

This document contains the guidance and scoring used by the Assessors when reviewing your application. Assessors will review your answers for each scored question and mark each of them between 1 and 10 (1 being the lowest and 10 being the highest).

Any questions that are not scored will not be reviewed by the Assessor.

Question 1: Applicant location (not scored)

You must state the name and full registered address of your organisation and any subcontractors working on your project.

We are collecting this information to understand the geographical location of all applicants.

Question 2: Animal testing (not scored)

Will your project involve any trials with animals or animal testing?

You must select one option:

- Yes
- No

We will only support innovation projects conducted to the highest standards of animal welfare.

Further information for proposals involving animal testing is available at the [UKRI Good Research Hub](#) and [NC3R's animal welfare guidance](#).

Question 3: Need or challenge and current status of innovation

What is the business need, technological challenge, or market opportunity behind your innovation? What stage of maturity is your innovation at and how is it compatible with UKBIC's capability?

Explain:

- the main motivation for the project and your innovation
- the business need, technological challenge or market opportunity
- whether you have identified any similar innovation and its current limitations, including those close to market or in development
- the work you have already done to develop your innovation including information on the facilities used and the scale and quality achieved
- the current maturity of the design of the product, including metrics pertaining to yield, quality and quantity
- that your innovation is appropriate for and compatible with the giga-scale pilot-line production at UKBIC, for example, material compatibility

You can submit one technical appendix as evidence to validate the current maturity of your innovation. It can include diagrams and charts. It must be a PDF, up to 2 A4 pages long and no larger than 10MB in size. The font must be legible at 100% zoom. Your answer to this question can be up to 400 words long.

Question 3: Assessor guidance and scoring

Scores 9 - 10

There is a compelling business motivation for the project. They have clearly stated, the current maturity of the design product, for example metrics on yield, quality and quantity. The applicant clearly demonstrated that its innovation is appropriate for and compatible with giga-scale pilot-line production at UKBIC.

Scores 7 - 8

There is a good motivation for the project. Applicant can state some metrics on yield, quality and quantity of the maturity of the design product. The applicant demonstrated that some of its innovation is appropriate for and compatible with the giga-scale pilot-line production at UKBIC.

Scores 5 - 6

The project motivation is good but cannot state any metrics on current maturity of the design product. The applicant cannot demonstrate that its innovation is appropriate for and compatible with the giga-scale pilot-line production at UKBIC.

Scores 3 - 4

Project motivation is poorly defined or not relevant to the applicant or team. References to current maturity of the design product are not offered and its innovation is not appropriate for and compatible with the giga-scale pilot-line production at UKBIC.

Scores 1 - 2

There is little or no business drive to the project. References to current maturity of the design product are not offered and its innovation is not appropriate for and compatible with the giga-scale pilot-line production at UKBIC.

Question 4: Approach and innovation

What facility access do you require at UKBIC? What approach will you take and where will the focus of your innovation be?

Explain:

- how you intend you use the UKBIC giga scale pilot-line facilities
- the availability of sufficient materials or consumables appropriate for the UKBIC facilities
- the nature of the outputs expected from the project, for example, demonstrator, know how, new process, product
- if applicable, the volume of product expected at the end of the project
- how you will validate product performance
- how you will respond to the need, challenge or opportunity identified
- how will you improve on the similar innovation that you have identified

- whether the innovation will focus on existing technologies in new areas, the development of new technologies for existing areas or a totally disruptive approach
- the freedom you have to operate
- how this project fits with your current product, service lines or offerings
- how it will make you more competitive

You can submit one technical appendix to support your answer. It can include diagrams and charts. It must be a PDF, up to 2 A4 pages long and no larger than 10MB in size. The font must be legible at 100% zoom.

Question 4: Assessor guidance and scoring

Scores 9 - 10

The approach addresses response to the need, challenge or opportunity identified in Q3. Clear evidence is presented to substantiate the focus of the innovation. There is a clear demonstration of how the applicant intends to use the UKBIC giga-scale pilot-line facilities. Evidence is presented to show the availability of materials or consumables appropriate for the facilities, for example volume of materials required for project. If applicable, evidence is provided of volume of the product expected at the end of the project. Applicant to clearly demonstrate how they will validate the product performance and clearly show how they will be more competitive.

Scores 7 - 8

The approach addresses response to the need, challenge or opportunity identified in Q3. Some evidence is presented to substantiate the focus of the innovation. There is some demonstration of how the applicant intends to use the UKBIC giga-scale pilot-line facilities. Some evidence is presented to show the availability of materials or consumables appropriate for the facilities, for example volume of materials required for project. If applicable, some evidence of volume of the product expected at the end of the project. Applicant to demonstrate how they will validate the product performance and show how they will be more competitive.

