

ANNEX 2: SELECTION CRITERIA AND GRID

Eligibility criteria (plenary evaluation session)						
Criteria	Reference/Minimum requirements				Yes/No	
1	Concept Note/Proposal has been submitted on time?	As per deadline specified in the call for concept note				
2	Does the applicant have the relevant legal status and sufficient years of business operations justified by relevant business license in	Enterprises registered for operation in Vietnam include: private enterprises, State-owned enterprises, cooperatives, joint stock companies, multinational groups, foreign invested companies; with minimum two (02) years of operation in Vietnam.				
3	Does the Concept Note address one of the geographical locations identified for this round?	Either Sa Pa, Bat Xat, Bac Ha, Van Ban and Muong Khuong district(s) as the main targetted location(s)				
4	Has all information as required in the Call for Concept Note Template been adequately provided?					
5	The Concept note has no negative impact on environment?					
Eligible for further evaluation? (Yes/No)						
TECHNICAL EVALUATION (Individual session)						
Criteria	Guidelines	Score 1-10	Weight-ing 1-4	Total		
1	Project Viability	The applicant proposed an effective way of business solutions with clear business objectives and measurable results which address the market opportunities and constraints within time frame and budget sufficient to achieve the expected results	10	4	40	
		The proposed team/ partner(s) - if any, consist of the right skills/technical knowledge and experience and network to execute the business model (technical viability)	10	4	40	
		The applicant has financial capacity to implement their BP (% of co-investment)	10	2	20	
		The applicant has the commercial experience with the products/services proposed.	10	2	20	
		Sub-total				120
2	Social impact	Number of women with increased income compared to targeted outreach.	10	4	40	
		Number of jobs created for women	10	4	40	
		Clear approach to promote gender equity and strengthened women leadership roles in the enterprise	10	1	10	
		Sub-total				90
3	Cost effectiveness	Cost per beneficiary	10	2	20	6%
4	Sustainability & potential scalability	Sustainability and up-scaling factors (commercial, technological, financial) are explicit in the concept note	10	2	20	6%
5	Innovation	Proposed business model, technology, process lead to reduced investment costs, improve productivity, quality, outreach	10	4	40	13%
7	Risk management	The applicant understands potential risks and plan to prevent/control those risks	10	2	20	6%
Total marks				31	310	
Average mark					10	

Total Score >= 7	To be considered for short-list	GREEN
Total Score > 5 and < 7	Possibly retained for further consideration (matching and/or downsizing funding scope)	YELLOW
Total Score <= 5	Not shortlisted	RED