



Annex No. 5

SELECTION CRITERIA

ICT AND BUSINESS SUPPORT SERVICES PROGRAMME

SUPPORTED ACTIVITY: Creation of new IS/ICT solutions and applications

BASIC INFORMATION

Registration number:	
Applicant:	
Name of project:	
Place of project implementation (NUTS II):	
Requested amount (aid):	сzк

Grading methodology

The selection criteria are divided into six basic parts:

- A Elimination criteria
- B Economic evaluation of the applicant
- C Benefits and relevance of the project
- D The applicant's experience and qualifications
- E Preparedness of the applicant
- F Technical solution of the project and sustainability thereof

Each part is further subdivided.

If a project submitted by an aid applicant receives at least one negative evaluation in part A, the project will be excluded from further evaluation as unacceptable.

Parts B and F are based on a points system – the awarded number of points can be in the stated points range according to the assessment carried out by an external evaluator (EE) or project manager (PM). Each part contains space for commentary on the points evaluation, which is an inseparable part of the project assessment performed by the EE or PM. Space for commentary can be expanded if necessary.

The sum of points from parts B through F is the total points evaluation of the project. The project can receive a maximum of 100 points.

The minimum number of points needed for fulfilment of the programme's criteria and approval of the project is **50** points.





Non-fulfilment of the programme's criteria constitutes a reason for rejection of the aid application.





A	Elimination criteria – to be completed by the mediating entity (CzechInvest)	YES/NO	Information source
1.	The content of the project, its objective and eligible costs are in accordance with the main parameters of the Programme or sub-activity pursuant to Article 2.1 a). The results of the project will not be manifested in the excluded sectors defined in the Programme.		RA, FA BP
	Commentary: The subject of evaluation is the submitted project's accordance with the programme's basic parameters, i.e. particularly the fulfilment of the objective of the supported activity – creation of new IS/ICT solutions and applications.		1.5 3.1.1
2.	The required amount of investment in long-term tangible and intangible assets serving exclusively for the purposes of ensuring the activities of the project totals a minimum of CZK 0.5 million for small enterprises, CZK 1 million for medium-sized enterprises, or CZK 3 million in the case of large enterprises.		RA BP 1.5
	Commentary: For the purposes of the minimum investment, an investment in long- term tangible and intangible assets is understood as an acquisition of long-term tangible or intangible assess, paid leasing of long-term tangible assets acquired in the form of financial leasing and the purchase price when subsequently purchasing such assets and technical improvement of long-term tangible and intangible assets under the ownership of the recipient as well as leased assets under the condition that technical evaluation is paid for by the lessee and the lessee is authorised to amortise it on the basis of a written agreement pursuant to Act No. 586/1992 Coll., on Income Tax, as amended. The specification of the minimum required investment pursuant to the above-mentioned definition is broader than the requirements placed on eligible costs (selected items of eligible costs can thus be part of the minimum investment).		3.1.1
3.	Within the implementation of the project and depending on the size of the enterprise, the aid recipient will create and fill a minimum number of new, specialised positions, which in the case of small enterprises amount to at least 3 positions, for medium-sized enterprises 5 positions, or 10 positions in the case of large enterprises.		RA BP 2.5.1
	Commentary: This concerns specialised positions which are created in direct connection with project implementation and are filled by employees whose work duties correspond to the subject of the project.		3.4.1





4.	The applicant's financial health expressed as a rating evaluation is equal to or better than C+. The mediating entity will assess the applicant's financial health based on the result of the rating; in the case of an evaluation worse than C+, the project will be rejected. <i>Commentary: If, as of the date of submission of the registration</i> <i>application, the applicant has been engaged in business for a period of</i> <i>less than two closed accounting periods, the rating will be processed</i> <i>based on two years' financial data of the enterprise(s) exercising a</i> <i>(combined) controlling interest in the applicant. In the case of foreign</i> <i>entities, the applicant shall submit a rating for the foreign entity/entities</i> <i>exercising a (combined) controlling interest in the applicant. Such</i> <i>rating shall be determined by an external rating agency, whereas this</i> <i>rating must be determined based on the evaluation scale according to</i> <i>Moody's or Standard & Poor's. In the case that the rating is determined</i> <i>for several enterprises having a combined controlling interest in the</i> <i>applicant, each of these enterprises must receive the minimum</i> <i>required rating evaluation.</i> <i>If the applicant is not able to provide two years' financial statements for</i> <i>itself or for its parent company and thus it is not possible to calculate a</i> <i>rating, its application will be invalid.</i>		Data from accounting statements provided when submitting the Registration Application
5.	The project has a positive or neutral impact on the natural environment and on human health. <i>Commentary:</i> <i>It must be clear from the project proposal that the project will have a</i> <i>positive or at least neutral impact on the natural environment and</i> <i>human health.</i>		PA BP 3.5.3
6.	The project respects the principles of equal opportunities. Commentary: It must be clear from the project proposal that the project will offer opportunities to all groups of citizens who fulfil the required qualification prerequisites.		FA BP 3.4.2
for	he case of rejection of the project at this point, the mediating entity shall such rejection. In the case of rejection due to non-fulfilment of criterion 4 expert assessment by a financial analyst of the mediating entity (CzechInv	, this shall b	





