

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. Themes (not scored)**

Select one main theme from the specific themes list in the ‘Scope’ section of this competition. You cannot choose more than one.

You must select one of the following options:

- blood-based biomarkers
- digital biomarkers

### **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. Permits and licences (not scored)**

Will you have the correct permits and licences in place to carry out your project? We are unable to fund projects who do not have the correct permits or licences in place by your project start date.

You must select one option:

- Yes
- No
- In process of being applied for

#### **Question 4. Proposed idea or technology**

How does the project meet the challenge described in the competition scope?

Provide a description of your product or technology.

Include evidence of the readiness and suitability of your product or technology.

You can submit a single appendix as a PDF containing images and diagrams to support your answer. It can be no larger than 10MB and up to 2 A4 pages long. The font must be legible at 100% zoom.

This question will be scored against this assessment criterion: ‘How well does the proposal meet the challenge?’

#### **Question 4. Assessor guidance and scoring:**

Scores 9 to 10

There is clear evidence that the proposal will meet the challenge in the brief.

Scores 7 to 8

There is evidence that the proposal will meet the challenge.

Scores 5 to 6

There is little evidence that the proposal will meet the challenge.

Scores 3 to 4

There is very little evidence that the proposal will meet the challenge.

Scores 1 to 2

There is no evidence that the proposal will meet the challenge.

#### **Question 5. Technical project summary**

What are the main technical challenges you are addressing?

Explain:

- how you will address the challenge
- what the innovation is
- the main technical deliverables

- the research and development that will prove the scientific, environmental and commercial merit of the project
- what might be achieved by deploying the innovation to address the selected challenge

**Question 5. Assessor guidance and scoring:**

Scores 9 to 10

The technical approach described is valid and is likely to meet the technical challenge.

Scores 7 to 8

The technical approach is valid but may not be sufficient to meet the technical challenge.

Scores 5 to 6

The technical approach described is unlikely to be valid for this technical challenge.

Scores 3 to 4

The technical approach is poorly described.

Scores 1 to 2

There is no information given on the technical approach.

**Question 6. Current state of the art and intellectual property**

Are similar products currently available in the market?

How is your proposed project differentiated from them?

You must include details of:

- any existing intellectual property (IP)
- its significance to your freedom to operate
- novel concepts you develop or employ
- new approaches or technologies you use
- new tools or technologies

This question will be scored against these assessment criteria: ‘How innovative is this project? How much does the project develop or employ novel concepts, approaches, methodologies, tools or technologies for this area?’

#### **Question 6. Assessor guidance and scoring:**

Scores 9 to 10

The proposed project is highly innovative, showing use of novel concepts, approaches, methodologies, tools or technologies.

Scores 7 to 8

The proposed project shows some promising new concepts, approaches, methodologies, tools or technologies.

Scores 5 to 6

The proposed project shows some use of novel, innovative approaches.

Scores 3 to 4

The proposed project shows limited innovation.

Scores 1 to 2

The proposed project shows no innovation.

#### **Question 7. Project plan and methodology**

Describe your project plan and identify the main milestones.

The plan must be comprehensive. The emphasis throughout should be on practicality.

Provide evidence that the technology works, can be made into a viable product and can achieve the proposed benefits.

You must:

- describe resources that will be needed to deliver the project with particular emphasis on your preparedness to participate in the Bio-Hermes 2 study
- describe what the main success criteria will be
- identify the project management processes that will ensure you achieve the milestones
- provide a detailed plan for establishing technical and commercial feasibility

- describe the main technical, commercial and environmental risks and what you will do to mitigate them
- provide a detailed plan of the trial activity you will undertake as a participant of Bio-Hermes 2 study

You must explain how you would handle any intellectual property (IP) issues which might arise during the project.

If you are working with subcontractors (specialist skills only), include details of how you will maintain freedom to operate and fulfil the IP requirements detailed in the contract.

You must upload a project plan or Gantt chart as an appendix in PDF format no larger than 10MB and up to 2 A4 pages. The font must be legible at 100% zoom.

Your milestones must:

- complete a mandatory first milestone, working with Innovate UK, to secure and evidence a membership to participate in the Bio-Hermes 2 study by 1 May 2024
- be clear
- be defined using SMART (specific, measurable, achievable, realistic and time-bound) criteria
- be associated with the appropriate deliverables and payments
- indicate your payment schedule by month

This question will be assessed against these assessment criteria:

- has the mandatory milestone been included and is it achievable
- does the project demonstrate technical and resource preparedness to participate in the Bio-Hermes 2 study
- does the proposal show a clear plan for establishing technical and commercial feasibility and the development of a working prototype
- is there a clear management plan
- what are the main technical, commercial, and environmental risks to the project's success
- how will these risks be effectively managed
- are the milestones and evaluation procedures appropriate

Note: information from the finances section will be used to support the assessment of this question. Proposed milestones and associated payments stated in this section must match those entered in the finance summary on your application.

### **Question 7. Assessor guidance and scoring:**

Scores 9 to 10

The proposal contains a detailed description of a management plan and risks for the development of a working prototype. The trial activity is fully described.

