

Grants Development Decision-Making Matrix

Project Title/Funding Opportunity: _____

Decision: _____ Bid

Funding Agency/Organization: _____

_____ No Bid

Bid Factors	Weighted Decision Criteria			Estimated Rating
	Negative (0 - 3)	Neutral (4 - 6)	Positive (7 - 10)	
1. Fit with Funder Mission (project idea aligns with funder mission)	Not aligned with Funder mission	Marginally aligns with mission	Aligns with mission	
2. Fit with College (fits mission, aligned with strategic plan and goals, high priority initiative)	No College alignment, low priority, low impact	Moderate alignment, related to priority, moderate impact	High College alignment, major priority, high impact	
3. Need (clear documented College or community need based on research/data)	Only anecdotal qualitative information	Some data to document need, no strong information	Multiple quantitative and qualitative third party data sources	
4. Proposed College PD Expertise and Credentials	PD is not experienced in area, improper credentials	PD has some experience in area, related credentials	PD has extensive experience in area, exceptional credentials	
5. Proposed College PD Time Commitments	PD has no time to commit, no support to release/reassign/hire	PD has some time, some support to release/reassign/hire	PD has time to commit, support to release/reassign/hire	
6. Team Members (College's partners and major subgrantees)	Have no known partners or major subgrantees	Known partners and major subgrantees	Have longstanding relationships with partners and major subgrantees	
7. Financial Potential (generates new revenues, additional enrollment, little or no match requirement)	Poor short-term and long-term financial potential	Moderate short-term and long-term financial potential	Excellent short-term and long-term financial potential	
8. Faculty Development/Dissemination (develops Harper faculty and/or staff)	Does not develop Harper faculty or staff	Provides development for a few individuals	Provides professional development for many individuals	
9. College Resources (requires space, personnel, technology, matching funds, etc.)	Requires significant investment of College resources	Requires marginal investment of College resources	Requires minimal investment of College resources	
10. External Resources (requires space, partners, SMEs, clients, matching funds, etc.)	Requires significant investment of external resources	Requires marginal investment of external resources	Requires minimal investment of external resources	
11. Executive Leadership Support/Champion	Project has no executive support or champion	Project has some executive support and potential champion	Project has significant executive support and a champion	
12. Capability to Effectively Develop Credible, Quality Proposal	Do not have staff time to adequately respond	Stresses staff time, but are able to respond	Have staff time to develop highly competitive proposal	
Total Score (Sum of estimated ratings for each bid factor):				

*Note: A score of 72 or below is considered a "no bid" and 73 and above can be further considered for a "bid" decision.

Scored By: _____