

Questionnaire

Project: [Name of Project]

Participant: [Name of Company]

[Expert's Name, Surname]

[title and organization]

[city, country]

[Date]

The Expert Qualification and Information Disclosure

<p>0.1. To what extent does your expert profile experience conform to the Project topic?</p>	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	<p>[Short description of expert's experience in the field of the project]</p> <p>The expert estimates highly his competence in the following aspects of this project: [Specify]</p> <p>Expert is not familiar enough with the following aspects of the project: [Specify]</p>
<p>0.2. Specific questions based on the criteria for experts.</p>	<p>[For example: for scientific experts - please specify the number of scientific publications in the field of the project over the last 5 years; for technical experts - please specify your experience in R&D or technical area in the field of the project] for business experts - experience in high-tech companies from the project's sector or experience in venture companies operating in the field of the project.]</p>	
<p>0.3. Have you any conflict of interests related to the project?</p> <p><i>Mark the true items with adding comments or indicate no conflict of interests.</i></p>	<p>[Yes/No]</p> <p>[Yes/No]</p> <p>[Yes/No]</p>	<ul style="list-style-type: none"> The Expert is affiliated with the Applicant (he is a beneficiary of the Applicant or is affiliated with any Applicant's beneficiary) The Expert has financial interest in allowing (or refusal) the grant to the Participant The Expert has family interrelations with members of Applicant's or Investor's teams
<p>0.4. Have you any interests in the project?</p> <p><i>Please, mark the true clauses and give explanations to them or indicate the absence of the conflict of interests.</i></p>	<p>[Yes/No]</p> <p>[Yes/No]</p> <p>[Yes/No]</p> <p>[Yes/No]</p> <p>[Yes/No]</p> <p>[Yes/No]</p> <p>[Yes/No]</p> <p>[Yes/No]</p>	<ul style="list-style-type: none"> Collaboration in research and development, conjoint publications during the last 5 years The Expert is a member or affiliated person with respect to organisation competing with the Applicant The Expert and the Applicant are currently employed in the same organisation Personal or professional conflict (professional opposing) of the Expert with any of Applicant's project participants exists The Expert was an immediate chief, instructor, or adviser of Applicant's key developers or managers The Expert was, or is planning to become a manager, a founder, an investor, or an employee of the Applicant or other organizations interested in awarding grant to participant The expert co-owns joint property with the applicant

Project rating

Please, familiarise yourself with Grant policy of the Foundation before conducting the project expertise

1. Project's commercialization prospects	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]
2. Project Team	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]
3. Project Risks	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]
4. Project Budget	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]
5. Potential to attract co-investors	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]
6. Project implementation targets and activity plan	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]
Total score	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]

1. Project's commercialization prospects

1.1. Are data for this section sufficient for high-quality assessment?	[Yes/No]. [Comment]
1.2. To what extent will project's scientific and technical novelty affect its commercialization?	[Comment] Please specify the degree of scientific and technical novelty of the proposed project: [Comment]
1.3. Will the technology/product enjoy demand in the market?	[Yes/No]. [Comment] Countries/regions where the product/technology has commercial prospects: [List countries/regions]
1.4. Will the proposed product/technology have competitive advantages over similar products by the time it is launched?	[Yes/No]. [Comment] Key consumer characteristics, with respect to which the product/technology has competitive advantages over similar products: [Specify] <u>Marketed similar products:</u> [provide examples] <u>Similar products under development:</u> [provide examples]
1.5. What market segment can be the target one for the project?	[Comment]
1.6. What is your opinion about current dynamic of the project's target market segment? In 5-10 years?	[Comment] Useful articles and/or analytical materials about the size, dynamics, structure or potential of the project's target market segment, which are known to the expert: 1. Reference 1 / Attached file 1 2. Reference 2 / Attached file 2 3. ...
1.7. Can a business model be built based on this technology?	[Yes/No]. [Comment]
1.8. What is your estimation of period before expected commercialisation of product / technology?	[Comment] By the Expert estimation, the Applicant would realise the first sale in [...] years and achieve sales of [...] RUB M /year in [...] years .
Total score for this section	<p style="text-align: center;">[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>
	[Comment/Recommendation]

2. Project Team

2.1. Are data for this section sufficient for high-quality assessment?	[Yes/No]. [Comment]	
2.2. Do the key developers have the required scientific potential? <i>Evaluation criterion: publications, patents.</i>	[Yes/No]. [Comment]	
2.3. Have engineers / developers the necessary experience in the industry? <i>Evaluation criterion: work experience in the industry.</i>	[Yes/No]. [Comment]	
2.4. Is the project management able to manage the project effectively? <i>If no, please specify the availability of the required employees in the market.</i>	[Yes/No]. [Comment]	
2.5. What is your estimation of the team enterprising potential? <i>Please, take into account the project stage in your estimation.</i>	[Comment]	
2.6. What is your opinion about the project team's potential in general?	[Comment]	
2.7. Is the project team adequately staffed for this development stage?	[Comment]	
Total score for this section	<p style="text-align: center;">[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]

