

Business Plan Evaluation Criteria

The Business Plan **is submitted in English** and is evaluated by two independent evaluators.

Each evaluator grades on the basis of three criteria with a maximum score of five (5) for each criterion. The final score is calculated as the sum of the scores given to the three individual criteria.

- The evaluators grade the Business Plans for each evaluation criterion. The scores per criterion will be recorded with an accuracy of 0.25 and will range from 0 to 5. The total score results from the sum of the scores of the three criteria.
- In the event that the Business Plan secures a score of ≥ 3 in each criterion and $\geq 11/15$ in total by both evaluators, then the company is considered as a "High Tech Enterprise".
- In case the Business Plan secures a score < 3 in one criterion and / or $< 11/15$ by both evaluators, then the business cannot be considered as a "High Tech Enterprise".
- In case the Business Plan secures a score of ≥ 3 per criterion and $\geq 11/15$ by one evaluator, then the Business Plan is evaluated by a third evaluator. If a score of ≥ 3 per criterion and $\geq 11/15$ in total is secured by the third evaluator, then the company is considered a "High Tech Enterprise". Otherwise, the company cannot be considered as a "High Tech Enterprise".

	Criteria	Marks
1	<p>Implementation: (max 5 marks)</p> <ul style="list-style-type: none"> • Registered for more than one year • The enterprise plays a core supporting role in its main products or services in technology (which belong to the "High-tech Fields Supported by the Country" as defined within the criteria of the application form) • Motivation and commitment of the Company to bring the Technology to market (Enterprise structure / Intellectual property owned, etc.) 	
2	<p>Impact: Commercial Strategy, Scalability and Sustainability (max 5 marks)</p> <ul style="list-style-type: none"> • The proportion of the number of scientific and technical personnel engaged in R&D and related technological innovation activities to the total number of employees in the company for the year is not less than 10% • The proportion of total research and development expenses in the past three years (if the actual operating period that is less than three years will be calculated according to the actual operating time) to total sales revenues in the same period has met the corresponding requirements (for active companies) • Can the product in question can be classified as high-tech? • Is the product in question at a TRL6+ stage? • The proportion of high-tech products or service revenues to the company's total revenues over the same period is not less than 60% for the recent year (for active companies) • Are the business model, go-to-market and commercialization strategy well 	

	<p>thought through? Are the financial needs to ensure the company's sustainability and operations clearly identified?</p> <ul style="list-style-type: none"> • Does the company have the potential to expand its operations? 	
3	<p>Innovation & Feasibility (max 5 marks)</p> <ul style="list-style-type: none"> • Evaluation of corporate innovation capabilities meets corresponding requirements • No major safety, quality accidents or serious environmental violations have occurred for the recent year • Does the Technology – through its degree of novelty or disruptiveness or owned patents – have the potential to create a new market or significant impact in existing ones? 	
	Total marks	xx/15