

## Go/No Go Decision Making Worksheet

<b>Project Agency and Title:</b>											<b>Decision:</b> <input type="checkbox"/> <b>Go</b>  <input type="checkbox"/> <b>No Go</b>	
<b>Bid Factors</b>	<b>Weighted Decision Criteria</b>											<b>Estimated Rating</b>
	<b>Negative</b>				<b>Neutral</b>			<b>Positive</b>				
	0	1	2	3	4	5	6	7	8	9	10	
<b>1. Fit with College mission, Strategic Plan, research findings</b>	Does not align with the College mission and plan				Marginally matches the College mission and plan			Helps fulfill the College mission and plan				
<b>2. Background</b> (expertise of College in project area)	Weak in area or totally new area to college				Average experience in this area			Strong expertise in this area				
<b>3. Proposed College Principal Investigators</b>	Poor in-house team				Good in-house team			Excellent in-house team				
<b>4. Financial Potential</b>	Poor short term, poor long term, likely to cost College				Questionable short-term, questionable long-term			Excellent short- and long-term, likely to yield a margin				
<b>5. Team Members</b> (College's partners and major subcontractors)	Partners and subcontractors dilute/weaken effort				Partners and subcontractors have no major effort			Partners and subcontractors have enhancing effect				
<b>6. Advance information on RFP</b> (Adequate information to respond)	Did not expect RFP, unprepared				Generally up to date with RFP, no major negatives			Good favorable information, ready to respond				
<b>7. Competitive Assessment</b> (competition and funding probabilities)	Competition is very strong, odds under 10%				Open competition, odds are 10-50%			Open competition, odds exceed 50%				
<b>8. Capability to effectively respond</b>	Do not have staff time to adequately respond				Stresses staff time, but are able to respond			Have staff time to develop highly competitive proposal				
<b>9. Funding Agency contact, history, and rapport</b>	College is unknown to this agency and staff				College is known to this agency and staff			College has well-developed working relationships				
<b>10. College Resources</b> (space, personnel, matching funds)	Requires significant investment of college resources				Requires marginal investment of college resources			Requires minimal investment of college resources				
<b>Total Score (sum of scores for each factor evaluated)</b>												