



Ministry of Electronics and Information Technology
Government of India



A **NASSCOM**® Initiative

CYBER SECURITY GRAND CHALLENGE

Evaluation Process

Evaluation Process

Idea Stage:

Step I: First level quality check & review by Grand Challenge organizing committee

- Assess compliance to eligibility criteria of participating teams
- Assess quality and completeness of the responses provided in the respective nomination forms

Step II: Assessment & Screening by Jury

- Finalize weightages to each parameter
- Conduct detailed assessment of submitted ideas
- Contact SPOC for seeking additional information / artifacts from the shortlisted nominations
- If required, conduct onsite visits & interviews and subsequently score individual ideas
- Shortlist top scoring ideas and select the top 12 startups
 - * from one startup only one Idea will be qualified at Idea stage
- Final sign off on the shortlisted startups

Evaluation Parameters

#	Parameter	Description
1	Approach towards Problem Solving	Product idea, degree of innovation, simplicity of final solution, uniqueness & scalability of Idea, novelty of approach
2	Business Use Case	Business case, USP and vision
3	Solution Technical Feasibility	Product features, scalability, interoperability, enhancement & expansion, underlying technology components & stack and futuristic orientation
4	Roadmap	Potential cost to build product, go to market strategy, time to market

5	Team Ability & Culture	Team leader's effectiveness (i.e. ability to guide, ability to present idea), team members' qualification, ability to market product, growth potential of organization
6	Addressable Market	Natural sales appeal, affordability, ROI, sales distribution channel
7	Unique Features Proposed	List of unique features that the product will demonstrate and corresponding pain points these would address

Minimum Viable Product Stage:

Step I: Documentation and submission of minimum viable prototype by participants

- Teams will document their progress of work as per their idea submitted earlier and get ready to demonstrate the viable prototype to the jury.

Step II: Evaluation and scoring by Jury on the basis of evaluation parameters

- Jury will evaluate the viable prototype submitted by the participants as per evaluation criteria given above.
- If required, SPOC would be contacted for seeking additional information/ artifacts from the shortlisted nominations.
- If required, teams would be asked to make presentations or give interviews and subsequently score individual ideas.
- Best 6 out of 12 teams would be selected to go to next stage

Evaluation Parameters

#	Parameter	Description
1	Unique Value Proposition	Implementation of the architecture proposed in the idea phase
2	Deployability	Potential ability to be deployed in the customer environment with minimum number of add-ons and be able to demonstrate the proposed solution
3	Current Progress and Feasible Further Development	Demonstrate the current progress of the product (MVP) vis-à-vis the features the proposed in the idea stage. Articulate the feasibility of complete product development as per the proposed solution in the idea stage within the defined time frame.

4	Product Market Fit	Changes perceived for addressing market opportunities for the product vis-à-vis those proposed in the idea stage.
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Final Product Stage:

Step I: Documents and final working product submission by startups

- Teams will document their progress of work earlier and get ready to demonstrate deployable product to the jury

Step II: Evaluation and scoring by Jury on following parameters.

- Jury will evaluate the deployable product submitted by the teams as per evaluation criteria given above.
- If required, SPOC would be contacted for seeking additional information / artifacts from the shortlisted nominations.
- Teams would be required to make presentations and demonstrate the product as part of the evaluation process.
- Winner, first runner up and second runner up will be declared by the jury.

Evaluation Parameters

#	Parameter	Description
1	Product Architecture	Complete technology architecture for the product
2	Easy and Secure Deployment	Ability of the product to be deployed easily without expanding threat surface
3	Cross Platform Interoperability and Scalability	Ability of the product to operate across multiple platforms. Ability of the product to adapt to the growing demand of the market and enhancing technology landscape
4	Addressable Security Challenges	Unique product features to address security challenges persistent in the current ecosystem

5	Commercialisation	Go to market strategy, future roadmap, catering to market demand
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