3. Project Risks

3.1. Are data for this section sufficient for high-quality assessment?	[Yes/No]. [Comment]	
3.2. Technical risks <i>Risks in achievement of stated technical features.</i>	<p>In expert evaluation, the likelihood of claimed performance achievement is [Your assessment]%:</p> <p>[Comment]</p> <p>Technical characteristics that will be the most difficult to achieve: [Specify]</p> <p>To reduce the risk, the expert recommends: [Your recommendations]</p>	
3.3. Estimate barriers height for the future entry to target market	<p>[Comment]</p> <p>Major market barriers: [Specify]</p>	
3.4. Risks of introduction and launching onto the market	[Comment/Recommendation]	
3.5. Risk of copying the technology	[Comment]	
3.6. What is your estimation of Applicant's patent portfolio?	<p>[Comment]</p> <p>The expert thinks that the following should be patented during the next project stages: [Specify, what should be patented]</p>	
Total score for this section	<p>[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]

4. Project Budget

4.1. Are data for this section sufficient for high-quality assessment?	[Yes/No]. [Comment]	
4.2. To what extent does the requested grant amount conform to the current project stage and to the scope of tasks scheduled to be solved by the Applicant?	[Comment] Recommendations on budget adjustments: [Comment]	
4.3. Is it really necessary to purchase equipment that was stated in the outlay, to the company ownership in the current project stage?	[Comment] The equipment, which purchase can be postponed or replaced by rent or outsourcing part of works: [Specify]	
4.4. Do expenses on co-developers correspond to the cost level for similar projects in the world practice? <i>Please, take into account the project stage in your estimation.</i>	[Yes/No]. [Comment]	
4.5. Is there any risk of double financing? <i>Please specify if you have any information that the grant is raised for accomplishment of tasks that have already been performed, or that the applicant has already raised funds for similar purposes.</i>	[Comment]	
Total score for this section	<p style="text-align: center;">[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]

5. Potential to attract co-investors

5.1. Are data for this section sufficient for high-quality assessment?	[Yes/No]. [Comment]	
5.2. Does the project have a chance to attract co-investments (or other funding) in addition to the grant?	[Yes/No]. [Comment] Examples of organisations interested in co-investing in this field: [Examples]	
5.3. Does the project have a chance to attract an investor after it successfully passes this stage?	[Yes/No]. [Comment] Examples of investments attracted by similar projects/companies and examples of investment transactions, M&As: [Examples]	
Total score for this section	<p style="text-align: center;">[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]

6. Project implementation targets and activity plan

6.1. Are data for this section sufficient for high-quality assessment?	[Yes/No]. [Comment]	
6.2. Can the project target be achieved with the submitted activity plan?	[Yes/No]. [Comment]	
6.3. Does the activity plan include research as its stage?	[Yes/No]. [Comment]	
6.4. To what extent is the presented project realisation schedule well-founded and worked out? <i>Assess terms, dividing by stages, clearness of objectives, and relevance of target features.</i>	[Comment]	
6.5. What important monitoring points should be defined for the project? <i>Please provide measurable characteristics of the result (e.g. achievement of certain technical parameters, implementations, sales).</i>	<ol style="list-style-type: none"> 1. ... 2. ... 3. ... 	
6.6. Independent tests at Project milestones. <i>Please suggest independent test centres / laboratories to confirm achieved key project indicators provided that such tests are possible.</i>	<ol style="list-style-type: none"> 1. ... 2. ... 3. ... 	
6.7. Whether planned staff number conforms to the current project stage and objectives?	<p>[Comment]</p> <p>The expert thinks that at this stage the project requires not more than [Specify the number] employees:</p> <ul style="list-style-type: none"> - [Specify the number] developers, - [Specify the number] managers/administrative officers, 	
Total score for this section	<p style="text-align: center;">[...]</p> <p>Possible answers: "Excellent", "Good", "Satisfactory", "Unsatisfactory".</p>	[Comment/Recommendation]

Other Recommendations of Expert

Please, indicate recommendations that for any reason you could not insert in the frame of main report.

- I. Your recommendations regarding project financing schedule:
 - a. The expert thinks that the optimal stage duration makes ____ quarters;
 - b. Optimal schedule:
 - 1st stage not more than ____ months for ____
 - 2nd stage not more than ____ months for ____
 - 3rd stage not more than ____ months for ____
- II. [recommendation]
- III. [recommendation]