

Appendix B : EVALUATION CRITERIA

Proposals will be evaluated by consideration of technical, business, and financial factors. Each proposal will be evaluated based on the soundness of the submitter's approach and the degree to which the submitter's proposal complies with the requirements specified in the Statement of Work. The submitter's proposed plan should provide for optimal client (pharmaceutical company and general user) service, high quality work (beamline maintenance), and future growth of capacity to collect macromolecular X-ray data (vision).

CRITERION 1 – BUSINESS PLAN

The Business Plan must include discussion of the following:

A. **Management Plan** including proposed organizational structure and staffing plans, the proposed operating plan, anticipated service levels, and proposed management of Quality Assurance, Safety, and Environmental considerations. The plan should also address the benefits associated with retaining the beamline staff.

B. **Financial Plan** including projected operational costs and overhead cost for personnel and capital equipment.

CRITERION 2 – KNOWLEDGE AND EXPERIENCE

The submitter's technical and scientific experience including the following:

A. Experience in the management of synchrotron beamlines and X-ray equipment.

B. Knowledge of synchrotron beamline architecture and potential beamline enhancements.

CRITERION 3 – VISION

The submitter's ideas for optimizing the automation and usability of the IMCA-CAT beamlines. Currently the 17ID line is next in line for upgrades and we are most interested in general plans for enhancing the capabilities of this line.

CRITERION 4 – APS LIAISON

The submitter's qualifications in the following areas:

A. Ability to represent a beamline dedicated to high throughput industrial macromolecular crystallography to the APS in a strong positive light.

B. Knowledge of general users who could potentially benefit from the IMCA-CAT facilities.