interviews conducted during this stage might be publicly broadcasted, therefore it is of utmost important that both parties, the applicants and the selection committee members strictly preserve the principle of non-disclosure, and secret content is not disclosed during these interviews.

After the pitching sessions, the consensus meeting of the SC under the supervion of the Chair of the SC will be immediately held. The SC members should agree on their own scores for each criterion and come up with the collective evaluation grid (see below).

The scoring principe is as the same as in the evaluations stage, however no weights are assigned and no minimum thresholds are applied. Once SC agreed on their scores, the Chair of the SC give the table to the supervisor who fill-in the score in the application. Each score is sent to each SC member in order to confirm their score. Once once SC members agreed, automaticallty the total score is ranked and the winners appear at the top of the list.

Applicants not retained can request for any detail of their scoring

The evaluation criteria for final evaluation are the following 10 criteria :

## Collective evaluation grid

|  |  |  |  |
| --- | --- | --- | --- |
| **N°** | **CRITERIA** | **SCORE** | **COMMENTS** |
| **1** | Customer Problem  - The problem was well identified |  |  |
| **2** | Operational capacity   * Management and team |  |  |
| **3** | Product/service/process overview   * Product service description * Uniqueness (innovativeness) |  |  |
| **4** | Development phase  - Mature enough to be introduced to the market |  |  |
| **5** | Market size and growth  - Target market and segmentation |  |  |
| **6** | Go-to-Market strategy  - Strategy for delivering a product or service to the customer |  |  |
| **7** | Competitive landscape and advantages :  - Competitors and competitive products/services  - Competitive advantages of the proposed product/service/process |  |  |
| **8** | Financial projections  - Expected profitability  - Expected growth rate  - Break-even |  |  |
| **9** | Funding  - Sufficiency of requested funding  - Co-finance and its structure  - Investments to date  - Percentage of investment received towards application |  |  |
| **10** | The roadmap for the forthcoming year is well designed with deadlines, KPIs and financial amount needed. |  |  |