Scores 5 - 6

Limited evidence is presented to substantiate the focus of the innovation. There is limited demonstration of how the applicant intends to use the UKBIC giga-scale pilot-line facilities. Limited evidence is presented to show the availability of materials or consumables appropriate for the facilities, for example, volume of materials required for the project. If applicable, limited evidence is presented to show volume of the product expected at the end of the project. Applicant demonstrates little evidence on how they will validate the product performance with limited demonstration on how they will be competitive.

Scores 3 - 4

The approach is poorly defined with an unconvincing link to the need or challenge identified in Q3. No evidence is presented to substantiate the focus of the innovation. No clear demonstration of how the applicant intends to use the UKBIC giga-scale pilot-line facilities. No evidence is presented to show the availability of materials or consumables appropriate for the facilities, for example, volume of materials to require for project. No evidence to show on volume of the product expected at the end of the project. Applicant did not demonstrate how they will validate the product performance and did not show how they will be more competitive.

Scores 1 - 2

The approach is not well defined or inconsistent with the need or challenge identified in Q3. There is no identification of how this will improve competitiveness.

Question 5: Team and resources

Who is in the project team and what are their roles?

Explain:

- the roles, skills and experience of all members of the project team that are relevant to the approach you will be taking
- the resources, equipment and facilities needed for the project in addition to the use of UKBIC and how you will access them
- the details of any vital external parties, including subcontractors, who you will need to work with to successfully carry out the project
- any roles you will need to recruit for

You can submit one appendix with a short summary of the main people working on your project to support your answer. It must be a PDF, up to 4 A4 pages long and no larger than 10MB in size. The font must be legible at 100% zoom.

Question 5: Assessor guidance and scoring

Scores 9 - 10

The applicant is well placed to carry out the project and exploit the results. There is a clear plan to obtain all the resources, equipment and facilities they will need to achieve the project within the timeframe. There is very strong evidence that the applicant has an experienced team and appropriate skills to deliver the project.

Scores 7 - 8

The applicant makes sense given the approach described in Q4. The applicant indicates how access will be obtained to all the resources, equipment and facilities they will need. The applicant shows some evidence of an experienced team and appropriate skills to deliver the project.

Scores 5 - 6

The applicant has most, but not all, of the required resources needed in the project. It is unclear whether or not the applicant has sufficient experienced team and skills to deliver the project.

Scores 3 - 4

There are significant gaps in the applicant's team and skills with little or no information about how these will be filled. There may be team members with little relevance to the project activities.

Scores 1 - 2

The applicant will not be capable of either carrying out the project or exploiting the results.

Question 6: Market awareness

What does the market you are targeting look like?

Your answer must focus on your target markets and your innovation. You are not required to make the global strategic case for electric vehicles and batteries.

Describe:

- the target markets for your project outcomes and any other potential markets, either domestic, international or both
- the size of the target markets for your project outcomes, backed up by references where available
- the structure and dynamics of the target markets, including customer segmentation, together with predicted growth rates within clear time frames
- the target markets' main supply or value chains, business models and any barriers to entry that exist
- the current UK position in targeting these markets
- the size and main features of any other markets not already listed

If your project is highly innovative, where the market may be unexplored, describe or explain:

- what the market's size might be
- how your project will try to explore the market's potential

Question 6: Assessor guidance and scoring

Scores 9 - 10

The target market size, drivers and dynamics are fully quantified and evidenced. Where the market is new or unexplored, possible routes are identified based on precedents. Relevant secondary markets are substantiated and described in brief.

Scores 7 - 8

There is a good awareness of the target market's drivers and dynamics. The market size is quantified with some evidence. For a new market, a good attempt is made at describing the possible routes to market and estimating the market size. Relevant secondary markets are described showing good awareness.

Scores 5 - 6

The general market size and dynamics are understood but the addressable market is poorly quantified. Secondary markets are mentioned but little information is offered.

Scores 3 - 4

Some information about the general market is offered but the extent of the addressable market for the project is not described. Secondary markets are barely mentioned.

Scores 1 - 2

The market is poorly defined or is irrelevant to the motivations of the project.

Question 7: Outcomes and route to market

How are you going to grow your business and increase long term productivity as a result of the project?

