



Department for
Business, Energy
& Industrial Strategy

Recognition Arrangements Grant Programme: Round 2

Guidance for applicants

Grant funding for UK regulators and professional bodies pursuing international recognition arrangements.

February 2023



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1. Summary

Professionals working in regulated professions often require recognition of their professional qualifications when looking to provide services internationally. Arrangements to facilitate recognition of professional qualifications (RPQ), or 'recognition arrangements', are agreements put in place between the regulators or professional bodies for professions in different countries or regulatory jurisdictions. They can support UK businesses to export services, UK professionals to work internationally and can also make it easier for international professionals who meet UK standards to provide services in the UK.

To support RPQ, the government is encouraging and supporting regulators and professional bodies from all sectors to agree recognition arrangements with their international counterparts. The government has therefore launched the Recognition Arrangements Grant Programme (the 'programme'), using section 8 of the Industrial Development Act 1982, following a pilot phase.

The programme offers grants to regulators and professional bodies to support agreeing recognition arrangements. Successful applicants will receive funding of up to £75,000 per financial year for a maximum of three years, subject to confirmation on an annual basis, to cover 80% of eligible costs.

Applicants may use grant funding for a range of work, including for acquiring external technical expertise or new members of staff dedicated to this work.

To apply, there is a two-stage application process which begins with applicants submitting a high-level expression of interest to determine whether the proposal is well suited to the work the programme seeks to support, as outlined in [Section 3 - Purpose](#). Following that, applicants will be invited to submit a more comprehensive final application which will be scored in line with this guidance document.

Applications for the second round of funding will be open from Wednesday 1 February to Friday 24 March 2023, following the first round which was open from 8 August to 23 September 2022.

2. Background

‘Recognition arrangements’ describes the range of arrangements that regulators and professional bodies may agree with international counterparts, which include Mutual Recognition Agreements (MRAs) and Memoranda of Understanding (MoUs). These can provide a streamlined process by which professionals who have obtained a professional qualification in one jurisdiction can apply for recognition of that qualification in another (host) jurisdiction. Once their qualifications have been recognised, this can enable professionals to practise in the host jurisdiction, subject to fulfilling any other regulatory or immigration requirements.

Many regulators already have powers to agree recognition arrangements. For those who don’t, the Professional Qualifications Act 2022 contains powers to enable UK regulators of regulated professions to agree recognition arrangements with international counterparts. Regulators and professional bodies may agree profession specific recognition arrangements with international counterparts either through established frameworks agreed as part of free trade agreements (FTAs), or on an independent, regulator-to-regulator basis.

The UK has agreed frameworks to facilitate recognition arrangements with several trade partners in FTAs, including the EU, Australia, New Zealand, and Japan. These frameworks offer regulators and professional bodies a streamlined process to facilitate the agreement of recognition arrangements. The government is discussing further such frameworks with other international trade partners as part of ongoing trade negotiations.

For more detailed information on recognition arrangements, BEIS has published [technical guidance for regulators and professional bodies](#) on GOV.UK.

3. Purpose

The programme provides targeted financial support to regulators and professional bodies who are working towards the agreement of recognition arrangements, where their work seeks to:

- deliver one or multiple recognition arrangements, or
- develop or expand capability to agree recognition arrangements in future.

Recognition arrangement negotiations with international counterparts can be labour intensive and take time. The government is therefore providing funding through this programme to support the work of eligible regulators and professional bodies to agree recognition arrangements. The programme will operate until 31 March 2025.

It offers funding towards the costs of hiring new members of staff to work towards recognition arrangements, or for commissioning technical expertise from external consultants. This expertise could include translation services or reports to map the qualifications issued by international counterparts.

This will ultimately help businesses and professionals to access new markets, reduce barriers to trade, and enhance the value of UK professions and professional qualifications overseas.

Funding will not be dependent on the successful outcome of the proposed recognition arrangement, although applications will be assessed on projected deliverability and negotiability.

4. Who can apply for funding

Organisations eligible to apply for funding are:

- Regulators that control access to professions regulated in law (when access to the profession is limited by legislation, or by provisions made under and given effect to by legislation to individuals who hold specific qualifications or experience); and,
- Professional bodies that award professional titles and voluntarily regulate professions without underpinning legislation, e.g. chartered professional bodies.

These bodies must operate within at least one of the four UK nations to be eligible for the programme.

Applications will be considered from any sectors and professions which are reliant on recognition of professional qualifications, though applicants will be expected to demonstrate the relevance of RPQ as a barrier to trade as part of their application. More information can be found on this in [Section 7 – Assessment criteria](#).

Professional bodies which correspond to professions which are not regulated in the UK, but are regulated overseas, are also eligible to apply.

Joint applications are welcome from groups of regulators and professional bodies from similar regulatory remits, but the group must designate a lead applicant for the purposes of funding and reporting. The lead applicant will be responsible for ensuring delivery by the whole group, including providing evidence for reimbursement of costs associated with the grant, across all group members. The lead applicant must have full authority to represent the group and its members; BEIS will rely on the lead applicant to act for and on behalf of the group as a whole.

These groups could be regulators or professional bodies that operate in different nations within the UK, or those that oversee similar professions. This is in line with the government's wider approach to encourage regulators and professional bodies within similar regulatory spaces across the UK to coordinate and pursue the maximum benefit for UK professionals.