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В	Economic evaluation of the applican mediating entity (CzechInvest)	t – to be completed by the	Number of points	Information source
1.	Evaluation of financial and non-financial	cial health (rating)	/4	Financial statements
	Rating grade	Points		(FS)
	A	4		. ,
	B +	3		
	B	2		
	 B-	1		
	 C+	0		
	Commentary: The applicant's rating includes an evaluation of the applicant as at the date of submitting the application. Such evaluation is based on the applicant's history (the last two consecutive closed accounting periods according to the tax report) and the current quarter-year. It is designed to reflect the financial and non-financial situation of the applicant in the monitored period.			Financial
2.	Economic and financial evaluation of	the project's feasibility	/2	Financial plan of the
	Feasible without reservations	2 points		project
	Feasible with reservations	1 point		(FPP)
	Feasible with difficulties	0 point		
	Commentary: The financial evaluation of the project's feasibility focuses directly on the project and its feasibility, primarily from the perspective of the realistic use of the applicant's own resources (including loans) for financing the project. It evaluates whether the costs of the submitted project are based on realistic foundations (generation of operating cash flow).			
в	Total points		/6	

General commentary for part B

Here the evaluator will provide the detailed rationale of its assessment of the criteria. Particular attention will be dedicated to cases when an extremely high or low number of points are awarded for certain criteria.





с	Benefits and relevance of the project (to be completed by the EE)	Number of points	Information source
1.	Number of newly created jobs	/4	RA
	For each 25% increase of the number of jobs above the required minimum,		BP
	the recipient will receive 1 point, up to a maximum of 4 points. Commentary:		ыр 3.4.1
	Within the implementation of the project, the recipient is obligated to create the stipulated minimum number of new jobs according to the size of the enterprise and the supported activity and to fill these positions with employees who perform a specialised activity (e.g. programmers, project managers, leaders of programming teams, etc.).		
2.	The project will be implemented in a region with concentrated state aid.	/2	RA
	yes 2 points		
	no 0 points		BP 1.5
	Commentary: The aim of favouring disadvantaged regions is to stimulate, via the programme, economic development in those areas where this is most desirable (a list of these regions is given in the appendix to this document).		3.5.1
3.	Size of the enterprise	/4	RA, FA
	small and very small enterprises (according to the definition 4 points of SMEs)		
	medium-sized enterprises (according to the definition of 2 points SMEs)		
	large enterprises 0 points		
	Commentary: Data is combined for enterprises in the group (according to the procedure used for defining SMEs).		
4.	Educational structure of new employees	/2	FA
	Share of workers with university education in newly created jobs.	12	
	More than 50% 2		BP 3.4.1
	20-50% 1 less than 20% 0		0.1.1
	Commentary: University education is understood as having graduated from at least a bachelor-level study programme.		
5.	Impact of the project on the natural environment	/1	FA
	The project has a demonstrably positive impact on the natural environment (prioritisation of a brownfield project over a greenfield project, regeneration of premises, cooperation with municipalities on ecologically beneficial projects, use of ecological energy sources and other pro-environment measures).		BP 3.5.3
	Commentary: Increased aid for projects with a potentially positive impact on the natural environment is in accordance with European and national priorities. Liquidation of brownfields has an analogous effect.		
6.	Cooperation with educational or science and research institutions	14	Γ.
	For each form of cooperation planned within the project, the applicant shall receive one point, up to a maximum of four points; the applicant shall	/4	FA