Explain:

- your current position in the markets and supply or value chains outlined, and whether you will be extending or establishing your market position
- your target customers or end users, and the value to them, for example, why they would use or buy your product
- how you are going to profit from the innovation, including increased revenues or cost reduction
- how the project will accelerate your route to market
- how you will engage with customers during or following the project and how the project outputs or outcomes will facilitate customer engagement
- how the innovation will affect your productivity and growth, in both the short and the long term

- how you will protect and exploit the outputs of the project, for example through know-how, patenting, designs or changes to your business model
- your strategy for targeting the other markets you have identified during or after the project

Question 7: Assessor guidance and scoring

Scores 9 - 10

Target customers are identified along with the value proposition to them and the proposal clearly demonstrates how the target customers will be engaged during or following the project. The routes to market and how profit, productivity and growth will increase is identified and evidenced. There is a clear and evidenced route to commercialisation within the outlined timeframe. The exploitation and dissemination of the main project outputs is outlined.

Scores 7 - 8

Target customers are identified along with the value proposition to them and demonstrate how the target customers will be engaged during or following the project. The routes to market and how profit, productivity and growth will increase is outlined with some evidence. The route to commercialisation is somewhat evidenced. The exploitation and dissemination of the main project outputs is outlined.

Scores 5 - 6

Target customer types are described but the value proposition to them is less clear. There is limited evidence on how the target customers will be engaged during or following the project. There is limited evidence on the route to commercialisation. There is some information about how profit, productivity or growth increases may be achieved at some point.

Scores 3 - 4

There is some information about the target customer types but there is little about the value proposition or how profit, productivity or growth will be affected. There is little information on how the target customers will be engaged during or following the project. There is limited information about the route to commercialisation.

Scores 1 - 2

The applicant provides little or no information about the target customers or route to commercialisation. There is no mention on how the target customers will be engaged during or following the project.

Question 8: Wider impacts

What impact might this project have outside the project team?

Describe and, where possible, measure the economic benefits from the project such as productivity increases and import substitution, to:

- external parties
- customers
- others in the supply chain
- broader industry
- the UK economy

Describe and, where possible, measure:

- any expected impact on government priorities
- any expected regional impacts of the project

Describe any expected social impacts, either positive or negative on, for example:

- quality of life
- social inclusion or exclusion, such as safeguarding, creating, changing or displacing them
- education
- public empowerment
- health and safety
- regulations
- diversity

Question 8: Assessor guidance and scoring

Scores 9 - 10

The positive impact on others outside of the team is understood, for example, supply chain partners, customers, broader industry. Social and economic impacts are considered. Expected regional impacts are described with compelling evidence to justify claims. Any possible negative impacts are fully mitigated where appropriate.

Scores 7 - 8

There is good awareness of how the project may impact others outside of the team. Expected regional impacts are described. Any possible negative impacts are partially mitigated where appropriate.

Scores 5 - 6

There is basic awareness of how the project could impact some others outside the project. Some relevant stakeholders are not considered. Little mitigation is offered where there may be negative impacts.

Scores 3 - 4

The applicant provides some information about possible impacts, but significant gaps remain.

Scores 1 - 2

There is no information about how the project might impact others or the project would be detrimental to other UK interests.

Question 9: Project management

How will you manage the project effectively?

Explain:

- the main work packages of your project, indicating the organisation assigned to each and the total cost of each one

- your approach to project management, identifying any major tools and mechanisms you will use to get a successful and innovative project outcome
- outline any critical time dependencies and how you will work with UKBIC to schedule your use of the facility, if you are successful, scheduling your use of the UKBIC facility may result in your project not starting or finishing at the desired time
- your project plan in enough detail to identify any links or dependencies between work packages or milestones

You must submit a project plan or Gantt chart as an appendix to support your answer. It must be a PDF, up to 2 A4 pages long and no larger than 10MB in size. The font must be legible at 100% zoom.

Question 9: Assessor guidance and scoring

Scores 9 - 10

The project work packages are outlined with applicant's total cost provided. The approach to project management is described. Applicant clearly outlines critical time dependencies and how they intend to work with UKBIC to schedule the use of the facility. The plan is designed to meet the objectives of the project in a realistic and efficient way. Any links or dependencies between work packages or milestones are identified.

Scores 7 - 8

The project work packages are outlined with applicant's total cost provided. Applicant outlined some critical time dependencies and provided some evidence on how they will work with UKBIC to schedule the use of the facility. The approach to project management is stated. The plan seems appropriate to the project objectives. Any links or dependencies between work packages or milestones are identified.

Scores 5 - 6

The project work packages are outlined but there are some details missing. Applicants provided limited evidence on the outline of the critical time dependences with limited evidence on how they will work with UKBIC to schedule the use of the facility. The plan seems reasonable but not tailored to the objectives of the project.

