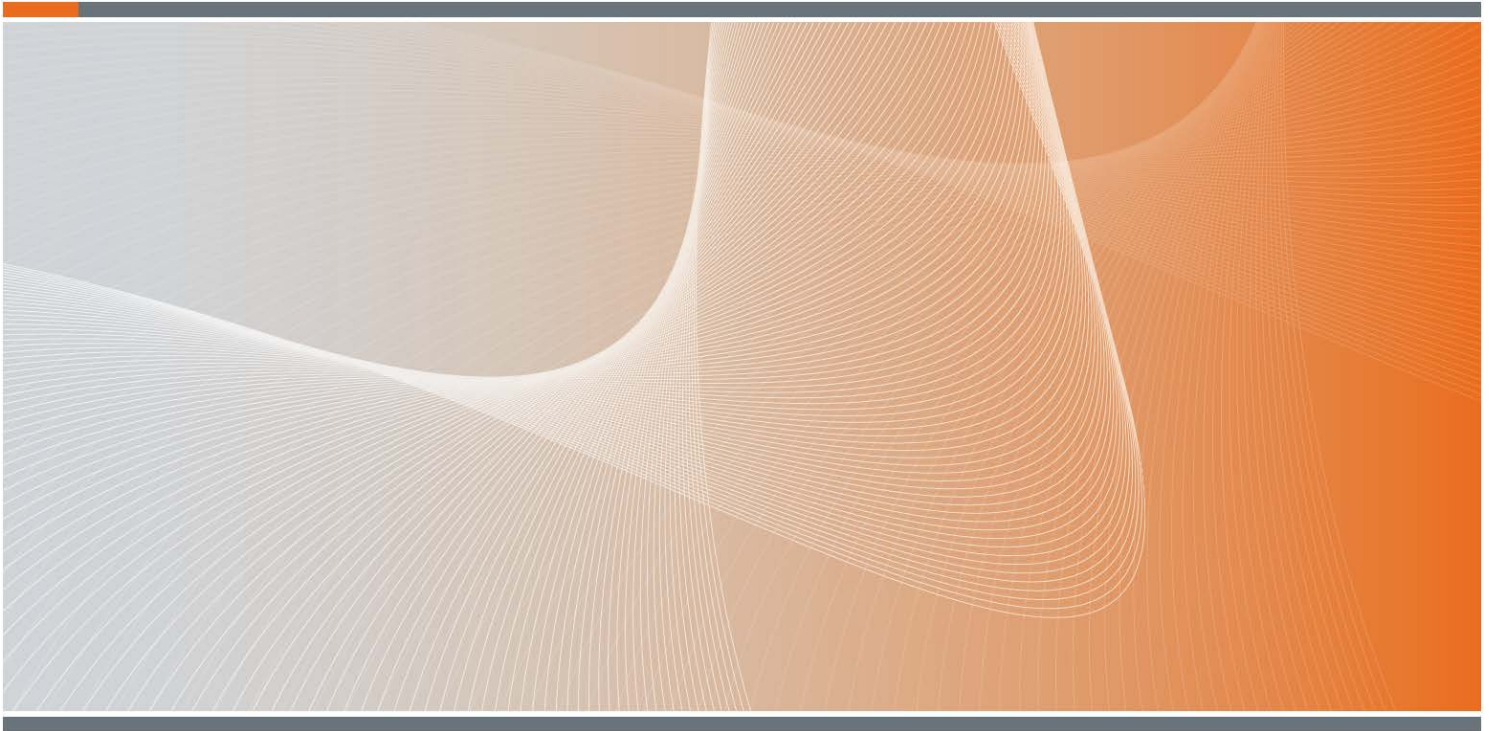


DEFENCE PFAS TECHNOLOGY DEMONSTRATION PROPOSAL GUIDELINE

Guidance on requirements and processes for a PFAS technology demonstration proposal under the Defence PFAS Applied Research Strategy



INFRASTRUCTURE DIVISION
PFAS INVESTIGATION AND
MANAGEMENT BRANCH

Version 1.0
October 2019

Change history

Version	Date	Approval
1.0	October 2019	Luke McLeod

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1 Introduction

1.1 Purpose

This PFAS technology demonstration proposal guideline provides requirements and processes for technology demonstration supported by Defence under the Defence PFAS Applied Research Strategy.

