

## Go / No Go Scorecard

### STRATEGIC FIT

<b>Competency:</b> Do we have specific background/ experience in this area? Do we have a unique implementation strategy or approach?		
<b>Funding Source:</b> Have we worked for this funding source in the past and do we know this funding source well? Do we understand their proposal process?		
<b>Does the opportunity fit within our overall strategy?</b>		
<b>Comments:</b>		

### PROBABILITY OF WINNING

<b>What They've Funded:</b> Has this funding source funded similar projects in the past? If so where and for how much? Is our program similar/different/better than those already funded?		
<b>Relationship with the Funding Source:</b> Do we know the decision-makers for the award? Do we have information about their objectives and biases? Do they know us personally? What is their opinion of us?		
<b>Lead Time:</b> Did we get information about the funding opportunity late? Is there sufficient time to prepare a competitive proposal?		
<b>Management:</b> What is the capacity CND to plan and manage this project?		
<b>Do we think we're going to win this opportunity?</b>		
<b>Comments:</b>		

### INVESTMENT REQUIRED

<b>Proposal Resource Availability:</b> Do we have available proposal resources (e.g., Principle Investigator, Proposal Manager, Budget/Match, etc.)?		
<b>Opportunity Cost:</b> Will there be opportunities we will be foregoing in order to submit this proposal?		
<b>Match:</b> Can CND provide the financial investment required?		
<b>Do we have the staff available to pursue this opportunity? Is it worth the investment?</b>		
<b>Comments:</b>		

<b>Should we submit the proposal?</b>		
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