	automatically receive on time of submitting the a the case of planned coor full application a copy of with a suitable institution		BP 2.6.1 2.6.2		
	 With a suitable institution. Commentary: Possible forms of cooperation (examples), for each of which one point will be awarded (in the case of recurring fulfilment of any of the criteria, more than one point may be awarded): use (application) of results realised at schools commissioning of bachelor, thesis, dissertation or other final works (in order to receive points for fulfilment of this criterion, it is necessary to commission at least three works of students during implementation of the project) employment of students in internships or in temporary, part-time, or full-time work (to receive points for fulfilment of this criterion, it is necessary to employ at least one student for a period of at least six months during implementation of the project) provision of a grant or other financial assistance to an educational institution (minimally in the amount of CZK 10,000) training and other forms of cooperation 				
7.	7. Costs of enhancing employees' qualifications for the last two years (% of expended costs from the company's total wage costs – average for two years)			/2	FA
					BP
	SMEs	large enterprises	Number of points		2.5.3
	more than 0.9%	more than 1.5%	2		
	0.3% - 0.9%	0.6% – 1.5%	1		
	less than 0.3%	less than 0.6%	0		
	Commentary: If, for the purposes of support, a new legal entity is established in the Czech Republic, the above evaluation relates also to the parent company in the case that such parent company is the sole or majority owner. If there are several parent companies with the same ownership share, the applicant shall decide which of them will be used for the purposes of evaluation.				
С	Total points			/19	

General commentary for part C

Here the evaluator will provide the detailed rationale of its assessment of the criteria in group C. Particular attention will be dedicated to cases when an extremely high or low number of points are awarded for certain criteria.





Ite applicant has operated in the sector for a maximum of three years, in the area which is the subject of project implementation 3 points 2 Ite applicant has operated in the sector on which the project is focused for more than three years, but does not have experience with the activity which is the subject of project implementation 2 points 2 Ite applicant has operated in the sector or a maximum of three years and does not have experience with the activity which is it point the subject of project implementation 1 point 1 point Ite applicant has operated in the sector or a maximum of three years and does not have experience with the activity which is it point 1 point 1 point Ite applicant has operated in the sector or which the project is focused 0 points 1 +1 point: reference from abroad in the area of IT Commentary: 1, for the purposes of support, a new legal entity is established in the Czech Republic, the abrove evaluation relates also to the parent company is the sole or majority owner. If there are are several parent company is the sole or majority owner. If there are are several parent companies with the same ownership share, the applicant shall decide which of them will be used for the purposes of evaluation. /4 2 Business strategy, knowledge of the market, does market research, determines the needs of customers, etc. Commentary: 7 The company demonstrates knowledge of information on the applicant's business of any should clearly (though on a general level) provide information on the applicant's business	D EE	D The applicant's experience and qualifications (to be completed by the EE)			Information source
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In the past, the company innovated its products, processes or services: through its own solution or in cooperation with other research facilities 2 points 2 through transfer of technologies (purchase of solutions or purchase of license) 1 point 2		Commentary: The applicant shall document that it is a company that possess basic business principles and the corresponding mechanisms. clear that the submitted project is logically connected with the previous development and with the development of the development plans. This fact, set forth in the business plan, sh (though on a general level) provide information on the applicant strategy, e.g. the company's sales methods (i.e. whether it has it's network, sells via representatives or delivers products/services ex- one customer), the origin of its impetus for innovation of pro- processes (e.g. from its salespeople, contact with customer research, by determining the needs of customers, etc.). It must be the submitted project has its foundations in these strategies. In the case of an anticipated aid amount of more than CZK 12 applicant shall describe in greater detail not only the overal strategy, but shall also state the principles of other important activities (sales, innovation of products and processes,	It must be company's applicant's ould clearly t's business s own sales cclusively to oducts and ers, market be clear that million, the ill business at company		BP 2.2.1 2.2.2 2.2.4 2.4.1 2.4.5 3.2.1 3.2.2 3.2.3
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purchase of license)		facilities through transfer of technologies (purchase of solutions or			2.4.5
Commentary:			o points		