Scores 7 to 8

The proposal contains a description of a management plan and risks for the development of a working prototype. The trial activity is described in sufficient detail.

Scores 5 to 6

The proposal contains a brief description of a management plan and risks for the development of a working prototype. The trial activity is described but not in sufficient detail.

Scores 3 to 4

The proposal gives a few details about a management plan and risks for the development of a working prototype. The trial activity is barely described.

Scores 1 to 2

The proposal does not contain a plan or milestones for the development of a working prototype. There is no management plan or risks. There is no detail about the trial activity.

### **Question 8. Technical team and expertise**

Who is in the technical team? What expertise do they offer?

Provide a brief description of your technical team, including any subcontractors.

Describe:

- how each organisation has the skills, capabilities, and experience to deliver the intended benefits
- how much of their time will be spent on the project

This question will be scored against this assessment criterion: Does the applicant have the skills, capabilities and experience to deliver the intended benefits?

**Question 8. Assessor guidance and scoring:**

Scores 9 to 10

There is very good information given on the applicant or any sub-contractors and it confirms that they are experienced and capable.

Scores 7 to 8

There is enough information about the skills, capabilities and experience of the applicant or any sub-contractors and it shows they are likely to be able to deliver the project.

Scores 5 to 6

There is information regarding the skills, capabilities and experience of the applicant or any sub-contractors, but they are unlikely to be suitable for this project without the addition of others.

Scores 3 to 4

There is minimal information about the skills, capabilities and experience of the applicant or any sub-contractors, therefore it is very difficult to make an assessment.

Scores 1 to 2

There is no information about the skills, capabilities and experience of the applicant or any sub-contractors.

**Question 9. Costs and value for money**

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

Describe:

- the total costs inclusive of VAT (If applicable) you are requesting in terms of the project goals
- how this project represents value for money for you and the taxpayer

Proposed costs stated in this section must match those entered in the finance summary and must include the mandated \$1 million (approx. £800,000) study membership fee.

All costs quoted must reflect actual costs at a 'fair market value' and not include profit.

You can submit a single appendix as a spreadsheet in PDF format, no larger than 10MB and up to 2 A4 pages long to support your answer. The font must be legible at 100%

zoom.

Note that all payments are aggregated and made quarterly in arrears on submission of an invoice. The invoice must be submitted within 30 days of the end of each monitoring period for all completed milestones.

Full Economic Cost (FEC) calculations are not relevant for SBRI competitions. SBRI is a competitive process and applications will come from a variety of organisations.

Whatever calculation you use to arrive at your total eligible project costs your application will be assessed against applications from other organisations. Bear this in mind when calculating your total eligible project costs. You can include overheads but remember that this is a competitive process.

The assessors are required to judge the application finances in terms of value for money. They will score your finances against this assessment criterion: 'Are the budget and costs realistic, justified and appropriate for the aims and methods?

Note: information from the finances section will be used to support the assessment of this question. Proposed costs stated in this section must match those entered in the finance summary on your application.

### **Question 9. Assessor guidance and scoring:**

Scores 9 to 10

The costs are fully justified and appropriate (reflecting fair market value), and there is sufficient detail in the explanation of their breakdown. The \$1 million membership fee is accounted for.

Scores 7 to 8

The costs are justified and appropriate (reflecting fair market value), but there is not enough detail in the explanation of breakdown. It is not clear if the \$1 million membership fee is accounted for.

Scores 5 to 6

The costs are somewhat justified but there is not enough detail in the explanation of breakdown. There is no reference to the \$1 million membership fee.

Scores 3 to 4

Minimal cost information and justification is provided.

Scores 1 to 2

No cost information is provided.

### **Question 10. Commercial potential**

What is the commercial potential of your project? You must focus on your proposed customer's needs.

Describe your:

- timescales
- projects commercial potential for a marketable product, process or service
- delivery plan
- expected route to market

Describe the competitive advantage that your project has over existing or alternative technologies that meet market needs.

Describe any existing commercial relationships relevant to the project.

With the focus on your proposed customer's needs, you can also mention the future commercial potential across the public or private sector and international markets.

This question will be scored against these assessment criteria:

- is there a clear commercial potential for a marketable product, process or service
- is there a clear plan to deliver that and a clear route to market
- how significant is the competitive advantage of this technology over existing technologies that meet the market's needs

### **Question 10. Assessor guidance and scoring:**

Scores 9 to 10

The proposal gives indication and confidence that the solution will be commercially feasible, with a detailed plan to deliver that and details of good competitive advantage.

Scores 7 to 8

The proposal gives some indication that the solution will be commercially feasible, with a plan to deliver that and an outline of competitive advantage.

Scores 5 to 6

The proposal gives some indication that the solution may be commercially feasible, with a brief plan to deliver that and outline of competitive advantage, however there is little confidence in the approach.

Scores 3 to 4

The proposal gives little or no confidence that the solution will be commercially feasible. There is little in the way of a plan to deliver that or competitive advantage.

Scores 1 to 2

The proposal gives no indication that the solution will be commercially feasible. There is no plan to deliver that and no indication of competitive advantage.