This guideline provides:

- clarity on Defence's requirements;
- clarity on the assessment criteria applied to a proposal; and
- a platform for Defence to assess the comparative merits of proposals.

This guideline does not apply to commercially available technologies for the treatment of PFAS.

1.2 Application

This document will be used by:

- Defence in managing technology demonstration proposals under the Applied Research Strategy;
- Technology organisations submitting proposals for Defence support; or
- The community in understanding how, why and when Defence supports technology demonstration proposals.

Externally initiated initial requests for Defence support to PFAS technology demonstration projects have previously been submitted through different channels in different formats. All such requests will be managed in accordance with this guideline.

Nothing in the guideline affects Defence's discretion on whether to accept a proposal.

1.3 Defence procurement processes

All investment by Defence under this Guideline must comply with the Commonwealth Procurement Rules, Defence Procurement Policy requirements and any applicable Public Works Committee requirements.

Defence may conduct an approach to market for one or more of the priorities (or a component of a priority) identified under the Defence PFAS Technology Demonstration Priority List,

Where Defence has scheduled, or is likely to schedule, an approach to market, Defence may decline to assess an externally initiated proposal for that priority and refer the applicant to the Austender website, <https://www.tenders.gov.au/> for details of the approach to market.

1.4 Scope

This document sets out:

- the requirements for submitting a technology demonstration proposal under the Defence PFAS Applied Research Strategy that:
 - are indicative of the requirements of an approach to market, or
 - apply where the proposal is externally initiated.

- the assessment processes that apply to a technology demonstration proposal under this Guideline
- the reporting requirements for any proposal accepted under this Guideline.

2 Technology demonstration proposal requirements and assessment process

This chapter sets out:

- the requirements of a technology demonstration proposal (section 2.1)
- conformance checks to be applied at the initial screening of proposals (section 2.2)
- the requirements for assessment of the potential for Defence investment in PFAS technology demonstration trials (section 2.3)

2.1 Proposal form and content

Appendix A sets out:

- the required format and content for a Stage 1 proposal (externally initiated proposal); and
- indicative form and content requirements under an approach to market.

For an approach to market, the specific form and content requirements will be as set out in the relevant request documentation.

2.2 Conformance checks

Proposals are to be assessed for:

- conformance against minimum form and content requirements, and
- technological maturity.

Where these requirements are not met, the proposal is not to be further assessed and the proponent is to be advised of the decision.

The onus is on the applicant to provide sufficient evidence to Defence to enable Defence to complete the conformance checks. Defence is not required to make further enquiries of the applicant.

CONFORMANCE CHECK	
<ul style="list-style-type: none"> • Does the proposal address the terms of the relevant approach to market or where externally initiated, does it fall within the Defence PFAS Technology Demonstration Priority List or offer a significant benefit to Defence that has not been previously been available. 	YES/NO
<ul style="list-style-type: none"> • In the case of an externally initiated proposal, is the proposal addressed by a scheduled (or likely to be scheduled) approach to market? 	NO/YES
<ul style="list-style-type: none"> • Does the proposal meet the minimum content requirements as set out in section 2.1? 	YES/NO
MATURITY CHECK	
Requirements	
<ul style="list-style-type: none"> • Does the proposal contain completed proof-of-concept work with evidence of the technology’s capabilities? 	YES/NO

<ul style="list-style-type: none"> Is the technology mature enough that within one year of project initiation, any required laboratory treatability work will be completed and a field-ready application can be deployed for testing? 	YES/NO
Disqualifications	
<ul style="list-style-type: none"> Does the proposed technology utilise commercially available instruments or approaches? 	YES/NO
<ul style="list-style-type: none"> Is the proposed technology currently available / deployed in a commercial capacity? 	YES/NO
<ul style="list-style-type: none"> Is the proposal for basic research (scientific foundation) or exploratory development (laboratory / bench scale applied research) 	YES/NO

2.3 Assessment criteria

This section sets out:

- the criteria for the assessment of an externally initiated proposal ('Stage 1 proposal'); and
- the indicative criteria for the assessment of an approach to market ('Stage 2 proposal').