Scores 3 - 4

The plan has serious deficiencies or major missing aspects. The plan has little chance of meeting the objectives of the project. No outline of critical time dependencies no scheduling provided.

Scores 1 - 2

The plan is totally unrealistic or fails to meet the objectives of the project.

Question 10: Risks

What are the main risks for this project?

Explain:

- the main risks and uncertainties of the project, including the technical, commercial, managerial, environmental and project timeline risks
- how you will mitigate these risks
- any project inputs that are critical to completion, such as resources, expertise, and data sets
- any output likely to be subject to regulatory requirements, certification, ethical issues and so on, and how you will manage this

You must submit a risk register as an appendix to support your answer. It must be a PDF, up to 2 A4 pages long and no larger than 10MB in size. The font must be legible at 100% zoom.

Question 10: Assessor guidance and scoring

Scores 9 - 10

The key risks and uncertainties of the project are considered and mitigated. Critical inputs to the project are identified. Relevant constraints or conditions on the project outputs, for example, regulatory requirements, certification or ethical issues are identified. The risk analysis is appropriate and professional.

Scores 7 - 8

The key risks and uncertainties of the project are considered with appropriate mitigations. Relevant constraints or conditions on the project outputs are identified.

Scores 5 - 6

Most major risks have been identified, but there are some gaps or the mitigation and management is insufficient to properly control the risks.

Scores 3 - 4

The risk analysis is poor or misses major areas of risk. The mitigation and management are poor.

Scores 1 - 2

The risk analysis is superficial with minimal mitigation or management suggested.

Question 11: Added value

How will this public funding help you to accelerate or enhance your approach to developing your project towards commercialisation? What impact would this award have on your organisation?

Explain:

- what advantages public funding would offer your project, for example, appeal to investors, more partners, reduced risk or a faster route to market
- the likely impact of the project outcomes on the organisations involved
- what other routes of investment you have already approached and why they were not suitable
- how any existing or potential investment or support will be used in conjunction with the grant funding
- what your product or innovation development timeline would look like without public funding
- how this project would change the scale-up activities of your organisation

- any perceived benefit to UKBIC in working with you on your product or innovation

Question 11: Assessor guidance and scoring

Scores 9 - 10

There is a compelling case for the positive difference funding will make. Alternative sources of support are described with an explanation of why they are discounted or used in conjunction with the grant funding. The project will significantly increase the applicant organisation's R&D spend during the project and afterwards.

The project will significantly change the applicants scale-up activities, with significant benefits to UKBIC in working with the applicant on their product or innovation.

Scores 7 - 8

The arguments for public funding are good and justified. The project will significantly increase the applicant's organisation commitment to R&D. Project will increase changes to scale-up activities, with some benefits to UKBIC in working with the applicant on their product or innovation.

Scores 5 - 6

The public funding arguments are acceptable, but the difference made by the grant will be modest. The project will improve the applicant's organisation commitment to R&D. Project will improve changes to scale-up activities, with limited benefit to UKBIC in working with the applicant on their product or innovation.

Scores 3 - 4

The funding arguments are poor or not sufficiently justified. There is not likely to be any improvement to the applicant's organisation commitment to R&D. Little or no evidence on how project will improve changes to scale-up activities with little benefit to UKBIC.

Scores 1 - 2

There is no justification for public funding and no reason why the applicant should not fund the work.

Question 12: Costs and value for money

How much will the project cost and how does it represent value for money for the team and the taxpayer?

In terms of your project goals, explain:

- your total project costs
- the grant you are requesting
- how your organisation will finance your contributions to the project
- how this project represents value for money for you and the taxpayer
- how it compares to what you would spend your money on otherwise
- the balance of costs and grant
- any additional subcontractor costs and why they are critical to your project

Question 12: Assessor guidance and scoring

Scores 9 - 10

The project costs are entirely appropriate and represent excellent value for money compared to alternative approaches outlined, including doing nothing. The applicant has a clear idea of how they will finance the project and have shown that no other subcontractor aside from UKBIC is involved in the project.

Scores 7 - 8

The project costs are appropriate and should be sufficient to successfully complete the project and have shown that no other subcontractor, aside UKBIC, is involved in the project. The project represents good value for money compared to alternative outlined approaches, including doing nothing.

Scores 5 - 6

The project costs seem okay, but the justifications are not clear. Little information is offered about alternative approaches and the value for money this project offers.

Scores 3 - 4

The project costs seem too high or too low given the proposed project. They have not clearly shown that no other subcontractor will be involved in the project.

Scores 1 - 2

The costs are not appropriate or justified. Another subcontractor aside UKBIC have been introduced to the project.