

GRANTS DEVELOPMENT DECISION-MAKING MATRIX

Project Agency and Title: _____											Decision: <input type="checkbox"/> Go <input type="checkbox"/> No Go	
Date: _____	Weighed Decision Criteria										Approved by: _____	
Decision Factor	Negative				Neutral			Positive				Estimated Rating
	0	1	2	3	4	5	6	7	8	9	10	
1. FIT WITH COLLEGE MISSION, STRATEGIC PLAN, RESEARCH FINDINGS	Does not align with the college mission and plan				Marginally matches the college mission and plan			Helps fulfill the college mission and plan				
2. BACKGROUND (Expertise of College in project area)	Weak in area or totally new area to college				Average experience in this area			Strong experience in this area				
3. PROPOSED COLLEGE PRINCIPAL INVESTIGATORS	Inadequate in-house team with few available known new hires				Good in-house team, with good available new hires			Superb in-house team, with superb known new hires				
4. FINANCIAL POTENTIAL (Return on investment)	Poor short term, poor long term, likely to cost college				Questionable long-term, questionable short-term			Excellent long and short term, likely to yield a margin				
5. COLLEGE RESOURCES (Space, personnel, matching funds)	Requires significant investment of college resources				Requires marginal investment of college resources			Requires minimal investment of college resources				
6. COMPETITIVE ASSESSMENT (Competition and funding probabilities)	Competition is very strong, odds are under 10%				Open competition, odds are 10-50%			Open competition, odds exceed 50%				
7. ADVANCE INFORMATION ON RFP (Adequate information to respond)	Did not expect RFP, unprepared, Dates: Today _____ Due _____				Generally up-to-date with RFP, no major negatives			Good favorable information, ready to respond				
8. TEAM MEMBERS (College's partners and major subcontractors)	Partners and subcontractors dilute/weaken effort				Partners and subcontractors have no major effect			Partners and subcontractors have enhancing effect				
9. CAPABILITY TO EFFECTIVELY RESPOND	Do not have staff time to adequately respond				Stresses staff time, but are able to respond			Have staff time to develop highly competitive proposal				
10. FUNDING AGENCY CONTACT, HISTORY AND RAPPORT	College is unknown to this agency and staff				College is known to agency and staff			College has well-developed working relationships				
Total Score (Sum of scores for each factor evaluated)												