



Narrow down the projects

Step 1

Must meet the following criterion:

- Complete application

- Has FCRA

- Board member champion

- Else it is rejected



Step 2 Decision matrix

- These weights allow for information from several board members to be included within the decision making process.
- The first step would be to identify all the critical factors relevant to your industry and where you are hoping to locate to.
- These cross functional teams would then assign weights to each factor. The combined weights need to add up to 1.00.
- The allocation of weights is an important in coalescing the different values various functional areas have
- The next stage is to score the various factors on a scale of 1 to 10, with the average site receiving a score of 5 for the respective dimension.
- By scaling on a 1 to 10 basis allows us to aggregate information from factors which might have different unit measures (e.g. dollar vs. distance).
- After rating each project for all the critical factors, the various score are multiplied by the respective weights determined earlier. The weighted scores are then aggregated for each site; the highest score would be the best location.

Example: Scores for various locations.

Project	Target location e.g. 1- Bombay 10- Orissa	Target Community e.g. tribal vs. women	Target focus e.g. health care vs. education	Quality of application & evidence of success 1-poor 10- excellent	Sustainability of project 1- last 1-2 yrs 10 – last indefinitely	Impact 1-only direct impact 5- extends x 20 10- self propagation
A	2	8	4	7	10	10
B	8	10	5	7	5	4
C	5	7	6	8	6	8
D	6	3	5	6	4	5
E	9	5	7	3	8	8

Weights Change every year based on boards priorities	Target location (.3)	Target Community (.3)	Target focus (.1)	Quality (.1)	Sustainability (.1)	Impact (.1)	Sum =1
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Aggregation of the weights by project.

Project & \$ amount	Target location (.3)	Target Community (.3)	Target focus (.1)	Quality (.1)	Sustainability (.1)	Impact (.1)	Sum	Rank
A 3,000	2 x .3 =.6	8 x .3 = .24	4 x .1 =.4	7 x .1 = .7	10 x .1 = 1	10 x .1 = 1	6.1	4
B 5,000	8 x .3 =2.4	10 x .3 = 3.0	5 x .1 =.5	7 x .1 = .7	5 x .1 = .5	4 x .1 = .4	7.5	1
C 6,000	5 x .3 =1.5	7 x .3 = 2.1	6 x .1 =.6	8 x .1 = .8	6 x .1 = .6	8 x .1 = .8	6.4	3
D 7,000	6 x .3 =1.8	3 x .3 = .9	5 x .1 =.5	6 x .1 = .6	4 x .1 = .4	5 x .1 = .5	4.7	5
E 5000	9 x .3= 2.7	5 x .3 = 1.5	7 x .1 =.7	3 x .1 = .3	8 x .1 = .8	8 x .1 = .8	6.8	2

Step 3. Project classification

■ Projects from prior year commitments \$

□ Φ 5000

□ α 4000

□ Д 5000

□ Θ 6000

■ $\Sigma 5000+4000+5000+6000$

□ \$ 20,000 committed.

Note: prior projects that do not submit documentation in time will be remove from allocation.

■ Spending for next year = 35,000

□ - prior commitments (20,000) leaves \$ 15,000

■ New projects (Rank, project name & amount & cumulative sum)

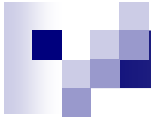
□ Rank 1 B \$5,000 5,000

□ Rank 2 E \$ 5,000 5,000+ 5,000 = 10,000

□ Rank 3 C \$ 6,000 10,000+ 6,000 = 16,000

□ Rank 4 A \$ 3,000 16,000+ 3,000 = 19,000

□ Rank 5 D \$ 7000 19,000 + 7,000 = 26,000



Project Selection