Valid from: 1 September 2011



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	If, for the purposes of support, a new legal entity is established in Republic, the above evaluation relates also to the parent com- case that such parent company is the sole or majority owner. several parent companies with the same ownership share, the ap- decide which of them will be used for the purposes of evaluation.	pany in the If there are		
4.	Long-term outlook of the project from the applicant's perspective	ctive	/6	FA
	How the project responds to the current and future needs of the the evaluator shall assess the necessity and importance of the procompany's future development. <i>Commentary:</i>			BP 2.2.1 2.2.2
	Within this criterion the evaluator will assess the overall impresextent to which the project is necessary and beneficial for the appl			3.1 complete
5.	Utilised methodologies, standards, certifications		/5	FA
	At the time of submitting the application, the applicant already has certificate(s) (e.g. ISO 9001 – quality management, ISO 17099 – information security management), Czech Made, assessed according to EFQM – min. Level 2, National Prize of the Czech Republic for Quality, and others) and, at the same time, uses a methodology or methodologies for management of projects, implementation, etc.	4 points		BP 2.4 complete
	The applicant uses a methodology or methodologies in practices (this must be documented for at least one case); this concerns, for example, project-management methodology, implementation methodology, etc.	3 points		
	The applicant has certificate(s) but does not use any methodologies.	2 points		
	Neither methodologies nor certificates are used, but will be introduced in the course of project implementation.	1 point		
	Neither methodologies nor certificates are used and their introduction is not planned.	0 points		
 + 1 point – in the past, the applicant received an award relating to the supported activity or is a member of a professional organisation. <i>Commentary:</i> If, for the purposes of support, a new legal entity is established in the Czech Republic, the above evaluation relates also to the parent company in the case that such parent company is the sole or majority owner. If there are several parent companies with the same ownership share, the applicant shall decide which of them will be used for the purposes of evaluation. 				
6.	Does implementation of the project require a further increase qualifications or retraining of employees?	of	/4	FA
	specific education beyond the framework of basic training (further professional education, training beyond the user level)	4 points	-	BP 3.4.3
	basic training connected with the acquisition of technologies (user training), training of new employees	2 points	_	
	no requirements, or requirements are not stated by the applicant	0 points		
7.	The company's outlook for the future		/4	FA
	A realistic strategy for future development is in place	2 points]	BP
	There is a realistically defined SWOT analysis	1 points	4	2.3
	The company operates in a market with future growth potential Commentary:	1 point	-	2.7 3.2.1
	Individual items are added together.		10.0	
D	Total points		/30	





General commentary for part D

Here the evaluator will provide the detailed rationale of its assessment of the criteria in group D. Particular attention will be dedicated to cases when an extremely high or low number of points are awarded for certain criteria.





Information

Number

E	Preparedness of the applicant (to be completed by the EE)	of points	Information source
1.	Analysis of the proposed eligible costs	/3	FA
	This analysis determines the adequacy of the proposed capital assets, structural modifications, wage costs and other eligible costs, and whether the eligible costs correspond to the needs of the applicant and are immediately connected with the implementation of the project.		BP 1.5 3.3
	In the case that the applicant selected aid for personnel costs, the adequacy of the proposed number of new jobs, anticipated wages and anticipated qualifications of new employees, etc. is determined.		
	Commentary: The evaluator shall assess the applicant's project and compare it with actual undertakings (structural modifications, purchase of capital assets and costs of installation thereof, etc.) and assess whether the proposed costs in individual items jointly and severally correspond to the scope of the project. In the case that the evaluator has legitimate doubts about the necessity of an asset for implementation of the project, the evaluator shall include such item in the table "other assets not connected with the project".		
	Other assets not connected with the project:		
2.	Feasibility of the project	/4	FA
	Technical feasibility of project implementation, the relationship of individual phases and assurance thereof in the course of the project and subsequent operation.		BP 3.1.1 3.1.2
	Commentary: It must be evident from the text of the business plan that all technical aspects of the project and their linkages, the feasibility of individual phases of the project and implementation thereof within the planned deadlines and assurance of the long-term sustainability of the project have been taken into account.		3 complete 4 complete
3.	Results of the project in relation to the market	/6	FA
	Whether the applicant has a clear idea of the feasibility and applicability of the project's results on the market.		BP 3.2
	Commentary: The evaluator shall assess how the applicant intends to involve the supported capacity in the business processes of the company as a whole in order to improve its market position, etc., and shall assess the extent to which the concepts set forth by the applicant are realistic and probable, whereas the evaluator shall also take into account the veracity of the applicant's analysis of the market for such qualitatively altered product parameters.		0.2
4.	General assessment of the applicant's preparedness for implementation of the project	/5	RA, FA
	Commentary:		BP 2.2
	The evaluator shall generally assess the applicant's financial, personnel		2.3
	and technical preparedness for implementation and future assurance of the supported activities. In so doing, the evaluator shall assess all		2.4 2.5
	aspects and the relationship thereof, the applicant's experience, and		3.1.1 3.1.5





	the earnestness and veracity of the assurances given by the applicant. In the case of projects with a grant amount over CZK 12 million, the applicant shall also identify the critical stages of implementation and state the method by which critical situations will be prevented. The evaluator shall assess to what extent the identification of the critical stages of the project and the proposed methods of preventing crises correspond to reality.		3.3.6
Е	Total points	/18	

General commentary for part E

Here the evaluator will provide the detailed rationale of its assessment of the criteria in group E. Particular attention will be dedicated to cases when an extremely high or low number of points are awarded for certain criteria.





