

Annex 2
to the Norwegian Financial Mechanism 2014-
2021 Programme "Business Development,
Innovation and SMEs" Call for Proposals under
ICT Focus Area

TABLE FOR EVALUATION OF SELECTION CRITERIA

1. General information about an application:

Application unique number	
Name of an applicant	
Name of a project	

2. Selection criteria evaluation:

Eil. Nr.	Criterion	Evaluation criterion description, evaluation grid	Maximum amount of points per criterion	Guidance on evaluation
	1	2	3	4
1.	Applicant's innovation capacity	<p>Responding to the aim of the Call – to increase competitiveness of Lithuanian enterprises in the ICT field – Applicant's potential to develop innovative products / technologies will be assessed under this criterion.</p> <p><i>Assessment is conducted based on the information provided in the Annex 4.</i></p>	25	<p>Evaluation grid: 25 points will be given if in the last three years prior to submission of an application, an applicant has developed and introduced to the market¹ more than one innovative product² / technology³.</p> <p>15 points will be given if in the last three years prior to submission of an application an applicant has</p>

¹ A product is perceived to be introduced to the market when it is available for the use of intended users.

² An innovative product – as it is defined in the Law of the Republic of Lithuania on Technology and Innovation.

³ A technology – as it is defined in the Law of the Republic of Lithuania on Technology and Innovation.

Eil. Nr.	Criterion	Evaluation criterion description, evaluation grid	Maximum amount of points per criterion	Guidance on evaluation
				<p>developed and introduced to the market at least one innovative product/ technology.</p> <p>5 points will be given if in the last three years prior to submission of an application, an applicant has developed at least one innovative product / technology but it has not been introduced to the market or upon submission of an application an applicant is developing at least one innovative product / technology.</p> <p>Points will not be awarded if:</p> <ul style="list-style-type: none"> - in the last three years prior to submission of an application, an applicant has not developed and introduced to the market an innovative product / technology; - an applicant is not developing an innovative product / technology upon submission of an application; - a product / technology was developed more than three years from the submission of an application.
2.	Commercial potential of a manufactured product / technology	Responding to the aim of the Call – to increase competitiveness of Lithuanian enterprises in the ICT field – the impact of robotization, automation or digitalization of applicant’s production	30	Evaluation grid: 10 points will be given for positive evaluation of each bellow mentioned part,

Eil. Nr.	Criterion	Evaluation criterion description, evaluation grid	Maximum amount of points per criterion	Guidance on evaluation
		<p>processes on applicant's commercial potential and competitive advantage will be assessed under this criterion.</p> <p><i>Higher points will be given to projects in which a market entry description of a manufactured product/ technology is economically justified, potential consumers are identified, added value for an applicant analyzed, profitability forecast justified, long-term prospects indicated and risks related to project implementation evaluated.</i></p>		<p>i.e. when a plan for commercialisation (introduction to the market) of a product / technology encompasses all the requirements of the respective part:</p> <p>2.1. chosen market and planned to gain market share are described and justified. Growth prospects are evaluated. Profitability forecast is justified.</p> <p>2.2. Market entry risks are identified, risk mitigation measures to decrease costs and time for market entry are described. Potential consumers are identified.</p> <p>2.3. Competitive advantage of a product / technology. A product / technology has a significant price or quality advantage over competing products/ technologies and is attractive to consumers or innovation level of a manufactured product / technology will ensure long-term competitive advantage on the market.</p> <p>If a plan for commercialization of a product / technology does not encompass 2.1-2.3 parts, 0 points will be given.</p>

Eil. Nr.	Criterion	Evaluation criterion description, evaluation grid	Maximum amount of points per criterion	Guidance on evaluation
3.	Forecasted increase in labour productivity	<p>Forecasted increase in applicant's labour productivity, which will be achieved as a result of the investment project, will be assessed under this criterion.</p> <p>Higher points will be awarded to projects applicants of which have better potential for labour productivity growth.</p> <p><i>Assessment is conducted based on the information provided in the Annex 4. Calculations shall be justified and approved by an independent expert/audit or an employee of a company having respective competencies and the head of the company.</i></p>	25	<p>Evaluation grid:</p> <p>25 will be given to projects if a forecasted growth in labour productivity constitutes 40 percent and more.</p> <p>20 will be given to projects if a forecasted growth in labour productivity constitutes 30 - 39,9 percent;</p> <p>15 will be given to projects if a forecasted growth in labour productivity constitutes 20 - 29,9 percent;</p> <p>10 will be given to projects if a forecasted growth in labour productivity constitutes 10 - 19,9 percent;</p> <p>5 will be given to projects if a forecasted growth in labour productivity constitutes 5 - 9,9 percent;</p> <p>If a forecasted growth in labour productivity constitutes less than 5 percent, points will not be awarded.</p>

Eil. Nr.	Criterion	Evaluation criterion description, evaluation grid	Maximum amount of points per criterion	Guidance on evaluation
4.	Bilateral partnership	<p>Points will be given to projects where the partnership between a project promoter and a Norwegian partner (-s) is foreseen, based on the type of the intended partnership.</p> <p><i>The type of partnership and Norwegian partner's experience are assessed based on the information provided in a draft partnership agreement, application and business plan.</i></p> <p>NOTE. Purchasing of services from a Norwegian entity does not classify as a bilateral project and points for bilateral partnership will not be given.</p>	20	<p>15 points will be given for a long-term and mutually beneficial partnership. A partner from Norway shall be actively involved and meaningfully contribute to implementation of a project by providing consultancy or advisory directly related to implementation of project activities.</p> <p><i>Long-term and mutually beneficial partnership is perceived as collaboration between a project promoter and partner from Norway which is not solely limited to implementation of a project submitted under this Call but the one which intends to last after implementation of the project.</i></p> <p>10 points will be given to projects where involvement of a Norwegian partner is knowledge based (expertise, consultancy, etc.) and collaboration between a project promoter and a partner from Norway is limited solely to implementation of a project submitted under this Call.</p> <p>Additional 5 points will be given for Norwegian partner's experience when</p>

Eil. Nr.	Criterion	Evaluation criterion description, evaluation grid	Maximum amount of points per criterion	Guidance on evaluation
				<p>at least one of the below mentioned conditions is fulfilled:</p> <ul style="list-style-type: none"> - In the last three years prior to submission of an application a Norwegian partner has applied at least one ICT product / technology which helped the entity in question to robotize, automate or digitise production processes; - In the last three years prior to submission of an application a Norwegian partner has participated as a project partner at least in one project related to robotization, automation or digitalization of production processes. <p>0 points will be given if partnership with a Norwegian partner is not foreseen.</p>
		Total maximum amount of points:	100	
		The minimum amount of points:	40	

I, the undersigned, certify that performing the duties related to assessment of an application, was not a subject to conflict of interest and was objective and impartial. Moreover, I undertake to store and use information in accordance with legislation, including but not limited to confidential information and any other information I was entrusted with and obtained as a result of assessment of an application.

(job title of a person
who conducted the assessment)

(date)

(name, surname, signature)
