

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 Moc Chau and/or Van Ho district(s) as the main targeted 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) | | | | | Score 1-10 | Weighting 1-4 | Total |
|---|--|--|----|---|------------|---------------|-----------|
| | Criteria | Guidelines | | | | | |
| 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 | 39% | |
| | | 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 | 29% | |
| | | 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 |