F	Technical solution of the project and sustainability thereo completed by the EE)	f (to be	Number of points	Information source
1.	1. Assessment of the technical level of utilised software tools and solutions Commentary: The technological level of the proposed project solution will be evaluated operating system, database system, use of systems increasing programming productivity, modularity of the system, level of the documentation system, etc.			FA BP 3.1.2
2.	How does the project respond to the situation on the marke	et?	/6	FA
	Introduction of a new product which leads to the opening of new markets.	6 points		BP 3.1.1
	Expansion of the offered portfolio or qualitative improvement of products, which will expand the existing market segment.	4 points		3.1.2 3.2.2
	Expansion of the offered portfolio or qualitative improvement of products, which will serve the existing market segment.	2 points		3.2.3 3.2.4
	Only a passive response to the situation on the market (retention of market share, replacement of obsolete products, reduction of production costs, etc.); the project will serve the existing market segment.	0 points		
3.	Economic benefit of the project for the applicant		/4	FA
	The applicant declares that the project is economically bene company and can quantify and logically rationalise such benefit		, , ,	BP 2.3 3.1.1
	The project will have a significant economic benefit. The project will have an average economic benefit.	4 points 2 points		5.1.1
	The project will have an imperceptible or no economic benefit.	0 points		
	Commentary: The evaluator shall assess the significance of the project impacts on the company's future development.	's economic		
4.	The project's connection with activities of cooperating enti	ties	/2	FA
	The project has a measurable connection with activities of cooperating entities (customers/suppliers), the project's results fall within a related supply or value chain.	2 points		BP 3.1.1
	The project is not part of a larger project or is not connected with other projects of cooperating entities.	0 points		
	Commentary: The applicant shall state the extent to which the submitted project corresponds with its other projects or with activities of cooperating firms or institutions. The applicant shall automatically receive one point for cooperation at the international level or for involvement in a cluster of entities.			
5.	. General evaluation of the project's future benefit			FA
	Commentary: The evaluator shall generally assess the project's benefit, its significance for the given region and for development of the information and knowledge economy. Part of the evaluation within this criterion will be the quality of the resulting product (e.g. information system, web application), assessment of its technical design, scope of functionalities, etc.			BP 3.1.2-3.1.5 3.2.2 3.4.1 3.5.2
F	Total points		/27	





General commentary for part F

Here the evaluator will provide the detailed rationale of its assessment of the criteria in group F. Particular attention will be dedicated to cases when an extremely high or low number of points are awarded for certain criteria.





Sum of points for parts B-F	/100
F Technical solution of the project and sustainability thereof	/27
E Preparedness of the applicant	/18
D The applicant's experience and qualifications	/30
C Benefits and relevance of the project	/19
B Economic evaluation of the applicant	/6

Bonus for projects ensuing from the Integrated Urban Development Plan (in connection with Resolution of the Government of the Czech Republic No. 883 of 13 August 2007) – in order to receive a bonus, the project must fulfil the requirement of receiving at least the minimum number of points within criteria B-F.	±10%
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Total

/100

The evaluator presents its overall evaluation of the submitted project in the form of:

recommendation to accept the project – recommendation to reject the project – recommendation with the proviso (stated below)

Proviso:

General commentary on the project

Here the evaluator shall state the most important attributes of the assessment or provide additional relevant observations and opinions for which there was no basis in the evaluation table. The evaluator shall render an abstract of the assessment, the bases of which are the general assessments of the individual parts. The commentary must contain at least 200 words.

In

Signature:

Date:





Annex to criteria C2

Regions with concentrated state aid (preferred in the evaluation)

Regions with concentrated state aid for the period 2010- 2012 (pursuant to Resolution of the Government of the Czech Republic No. 141/2010)	Structurally disadvantaged regions – districts	Most, Chomutov, Teplice, Ústí nad Labem, Karviná, Nový Jičín, Sokolov
	Economically weak regions – districts	Tachov, Hodonín, Třebíč, Bruntál, Děčín, Jeseník, Přerov, Šumperk, Znojmo, Blansko, Territory of the former military districts of Ralsko and Mladá
	Regions with highly above- average unemployment	districts Česká Lípa, Jablonec nad Nisou, Louny, Svitavy, Ostrava-city, Kroměříž, Vsetín <u>municipalities with expanded authority</u> Ostrov, Frýdlant, Světlá nad Sázavou, Králíky, Šternberk, Uničov, Valašské Klobouky, Vítkov
	regions with temporary state aid for 2010	districts Litoměřice, Frýdek-Místek, Opava <u>municipalities with expanded authority</u> Bystřice nad Pernštejnem, Bučovice, Mikulov