

261—102.6 (15E) Eligibility requirements and competitive scoring process.

102.6(1) *Eligibility.* In order to be eligible for financial assistance under the program, an applicant must meet the requirements of this rule. A service provider applying to the program must meet all of the following criteria for eligibility:

- a.* The service provider must have its principal place of operations located in this state.
- b.* The service provider must offer a comprehensive set of business development services to emerging and early-stage innovation companies to assist in the creation, location, growth, and long-term success of the company in this state.
- c.* The business development services may be performed at the physical location of the service provider or the company.
- d.* The business development services may be provided in consideration of equity participation in the company, a fee for services, a membership agreement with the company, or any combination thereof.

102.6(2) *Competitive scoring criteria.* The authority will award financial assistance on a competitive basis. In making awards of financial assistance, the authority will consider the following criteria:

- a.* The business experience of the professional staff employed or retained by the service provider. 25 points.
- b.* The business plan review capacity of the professional staff of the service provider. 15 points.
- c.* The expertise in all aspects of business disciplines of the professional staff of the service provider. 15 points.
- d.* The access of the service provider to external service providers, including legal, accounting, marketing, and financial services. 15 points.
- e.* The service model and likelihood of success of the service provider and its similarity to other successful service providers in the country. 15 points.
- f.* The financial need of the service provider. 15 points.