For a Stage 1 proposal, a scoring template is set out in Appendix B, applying the five-point evaluation and risk guide set out Appendix C. Note that Defence may at its discretion substitute this with a more detailed evaluation and risk guide for a specific Stage 1 proposal.

For a Stage 2 proposal, the full assessment criteria will be as set out in the relevant request documentation.

Note: Defence will give significant weight to project duration (items 11 and 12). Technology demonstrations with a duration of less than 12 months are strongly preferred.

CRITERIA

APPLICATION POTENTIAL

- Addresses an identified priority in the Defence PFAS Technology Demonstration Priority List or an identified significant benefit to Defence that has not previously been available.
- A clear understanding of how the results will contribute to scientific or technical understanding and be applied by Defence in PFAS risk management
- A well-defined Defence use for the technology
- The technology can be implemented by Defence
- Clearly identified activities that will support and enhance the transfer of the technology.

SCIENTIFIC AND TECHNICAL MERIT

- Demonstration of a thorough level of understanding of the specific PFAS issue
- The technology is innovative and the technical risks are well characterised
- Completed proof-of-concept work with evidence of the technology's capabilities
- Scientifically sound proposed methodology

CRITERIA

KEY PERSONNEL

10. The suitability of proposed key personnel, including:
 - roles and percentage of time on the Services
 - nature and extent of their experience in carrying out similar work
 - capacity to perform the specified task in respect of other commitments
 - suitability of any proposed sub-consultants.
-

PROGRAM

11. The extent to which the Proponent has demonstrated that it has satisfactorily programmed the trial.
 12. Demonstration of the ability to undertake the work in a designated timeframe by providing a comprehensive, logical, and concise plan, including:
 - major tasks
 - milestones
 - critical paths
 - decision points
 - key events
-

VALUE FOR MONEY

13. The Value for Money Assessment will be conducted using the following broad method for the proponent:
 - evaluation of any requested support including proposed fees and charges
 - assessment of the extent to which the proponent is assessed as sharing financial risk with the Commonwealth
 - analysis of any potential financial risks/impacts that could arise with the offer
 - incorporating any additional costs or adjustments as a result of assumptions indicated by the proponent
 - consideration of potential whole of life cost implications of proposal with particular reference to ongoing maintenance and support
 14. Taking into account all other evaluation criteria, together with factors specific to the proponent (including insurances held or proposed to be procured, referee reports and any alternative offers made, if invited).
 15. The balance of risk and potential benefits, including:
 - the projected cost savings and/or risk reduction
 - projected benefits are reasonable and consistent with the proposed technology
 - the benefits are commensurate with the projected costs and risks.
-

3 Project reporting

3.1 Periodic reporting

Periodic reporting and project meetings will be required to document progress and communicate any technical concerns that may affect the viability of the project. The frequency (monthly/quarterly/milestone) will be determined by the project timelines and milestones. The proponent is required to set out a proposed periodic reporting framework in the proposal.

3.2 Final Report

On completion of the project a final report is to be prepared that contains the following sections as a minimum.