Where a regulator or professional body carries out a mix of commercial and non-commercial activities, it is eligible to apply but must confirm in writing that this grant will not cross-subsidise commercial activities carried out by the applicant (or group members in the case of joint applications). Applicants must provide such evidence as BEIS requires, which may include evidence of the applicant's accounts, to demonstrate that no cross-subsidy has taken place. All funding issued will be as reimbursement and subject to claw-back provisions, in line with the standard terms of government grant funding.

5. Grant form and structure

The programme opened on 8 August 2022 and will offer funding until 31 March 2025. The maximum grant funding award available for individual and group applications is £75,000 per financial year, to reimburse no more than 80% of costs incurred from work towards agreeing a recognition arrangement. Applicants are welcome to submit an expression of interest at any point during the programme and proposals deemed suitable will be invited to submit full applications during time-limited application rounds.

Each financial year for the programme will start on 1 April and end on 31 March the following calendar year. If an applicant is successful, funding for proposals covering more than one financial year will be confirmed on an annual basis and applicants will be required to complete a formal review against project plans. Funding offers for future financial years should be considered provisional until confirmed by BEIS through co-signature of a grant funding agreement covering the financial year in question. Successful applicants will be required to sign one grant funding agreement for each year of confirmed funding.

For example, if an applicant is awarded funding across financial years 23/24 and 24/25, the applicant will be required to take part in a formal review during financial year 23/24. Based on the outcome of this formal review, BEIS will confirm the 24/25 offer in a specific grant funding agreement.

Allocated funding from one financial year may not be rolled over to another. Further details on the expected timelines of the programme can be found in [Section 8 – How to apply](#).

All proposed funded activities towards a recognition arrangement **must be supplied, invoiced and settled before the conclusion of each financial year to be eligible for reimbursement** (i.e. only expenditure for activities supplied, invoiced, and settled before 31 March 2024 will be eligible for reimbursement against 23/24 allocations). Recognition arrangements will not be required to have been completed and agreed by 31 March 2025 for proposals to be considered eligible.

Applicants will be required to evidence how funded activities will be conducted, in detail proportionate to the scale of funding bid for. Only applications from eligible applicants that can demonstrate financial viability will be considered and applicants will be required to evidence this through the application process.

Further information on application requirements and scoring criteria can be found in [Section 7 – Assessment criteria](#).

6. What will we fund

Successful applicants will be able to claim up to 80% of costs of eligible activities as reimbursement in arrears for staffing costs, technical expertise contracted externally or a combination of these, up to the maximum amount detailed in [Section 5 – Grant form and structure](#).

Staffing costs eligible for reimbursement through the programme could include, but are not restricted to:

- Staff salaries
- Posting job vacancy advertisements for new roles
- Additional employment costs, including National Insurance contributions

Externally contracted technical expertise eligible for reimbursement through the programme could include, but is not restricted to:

- Translation of documents and communications for recognition arrangements
- Technical research to underpin the development of recognition arrangements between regulators and professional bodies and international counterparts, for example assessment of the standards and requirements of different regulators and professional bodies, or reports to scope potential recognition arrangement projects
- Legal drafting for recognition arrangements

BEIS will also consider applications for other externally contracted technical expertise that will facilitate the work towards the delivery of recognition arrangements, in line with the funding rules. If you would like to check whether a proposed activity is eligible, please contact the BEIS Recognition Facilitation team (recognitionarrangements@beis.gov.uk). BEIS may also get in touch with applicants to discuss proposals in more detail.

Please note - Funds cannot be used to reimburse existing costs, such as salaries of current staff members, or travel expenses. Funds also cannot be used for external expertise that is not aligned with the evidence requirements for contributing to a recognition arrangement, outlined in [Section 7 – Assessment criteria](#) and [Annex A – Scoring criteria](#).

7. Assessment criteria

Across all application rounds, applicants should consider long term outcomes in line with those specified in [Section 3 – Purpose](#). Consideration should be given to the country and profession of interest, the overall objectives of the proposal and the intended activities eligible for funding. Further guidelines are available in the application form.

Applications will be appraised by a panel fairly and objectively against the below criteria:

- **Economic value:** how effective proposals will be in supporting UK services trade and providing economic value. Applicants will be expected to demonstrate how the proposed recognition arrangement(s) will benefit the sector in question or help to grow the UK economy, for example by supporting and expanding exports of the UK's services sector globally.
- **Value for money:** how proposals represent value for money. Applicants will be expected to evidence financial need for additional funding and be expected to demonstrate that projected costs are minimised where possible and in line with market prices.
- **Benefit to RPQ in sector:** how the proposed recognition arrangement(s) will contribute to the recognition of UK professional qualifications for the profession in question, for example in numbers of potential qualifications recognised, or in line with UK objectives such as upholding the Common Travel Area between the UK and Ireland.
- **Deliverability:** how feasible the proposed funded activities are to be delivered within the funding period.
- **Negotiability:** how likely the proposed recognition arrangement(s) are to be agreed with international counterparts.

In assessing these criteria, the panel will consider the additional benefits resulting from grant funding, and the strength of evidence offered in support of those benefits. Evidence must be directly relevant, as up to date as possible, and should be in proportion to the overall amount of funding requested.

Applications in each round will then be ranked by score. In order of ranking, successful applications will be offered funding awards. The amount awarded will be decided by the panel, informed by the funding applied for. Where funding awards differ from the amount bid for within applications, BEIS will offer successful applicants a reason for this difference.

For further information on the criteria used to assess applications, please refer to Annex A – