



Appendix 4 – Assessment model

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Assessment model

1 Introduction

This document describes how FMV will evaluate the solutions submitted to Battle Week. The assessment is conducted in connection with the submission of applications and **is not related to the tests or demonstrations during the Battle Week in week 38 and 39**; please refer to the first two bullet points below.

The purpose of the assessment is to:

- Select solutions that can be realistically demonstrated.
- If the number of applications exceeds FMV’s capacity during a Battle Week, a selection process will be required. In such cases applications will be selected based on the assessment criteria in Step 3, item 4.3.
- Ensure fair and equal treatment of all applicants.
- Provide transparency regarding how solutions are assessed.
- Enable a structured and comparable rating.

2 Important to know

Battle Week is a test and demonstration activity. **It is NOT a procurement procedure** and participation does not constitute any form of commitment or guarantee of future procurement:

- does not guarantee a future contract
- does not give any preferential treatment in future procurements
- does not mean FMV commits to buying anything

All applications are rated according to predefined and published criteria. We apply principles of fairness, transparency and equal treatment.

3 Definitions

To ensure clarity the following definitions apply:

Application	A submitted application to participate in Battle Week.
Applying company	Applying company refers to a company that submits an application to participate in the Battle Week.
Assessment Team	A team appointed by FMV with professionals with operational and technical expertise relevant to the military challenge.
Demonstration	The practical test or structured demonstration carried out during Battle Week. This may include live testing, simulations, software demonstration, documentation review or scenario execution.
Subsystem	A standalone component, software, sensor, effector or module that contributes to protection capability but does not constitute a complete system.
Go/No-Go Criteria	Mandatory criteria that must be fulfilled for a solution to proceed to scoring.
Scored Criteria	Weighted qualitative criteria applied after mandatory criteria are fulfilled.



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4 The Assessment structures

The process consists of three steps:

- Step 1: Of good standing
- Step 2: Mandatory for Pass or Fail
- Step 3: Assessment

4.1 Step 1 Review of company's compliance and good standing

FMV will review companies' compliance and good standing.

4.2 Step 2 Mandatory Criteria for Pass / Fail

Mandatory Criteria (Pass / Fail)

Before the solution can be scored, it must meet three basic eligibility requirements.

1. Military relevance
2. Testability / Verifiability / Integration capability
3. Time to Battle Week demonstration

If one of these are not met the application cannot proceed further.

Think of this as: Can the solution realistically be demonstrated during Battle Week?

Military Relevance

The solution must clearly address the military challenge described in this invitation.

We rate:

Does it solve (or contribute to solving) the defined problem?

- Does it improve protection of ground-based critical infrastructure?
- Is the operational benefit clearly described?
- If the military relevance is unclear the solution cannot proceed.

Testability / Verifiability / Integration capability

The solution must be possible to test in practice during Battle Week.

We rate:

- Can the functionality be demonstrated?
- Are performance claims measurable?
- Is the solution mature enough to be tested meaningfully?
- Are interfaces described?
- Are integration needs realistic?
- Can it operate within the test environment?

Battle Week is not for concepts — it must be demonstrable. You do not need to deliver a complete system. If you are submitting a subsystem, that is fine. Though, the solution must be able to connect or interact with other systems in a controlled way so that tests can be performed.

Time to Battle Week Demonstration

The solution must be ready in time for Battle Week so that it can be properly tested and demonstrated.

We rate:

- Is it realistic that the solution will be ready before Battle Week?
- Do you have a credible preparation plan?
- Are required resources available?

If major development is still required the solution may not qualify.

4.3 Step 3 Assessment

Assessment Criterias

Solutions that successfully pass steps 1 and 2 will be assessed based on the following four weighted criterias:

Criterion	Weight
Military Operational Relevance	40%
Delivery time	35%
Innovation & Potential	15%
Cost Effectiveness	10%

All applications are scored using the same predefined scale.

Military Operational Relevance (40%)

This is the most important criterion.

We rate:

- Clearly addressing the identified military challenge
- Demonstrating significant potential to enhance the protection of ground-based critical infrastructure
- Demonstrating scalability and suitability for broad deployment.
- Demonstrating relevance and measurable military operational benefit.
- What operational effect it creates
- Whether the benefit is measurable
- Whether it could be used broadly

Clear and concrete operational impact gives higher scores.

Unclear or unsupported claims reduce the score.

Delivery time (35%)

We rate:

- Short lead time to operational impact after signed contract
- The solution has no significant need for further development before operability
- How much development remains
- The solution has been in operational use



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- Whether you have a realistic timeline
- How quickly it could have operational impact
- Production capacity to meet intended timelines

Solutions that are ready or close to operational use score higher.

Innovation & Potential (15%)

We rate:

- Present a truly innovative solution, i.e. new technology, a new area of application, or an unexpected method.
- Clearly explain what is unique compared to existing alternatives.
- Demonstrate the potential for technological advantage for the Battle Week challenge.
- What is genuinely new
- How the solution differs from existing alternatives
- Whether it could create a technological advantage

Be clear and specific about what makes the solution unique.

Cost Effectiveness (10%)

We rate:

- Demonstrates high military capability relative to cost.
- Life-cycle costs are well estimated, transparent, and reasonable.
- Key cost drivers (acquisition, operation, maintenance, upgrades) are identified and justified.
- Capability relative to estimated cost
- Transparency of cost estimates
- Life-cycle thinking (not just purchase price)
- Personnel and training implications

You do not need perfect cost precision but estimates must be reasonable and explained.

5 Clarifications

If any part of the application is unclear, FMV may request further information.

Important:

- FMV must receive the clarified application within a few days.

6 Portfolio Considerations

FMV may also take the overall mix of selected solutions into account to ensure that:

- The event is practically feasible
- Selected solutions complement one another
- The demonstration environment is balanced

This serves as a complementary evaluation criterion.