SECTION	REQUIREMENTS
EXECUTIVE SUMMARY	
<p>A concise description of the technology and the results of the demonstration including:</p> <ul style="list-style-type: none"> • the performance objectives and statement as to whether they were met • a summary of the outcomes analysis conducted in section 8 of the report. 	
1 INTRODUCTION	
1.1 Background	Brief description of context in which the project was developed
1.2 Project technical objectives	Description of the objectives of the demonstration, eg, destruction or removal of PFAS from defined media according to given performance criteria (% destruction/removal or target concentrations); to demonstrate technology performance under relevant conditions and at the appropriate scale.
1.3 Other project objectives	Description of additional objectives, e.g. to transfer the technology to the end user; determination of likely operating costs and energy requirements at commercial scale; identification of implementation issues
2 TECHNOLOGY	
2.1 Technology description	<p>Summary overview of the technology demonstrated:</p> <ul style="list-style-type: none"> • Technology theory, functionality, and operation • Overall schematic diagram of the technology • Chronology of the technology development • Development conducted under the Defence PFAS Technology Development Project • Expected applications of the technology
2.2 Advantages and limitations	<ul style="list-style-type: none"> • Advantages of the technology • Benefit of this technology compared to alternatives • Technology limitations

SECTION	REQUIREMENTS
3 TEST DESIGN	
3.1 Conceptual experimental design	<ul style="list-style-type: none"> • Broad overview of the experimental design used to evaluate the performance objectives. • Includes a discussion of controls, various operational phases, and/or other means used to evaluate the technology performance
3.2 Baseline characterisation	<ul style="list-style-type: none"> • Baseline activities conducted as part of the demonstration. • Overview of the results of the baseline characterisation
3.3 Treatability or laboratory results	<ul style="list-style-type: none"> • Summary of results of any treatability or laboratory confirmation studies
3.4 Field testing	<ul style="list-style-type: none"> • Brief description of each significant phase of operation and the activities that were conducted during that phase • Chart showing the schedule for each phase of testing; the relationship between the various operational phases; and key decision points
3.5 Sampling	<ul style="list-style-type: none"> • A description of: <ul style="list-style-type: none"> – Samples collected during each phase of the project, providing details of: <ul style="list-style-type: none"> ○ quality assurance sampling ○ decontamination procedures ○ samples documentation – Analytical methods, providing details of: <ul style="list-style-type: none"> ○ methods calibration of analytical equipment ○ analytical quality control/assurance measures and assessments ○ the use of any non-standard analyses •
4 SITE DESCRIPTION	
4.1 Site location	<ul style="list-style-type: none"> • Identification of the site that was used for the technology demonstration • Map showing the location of the technology
4.2 Site geology / hydrogeology	<ul style="list-style-type: none"> • Overview information that was relevant for the technology demonstration.
4.3 Contaminant distribution	<ul style="list-style-type: none"> • Site maps illustrating the concentration and distribution of contaminant(s) prior to the demonstration. • Data collection dates.
4.4 Other site	<ul style="list-style-type: none"> • Any other site information that has a bearing on the

SECTION	REQUIREMENTS
characteristics	performance of the technology.
5 TECHNOLOGY PERFORMANCE	
5.1 Performance objectives	<ul style="list-style-type: none"> • Specify the principal criteria for evaluating performance of the technology. These should include: <ul style="list-style-type: none"> – target criteria – timeframes for remediation – analytical sensitivity – ease of use – mass balance
5.2 Performance assessment data analysis	<ul style="list-style-type: none"> • Report results using qualitative and quantitative parameters. For each objective provide: <ul style="list-style-type: none"> – data requirements – success criteria – detailed summary of analytical results (including graphics) demonstrating temporal and spatial dependence as appropriate. All results to be provided in detail in an Appendix to this report.
6 COST ASSESSMENT	
6.1 Cost model	<ul style="list-style-type: none"> • A simple cost model for the technology reflecting all cost elements that would be required for implementing the technology at a real site. Cost elements may include treatability / laboratory studies; baseline characterisation; materials; installation; operation and maintenance; waste disposal; long term monitoring. • For each cost element, list the cost data (as available) that was tracked during the demonstration and the associated cost as incurred.
6.2 Cost assumptions	<ul style="list-style-type: none"> • A list the assumptions for the cost model (Item 6.1), including: <ul style="list-style-type: none"> – basic site description – remediation timeframe – any other assumptions
6.3 Cost changes	<ul style="list-style-type: none"> • Where the technology improves on an existing technology, detail the cost savings or incremental costs.
6.4 Cost drivers	<ul style="list-style-type: none"> • Identification of anticipated cost drivers (including site-specific characteristics) that should be considered in selecting the technology for future implementation
7 IMPLEMENTATION	
7.1 General implementation	<ul style="list-style-type: none"> • End-user concerns, reservations, and decision-making factors. • How the demonstration project addressed these issues.

SECTION	REQUIREMENTS
issues	
7.2 Procurement	<ul style="list-style-type: none"> • Details of any relevant procurement issues (e.g., whether equipment required for implementation is standard commercial off-the-shelf, a custom-built prototype, or newly commercialised.)
7.3 Regulation	<ul style="list-style-type: none"> • List of regulations or permits required that may potentially apply to the use of the technology.
7.4 References	<ul style="list-style-type: none"> • List and brief description of references for related documents such as guidance or protocols.
8 OUTCOMES ANALYSIS	
8.1 Integrated assessment	<ul style="list-style-type: none"> • An integrated assessment of: <ul style="list-style-type: none"> – technology performance assessment (Item 5) – the cost assessment (item 6) – expected applications of the technology (item 2.1) – advantages and limitations (item 1.2) – implementation issues (item 7)

APPENDIX A: Technology demonstration proposal format and content

Defence’s PFAS knowledge needs and priorities arise directly from its current risk-management activities and from regulator and community expectations and requirements. There are significant knowledge gaps in the understanding of PFAS and its behaviour with few proven options commercially available to manage PFAS risks or remediate PFAS contamination across the Defence estate.

Defence support for the development of scientific understanding, and the validation of technology will normally be addressed through targeted approaches to market to address identified risk priorities. Defence’s preference is to undertake open approaches to market.

However, Defence receives a considerable number of externally initiated proposals, aimed at research and technology gaps in PFAS risk management. The format and content in this Appendix outline the minimum requirements to enable Defence to evaluate these externally initiated proposals.

Where these requirements are not met Defence may not consider the proposal. The conformance checks and assessment process are set out in Chapter 2 of the Guidelines.

All externally initiated proposals are to be sent to pfas.research@defence.gov.au

Technology demonstration proposals should:

- provide and structure the information as set out in the table below
- not include marketing material
- be no longer than twenty pages (excluding appendices)
- use a readable sized font
- use appendices for:
 - resume/curriculum vitae of identified key personnel
 - organisation structure
 - Gantt charts
 - list of acronyms and definitions
 - supporting technical data including results of previous bench scale testing.

ITEM	COMMENT
OVERVIEW	
1 Proposal title	The title should be specific enough to easily distinguish it from other proposals and address the relevant media.
2 Priority Area	Clearly identify the relevant Defence PFAS Technology Demonstration Priority Area/s.
3 Lead organisation	Provide: <ul style="list-style-type: none"> • organisation name/s • a brief summary of the requesting organisation / consortium. • Proposal Lead POC including contact details. This should be email and phone at a minimum.

ITEM	COMMENT
<p>4 Technology overview</p>	<p>Provide a brief description of technology and proposed technology demonstration including:</p> <ul style="list-style-type: none"> • the objectives • the deliverables (eg: report, data, remediated material) • proposed measures of success • methodology • time-frame.
<p>5 Requested support</p>	<p>Outline:</p> <ul style="list-style-type: none"> • the support you are seeking from Defence (eg, site access, contaminated material, funding, other) • your contribution to the technology demonstration (eg labour, equipment, funding, other)
<p>6 Related efforts / co-dependencies</p>	<p>Identify if part or the whole of this proposal:</p> <ul style="list-style-type: none"> • has received funding or other resourcing from another organisation, or • has been submitted for funding/resourcing through other avenues (eg SERDP, ARC)
<p>APPLICATION POTENTIAL</p>	
<p>7 Problem Statement</p>	<p>Provide a concise statement of the problem the proposal is addressing and its relevance and importance to Defence.</p> <ul style="list-style-type: none"> • clearly identify the link to the Defence PFAS Research and / or Technology Demonstration Priority Areas • describe the specific PFAS issue to be addressed by the proposed technology.
<p>8 Technology demonstration implementation</p>	<p>Outline how the technology to be demonstrated could be implemented by Defence, including any site specific criteria that could limit its deployment.</p>
<p>9 Expected benefits for Defence</p>	<p>Describe the expected benefit of the technology demonstration in terms of risk reduction and / or cost benefit. This could include:</p> <ul style="list-style-type: none"> • an estimate of the benefit per site (ranges can be used where the variables are identified) • an estimate of the expected aggregate benefit for Defence • realistic projections of the number of Defence sites where the technology could be deployed • an assessment of how the proposed technology demonstration will enable adoption of the technology <p>Provide an assessment of the advantages of the proposed technology over current commercially available options</p>

ITEM	COMMENT
	Where relevant provide an estimate of the expected return on investment
10 Other expected benefits	Outline how the results of the proposed technology demonstration will contribute to increasing PFAS scientific or technical understanding.
11 Transition / application support	<p>Describe how the proposed technology will be further developed if the technology demonstration is successful. What additional activities will be required to operationalise / commercialise the technology?</p> <p>This could include:</p> <ul style="list-style-type: none"> • development of appropriate user guidance, design, and / or protocol documents to assist the future implementation of the technology. Different audiences such as regulators and consultants should be identified as required • participation in other dissemination pathways as agreed (eg, : presentation of results at technical conferences or in scientific peer reviewed literature.)
SCIENTIFIC AND TECHNICAL MERIT	
12 Technology description	<p>Describe the technology and technical approach in sufficient detail to provide an understanding of its objectives, theory, functionality, and operation.</p> <p>Line diagrams, flow charts, photos etc should be provided where available.</p>
13 Innovation	<p>Identification of the current approach (if one exists) for this problem and a discussion of its limitations.</p> <p>What makes the proposed technology innovative when compared to similar technologies.</p>
14 Technology maturity	<p>What proof of concept work has been undertaken to date?</p> <p>Provide details of any completed laboratory (bench scale), pilot scale or demonstration scale testing.</p> <p>Identify any development, design, baseline characterisation, field, laboratory, or treatability work that is required prior to the technology demonstration being undertaken.</p>
15 Objectives	Detail the objectives of the proposed technology demonstration.
16 Method / Approach	<p>Describe how the technology demonstration will be designed and implemented including reference to project plans where applicable.</p> <p>This should include:</p> <ul style="list-style-type: none"> • materials and equipment to be used • site establishment requirements

ITEM	COMMENT
	<ul style="list-style-type: none"> • equipment setup • commissioning process • what data will be collected • how the data will be collected • how the data will be analysed • demobilisation activities <p>Identify relevant project plans. This could include:</p> <ul style="list-style-type: none"> • site management • environmental management • work health and safety • quality • technology transition • commissioning and handover <p>Identify the criteria for evaluating performance of the technology and how they will be assessed. This could include:</p> <ul style="list-style-type: none"> • target criteria • timeframes for remediation • analytical sensitivity • ease of use. <p>Describe how information relating to the technology demonstration will be shared. Who is responsible for and needs to be included in communications, what type of communications eg: project meetings, weekly reporting etc. are proposed to keep Defence updated.</p>
<p>17 Technical risks</p>	<p>What are the technical risks associated with the technology demonstration and how will they be mitigated?</p> <p>This should include:</p> <ul style="list-style-type: none"> • any potential risks associated with taking the technology from its current state to the proposed scale of the demonstration. • any assumptions that have been made that, if not realised, could impact the successful implementation of the project. • any scale-up issues that will remain at the conclusion of a successful demonstration
<p>18 Regulatory approvals</p>	<p>Identify any regulatory approvals required for:</p> <ul style="list-style-type: none"> • successful completion of the proposed technology demonstration • ongoing use of the technology • management of waste streams.

ITEM	COMMENT
<p>19 Deliverables</p>	<p>Describe the technology demonstration deliverables, including:</p> <ul style="list-style-type: none"> • proposed volumes and type of remediated media (eg soil, water, concrete, asphalt or other materials) • periodic reporting and project meetings • final project report in accordance with the Technology Demonstration guideline
<p>KEY PERSONNEL</p>	
<p>20 Leadership team</p>	<p>Set out the leadership team and key points of contact outlining their roles.</p>
<p>21 Project team</p>	<p>Outline the proposed team composition. This should include all personnel involved in the technology demonstration outlining their:</p> <ul style="list-style-type: none"> • role • organisation • time allocated to technology demonstration • nature and extent of their experience in carrying out similar work • capacity to perform the specified task in respect of other commitments • suitability of any proposed sub-consultants <p>Provide an abbreviated one-page curriculum vitae for each identified key personnel.</p>
<p>PROGRAM</p>	
<p>22 Schedule and milestones</p>	<p>Identify the overall proposed technology demonstration duration.</p> <p>Provide a comprehensive, logical, and concise plan for the technology demonstration works program, including:</p> <ul style="list-style-type: none"> • major tasks • milestones • critical paths • decision points • key events <p>The schedule of milestones and deliverables should outline start and end dates and include all stages and deliverables including:</p> <ul style="list-style-type: none"> • lead times for supply and / or construction of trial equipment • site establishment / disestablishment • periodic and final reporting requirements

ITEM	COMMENT
	<ul style="list-style-type: none"> • completion of any plant development work, treatability studies, or pre-testing • equipment installation, monitoring, fieldwork, data analysis, and other key activities as appropriate • interdependencies • any regulatory approvals
VALUE FOR MONEY	
<p>23 Technology demonstration costs</p>	<p>Provide the overall cost of the technology demonstration, together with a breakdown for each of the identified tasks.</p> <p>Access to site services (eg electricity, water), should not be assumed. All technology demonstrations should be standalone and the services costs should be included in the project budget.</p> <p>Detail any in kind contribution you are proposing to contribute to the technology demonstration</p>
<p>24 Requested support</p>	<p>Detail the support you are seeking from Defence (eg funding, site access, contaminated material).</p> <p>What are you asking Defence to contribute?</p> <ul style="list-style-type: none"> • site access • contaminated material • funding • other <p>What are you proposing to contribute to the technology demonstration? (eg, in kind contribution)</p> <ul style="list-style-type: none"> • labour • equipment • funding • other.
<p>25 Commercial position</p>	<p>Identify all relevant commercial requirements associated with the proposed technology demonstration, including:</p> <ul style="list-style-type: none"> • security and insurance details • any commercial in confidence / intellectual property requirements • Building Code compliance requirements
<p>26 Related efforts / co-dependencies</p>	<p>Provide details on any relationship to other similar projects, including co-dependencies complementarities and overlaps.</p> <p>Any co-dependencies identified should describe the impact of delays</p>

ITEM	COMMENT
	<p>and non-deliveries under the other project. Identify funding sources for these efforts.</p> <p>Identify if this proposal is the subject of / or has been submitted for funding through other avenues (eg: SERDP, ARC). Outline:</p> <ul style="list-style-type: none"> • if the proposal was successful, in whole or part (identify the component approved); • if the proposal was unsuccessful, in whole or part, identify the changes made to the proposal for this submission.

NOTE: All costs associated with preparation of the proposal and/or assessment/approval processes are to be borne by the proponent.

APPENDIX B: Scoring Sheet

Each Board member should record his/her detailed comments in relation to each weighted evaluation criterion and record a score using the Five Point Evaluation Scoring and Risk Guide (Appendix C). Each Board member should record a whole number score for each weighted evaluation criterion.

EVALUATION CRITERIA	COMMENTS	SCORE
Application potential		
1. the link to Defence PFAS Technology Demonstration Priority List or an identified significant benefit to Defence that has not previously been available.		
2. a clear understanding of how the results will contribute to scientific or technical understanding and be applied by Defence in PFAS risk management		
3. a well-defined Defence use for the technology		
4. the technology can be implemented by Defence		
5. clearly identified activities that will support and enhance the transfer of the technology.		
Scientific and technical merit		
6. demonstration of a thorough level of understanding of the specific PFAS issue		
7. the technology is innovative and the technical risks are well characterised		
8. completed proof-of-concept work with evidence of the technology's capabilities		
9. scientifically sound proposed methodology		
Key personnel		
10. The suitability of proposed key personnel, including: <ul style="list-style-type: none"> • roles and percentage of time on the Services • nature and extent of their experience in carrying out similar work • capacity to perform the specified task in respect of other commitments • suitability of any proposed sub-consultants. 		

EVALUATION CRITERIA	COMMENTS	SCORE
Program		
<p>11. The extent to which the Proponent has demonstrated that it has satisfactorily programmed the trial.</p> <p>12. Demonstration of the ability to undertake the work in a designated timeframe by providing a comprehensive, logical, and concise plan, including:</p> <ul style="list-style-type: none"> • major tasks • milestones • critical paths • decision points • key events 		
Value for money		
<p>13. The Value for Money Assessment will be conducted using the following broad method for the proponent:</p> <ul style="list-style-type: none"> • evaluation of any requested support including proposed fees and charges • assessment of the extent to which the proponent is assessed as sharing financial risk with the Commonwealth • analysis of any potential financial risks / impacts that could arise with the offer • incorporating any additional costs or adjustments as a result of assumptions indicated by the proponent • consideration of potential whole of life cost implications of proposal with particular reference to ongoing maintenance and support <p>14. The balance of risk and potential benefits, including:</p> <ul style="list-style-type: none"> • the projected cost savings and/or risk reduction • projected benefits are reasonable and consistent with the proposed technology • the benefits are commensurate with the projected costs and risk • all other evaluation criteria, together with factors specific to the proponent (including insurances held or proposed to be procured, referee reports and any alternative offers made, if invited) 		
General observations		

EVALUATION CRITERIA	COMMENTS	SCORE

APPENDIX C: Five Point Evaluation Scoring and Risk Guide

RATING	CHARACTERISTICS	SCORE
Very Good	<ul style="list-style-type: none"> Meets all requirements to a very good standard. All claims are fully substantiated. Nil or very minor deficiencies which do not affect essential aspects of service delivery. The solution offered is sound and represents a very low, manageable risk to Defence. Where referee comments have been sought, they provide strong support for the proponent. Very good probability of success. 	4
Good	<ul style="list-style-type: none"> Meets all or most requirements to a good standard. Most claims are well substantiated. Some minor weaknesses, but the solution is sound in all key areas and represents a low, but manageable risk to Defence. Where referee comments have been sought, they provide support for the proponent with few reservations. Good probability of success. 	3
Marginal	<ul style="list-style-type: none"> Generally meets requirements to a basic standard, but some requirements are not addressed in sufficient detail. Many claims are not well substantiated. Some weaknesses which could indicate a low to moderate risk to Defence. Where referee comments have been sought, they provide some support for the proponent but with some reservations. Marginal probability of success. 	2
Poor	<ul style="list-style-type: none"> Requirements are generally poorly addressed or some requirements are not addressed at all. Most or all claims are unsubstantiated. The information provided is insufficient to allow any proper judgment of the proponent's proposed solution; the solution shows a very poor understanding of Defence requirements; or the solution appears unworkable The solution represents a very high risk to Defence. Where referee comments have been sought, they disclose significant reservations about the proponent's performance or abilities. Low probability of success. 	1
Non-compliant	<ul style="list-style-type: none"> The proponent has not provided a response or the response supplied does not address the requirements. 	0