

DETAILED EVALUATION SHEET

Registration number		
Project name		
No.	SUBSTANTIVE CRITERIA	The number of points awarded from 0 to 5.
1	<p>MARKET PROBLEM THAT THE STARTUP'S SOLUTION ADDRESSES</p> <p>The following elements are assessed:</p> <ul style="list-style-type: none"> Description of the problem that the startup's solution addresses Description of the ways the problem has been solved up to 2023 or until the startup's solution appeared Detailed description of the startup's solution (e.g., technology/product/service innovation) Current stage of development of the startup/solution (description of technological and product maturity) Description of the target market, market demand for the startup's solution <p>*Points from 0 to 5 may be awarded, with the following meaning:</p> <p>0 points: No clear problem description or the problem is not identified. No description of existing solutions. No detailed description of the solution. No description of the current stage of development. No description of the target market and market demand.</p> <p>1 point: The problem is identified, but the description is very general and imprecise. Very general and incomplete description of existing solutions. The solution is very general and imprecise. Very general description of the current stage of development. Very general description of the target market with no analysis of market demand.</p> <p>2 points: The problem is identified, but the description needs further clarification and is not sufficiently detailed. Existing solutions are described, but lack details and effectiveness analysis. The solution description is too general and lacks details on innovation. The description of the current stage of development is general and requires clarification. The description of the target market is general, with little analysis of market demand.</p> <p>3 points: The problem is well described, but lacks details in certain aspects. Good description of existing solutions, but lacks full analysis of their effectiveness and limitations. The solution is well described, but the innovation is poorly presented. Good description of the current stage of development, but lacks details about technological and product maturity. Good description of the target market, but the market demand analysis is superficial.</p> <p>4 points: The problem is clearly and thoroughly described with a good justification. Detailed description of existing solutions, with analysis of their effectiveness and limitations. Detailed description of the solution, with a good presentation of the innovation of the technology/product/service. Detailed description of the current stage of development, with a good presentation of</p>	

	<p>technological and product maturity. Detailed description of the target market, with a good analysis of market demand.</p> <p>5 points: The problem is thoroughly described with a deep understanding and strong justification of its market significance. Complete and detailed description of existing solutions, with in-depth analysis of their effectiveness, limitations, and potential market gaps. Very detailed description of the solution, with a clear and convincing presentation of the high level of innovation. Very detailed description of the current stage of development, with clear presentation of technological and product maturity, indicating market readiness. Very detailed description of the target market, with an in-depth analysis of market demand, showing the market potential of the startup's solution.</p>	
2	<p>BUSINESS MODEL AND COMPETITIVE ENVIRONMENT</p> <p>The following elements are assessed:</p> <p>Description of the business model and its scalability Description of the competition with identification of competitive advantages Understanding of entry barriers for competitors and the resources that competitors must incur to prepare a competitive offering. *Points from 0 to 5 may be awarded, with the following meaning:</p> <p>0 points: No description of the business model. No information on scalability. No description of competition. No information on competitive advantages. No information on entry barriers. No information on competitors' resources.</p> <p>1 point: Very general description of the business model with few details. The business model is not scalable, and there is no scaling strategy. Very general description of competition with no detailed information. Very general competitive advantages, no specifics. Very general information on entry barriers. Very general information on competitors' resources.</p> <p>2 points: Description of basic aspects of the business model, but with significant gaps. Limited scalability, no detailed plans. Description of a few competitors, but with significant gaps in analysis. Competitive advantages are identified but not convincing. Entry barriers are identified but lack detail. Competitors' resources are identified but lack detail.</p> <p>3 points: Description of most key elements of the business model, but with some shortcomings. Some scalability potential, but the scaling plan is not detailed. Description of most key competitors, but with some gaps. Some well-defined competitive advantages, but without full justification. Some well-defined entry barriers, but without full justification. Some well-defined competitors' resources, but without full justification.</p> <p>4 points: Detailed and well-defined description of the business model, with minor gaps. Good scalability potential, with clearly defined steps. Detailed description of main competitors, with minor gaps. Well-defined and justified competitive advantages, with minor gaps. Well-defined and justified entry barriers, with minor gaps. Well-defined and justified competitors' resources, with minor gaps.</p> <p>5 points: Very detailed, complete description of the business model with no gaps. The business model is highly scalable, with a well-defined and realistic scaling strategy. Very detailed, complete description of the competition, with no gaps.</p>	

	<p>Clear, well-justified competitive advantages that stand out in the market. Clear, well-justified entry barriers that show a deep understanding of the market. Clear, well-justified competitors' resources that show a deep understanding of the market.</p>	
<p>3</p>	<p>TEAM <i>Assessment of the experience and competencies of the designated startup team.</i></p> <p><i>The competencies and experience of the startup team will be assessed.</i></p> <p><i>*Points from 0 to 5 may be awarded, with the following meaning:</i></p> <p><i>0 points: No description of the competencies and experience of the team members. No identification of the main project deficit and no indication of the necessary competencies. No information on the number of people involved in the project.</i></p> <p><i>1 point: Very general description of the competencies and experience, without specifics and details. Very general and unclear indication of the project deficit, without specifying the needed competencies. Mismatch in the number of people involved in the solution, with no detailed description of their roles and involvement.</i></p> <p><i>2 points: The description contains basic information about the competencies and experience, but lacks details. The project deficit is described, but without specifics and details regarding the needed competencies. Inadequate number of people actively involved in the solution, with a general description of their roles, but no details about their involvement.</i></p> <p><i>3 points: Well-described competencies and experience of most team members. The project deficit is well-identified, with a general description of the needed competencies, but without a detailed plan for acquiring them. The number of people actively involved in the project is appropriately matched to the solution, with descriptions of their roles and level of involvement.</i></p> <p><i>4 points: Detailed description of the competencies and experience of all team members. Detailed description of the project deficit with clearly defined needed competencies, along with a general plan to acquire them. Well-matched number of people actively involved in the solution, with well-described roles and levels of involvement.</i></p> <p><i>5 points: Very detailed and well-organized description of the competencies and experience of all team members, highlighting their successes and key skills. Very detailed and well-thought-out description of the main project deficit and a concrete plan for acquiring the missing competencies, with clearly defined steps and timelines. Very well-matched number of people actively involved in the project, with a very detailed description of their roles, level of involvement, and impact on the project's progress.</i></p>	
<p>4</p>	<p>FINANCING</p> <p><i>The following elements will be assessed:</i></p> <p><i>Description of the current financing</i> <i>Definition of financing needs and sources of financing.</i></p> <p><i>*Points from 0 to 5 may be awarded, with the following meaning:</i></p>	

	<p><i>0 points: No information on current financing. No data on sources or amounts of financing. No plan regarding financing needs. No information on potential sources of financing.</i></p> <p><i>1 point: Only basic information provided, without details. No clarity regarding sources or amounts of financing. No plan regarding financing needs. No information on potential sources of financing.</i></p> <p><i>2 points: General information provided, but lacking specifics. Financing sources are listed, but missing specific amounts. The financing needs plan is too general and lacks details. Some sources of financing are listed, but lacking specifics.</i></p> <p><i>3 points: Description of current financing is understandable but incomplete. Main sources of financing and general amounts are listed. The financing needs plan is moderately detailed. Main sources of financing are listed, but missing specific amounts or strategy.</i></p> <p><i>4 points: A detailed description of the current financing is provided. Specific sources of financing and amounts are listed. The financing needs plan is detailed and well-thought-out. Specific sources of financing and strategies for obtaining them are listed.</i></p> <p><i>5 points: Very detailed and clear description of current financing. All sources of financing are accurately listed, with amounts and dates of funds raised. A very detailed and well-justified plan for financing needs. All potential sources of financing are listed, with specific amounts and planned dates for fund acquisition. The plan includes a risk analysis and alternative financing sources in case the main plan fails.</i></p>	
TOTAL SCORE OBTAINED IN THE DETAILED MERIT ASSESSMENT*		

***The startup must score at least 60% of the points to be accepted into the next stage of evaluation.**

Accelerator's Recommendation for the Startup Regarding the Acceleration Path:

(please indicate appropriately)

Industry Path with a Business Partner (B2B) (name of the business partner)

JUSTIFICATION:

Acceleration Path with a VC Fund (Investor Path) (name of the VC fund)

JUSTIFICATION:

Sector Agnostic Acceleration Path

JUSTIFICATION:

Poland Prize Path

JUSTIFICATION:

Go Global Path
JUSTIFICATION:

**To be filled out for startups that receive a minimum of 60% of points*

Warsaw,

Signatures of the evaluators: