

**Definition of the Award Criteria for the different actions**

The ranking of the proposals will be based on the total score obtained, and in case of equality the criterion of credibility & viability will be used for differentiation.

Proposals must achieve a total score of at least 60 points and must have reached a minimum threshold for each criterion.

**1. Modal shift actions**

The following evaluation criteria and thresholds apply to Modal shift actions:

A maximum of 100 points will be given to each proposal in the evaluation, distributed as follows:

	<b>Criterion</b>	<b>Point range</b>	<b>Threshold</b>
(a)	Quantity of freight shifted off the road <sup>1</sup>	0 to 25 points	15
(b)	Environmental and other external costs savings <sup>2</sup>	0 to 25 points*	15
(c)	Credibility & viability of action <sup>3</sup>	0 to 50 points**	30
	<b>Total Score</b>	100	60

**Bonus points:**

\* As explained in section 4.3 of the main text of this call:

<sup>1</sup> The score for this criterion will take into account the relative merit of each proposal in terms of declared modal shift as one element of the evaluation. However other elements will also be considered such as the likelihood of achieving the declared modal shift figures and the extent of their justification

<sup>2</sup> The score for this criterion will take into account the relative merits of each proposal in terms of environmental and other external costs savings as one element of the evaluation. However other elements will also be considered such as the likelihood of achieving the environmental and other external costs savings and the extent of their justification.

<sup>3</sup> A credible and viable proposal should address amongst others the following points (non-exhaustive list): availability of the necessary resources (human, financial, equipment and infrastructure), reliable, detailed and credible market research including recent letters of intent/commitment from potential customers (preferably including expected volumes, and stating also that their cargo was previously transported by road), viability of the service after the end of the subsidy period, description of the freight market (type of goods transported), availability of the transport medium (for example train slots, timetables, transport operators data, technical parameters of the vessel,, permits and authorizations, etc.), foreseen problems/risks related to the proposed transport media and ways to solve them, development of the service in terms of frequency, load factor, return cargo description, transit times, comparison of costs and transport times with road transport, transshipment operations, expected reliability, etc.

- o a maximum of two extra points will be awarded to a proposal achieving qualitative environmental and other external costs savings by avoiding nature protection or sensitive areas and/or areas with heavily congested roads (reference should be made to the Road Congestion Index map, illustrating the most congested areas of the European road network: <ftp://ftp.jrc.es/users/transtools/public/Documentation/Road%20congestion%202009.jpg>)

**2. Catalyst actions**

The following evaluation criteria and thresholds apply to Catalyst actions:

A maximum of 100 points will be given to each proposal in the evaluation, distributed as follows:

	<b>Criterion</b>	<b>Point range</b>	<b>Threshold</b>
(a)	Innovative approach to overcome structural market barriers including dissemination plan	0 to 20 points*	12
(b)	Environmental and other external costs savings <sup>4</sup> and quantity of freight shifted off the road <sup>5</sup>	0 to 30 points**	18
(c)	Credibility & viability of action <sup>6</sup>	0 to 50 points	30
	<b>Total Score</b>	100	60

**Bonus points:**

\* As explained in section 4.3 of the main text of this call:

- o a maximum of two extra points will be awarded to a proposal achieving qualitative environmental and other external costs savings by avoiding nature protection or sensitive areas and/or areas with heavily congested roads (reference should be made to the Road Congestion Index map, illustrating the most congested areas of the European road network: <ftp://ftp.jrc.es/users/transtools/public/Documentation/Road%20congestion%202009.jpg>)

**3. Motorways of the sea actions**

The following evaluation criteria and thresholds apply to Motorways of the sea actions:

A maximum of 100 points will be given to each proposal in the evaluation, distributed as follows:

	<b>Criterion</b>	<b>Point range</b>	<b>Threshold</b>
(a)	Quantity of freight shifted off the road <sup>7</sup>	0 to 20 points	12

<sup>4</sup> See footnote 2

<sup>5</sup> See footnote 1

<sup>6</sup> See footnote 3

(b)	Environmental and other external costs savings <sup>8</sup>	0 to 20 points*	12
(c)	Innovative approach, dissemination plan and degree of intermodal integration	0 to 10 points**	6
(d)	Credibility & viability of action <sup>9</sup>	0 to 50 points	30
	<b>Total Score</b>	100	60

**Bonus points:**

- \* As explained in section 4.3 of the main text of this call:
  - o a maximum of two extra points will be awarded to a proposal achieving qualitative environmental and other external costs savings by avoiding nature protection or sensitive areas and/or areas with heavily congested roads (reference should be made to the Road Congestion Index map, illustrating the most congested areas of the European road network: <ftp://ftp.jrc.es/users/transtools/public/Documentation/Road%20congestion%202009.jpg>)

**4. Traffic avoidance actions**

The following evaluation criteria and thresholds apply to Traffic avoidance actions:

A maximum of 100 points will be given to each proposal in the evaluation, distributed as follows:

	<b>Criterion</b>	<b>Point range</b>	<b>Threshold</b>
(a)	Quantity of road freight transport avoided <sup>10</sup>	0 to 20 points	12
(b)	Environmental and other external costs savings <sup>11</sup>	0 to 20 points*	12
(c)	Innovative approach & dissemination plan	0 to 10 points	6
(d)	Credibility & viability of action <sup>12</sup>	0 to 50 points	30
	<b>Total Score</b>	100	60

**Bonus points:**

- \* As explained in section 4.3 of the main text of this call a maximum of two extra points will be awarded to a proposal achieving qualitative environmental and other external costs savings by avoiding nature protection or sensitive areas and/or areas with heavily congested roads (reference should be made to the Road Congestion Index

<sup>7</sup> See footnote 1

<sup>8</sup> See footnote 2

<sup>9</sup> See footnote 3

<sup>10</sup> The score for this criterion will take into account the relative merit of each proposal in terms of declared traffic avoidance as one element of the evaluation. However other elements will also be considered such as the likelihood of achieving the declared traffic avoidance figures and the extent their justification.

<sup>11</sup> See footnote 2

<sup>12</sup> See footnote 3

map, illustrating the most congested areas of the European road network:  
ftp://ftp.jrc.es/users/transtools/public/Documentation/Road%20congestion%202009.jpg)

**5. Common learning actions**

The following evaluation criteria and thresholds apply to Common learning actions:

A maximum of 100 points will be given to each proposal in the evaluation, distributed as follows:

	<b>Criterion</b>	<b>Point range</b>	<b>Threshold</b>
(a)	European added value: Improvement of co-operation, sharing of know-how and training including environmental and other external costs savings and reduction of road congestion	0 to 35 points	21
(b)	Credibility of action	0 to 40 points	24
(c)	Innovative approach	0 to 10 points	6
(d)	Dissemination plan	0 to 15 points	9
	<b>Total Score</b>	100	60

Though sustainability of operation beyond duration of EU grant (i.e. viability) is not an essential requirement for common learning actions, it will be taken as a positive element under evaluation criterion (b).