

## *Evaluation criteria for assessing proposals for current strategy planning year:*

This evaluation grid assumes that subteams each include in their proposals a few “SMART” (i.e., Specific, Measurable, Achievable, Relevant, Time-based) to which their proposed programs/initiatives are attached

Please note that we will reformat the content to allow senior managers to use up to a full page to assess each program, rather than confine them to a tiny cell.

### *Legend:*

*L, M, H = Low, Medium, High*

*S-T = Short-term (by end of FYxx or sooner) L-T = Long-term (In FYxx or longer)*

*SME= Subject Matter Expert*

### *Explanation of column headers:*

- **Potential to increase revenue:** What kind of revenue increase can we expect over what period of time with this program?
- **Potential to achieve other desirable results:** What kind of other desirable outcomes can we expect to achieve, such as stronger partnerships, more efficient processes, better integration, etc.
- **Additional Staffing Required/over period of time** (e.g. = F-T, consultant, SME, etc.): Will we need additional headcount, permanent or temporary, within our department or elsewhere, over what period of time?
- **Program Dollars – additional funding needed:** What additional funding requests are necessary to implement this program for non-people-related expenses, over what period of time?

- **Other changes required:** In addition to extra resources, what changes must we or others make to be successful (e.g. ways we share information, shifts in behaviors, ways we communicate, etc.)
- **Risks/Dependencies:** To what degree are there risks that we have to keep in mind, or dependencies that must be acknowledged and worked out for us to succeed?
- **Ability to achieve other SMART goals/ extent of required collaboration:** To what degree can this program also achieve other SMART goals, in addition to the one the proposing subteam has called out? To what degree can this program address other issues or help bolster revenue across other means?

Program/initiative		Potential to increase revenue (Quantify by period of time)		Potential to achieve other desirable results (L, M, H)		Additional Staffing Required/over period of time (e.g. = F-T, consultant, SME, etc.)		Program Dollars – additional funding needed		Other changes required (L, M, H)		Risks/ Dependencies (L,M,H)		Ability to achieve other SMART goals/ required collaboration (L, M, H)	
Team #	Program name	S-T	L-T	S-T	L-T	S-T	L-T	S-T	L-T	S-T	L-T				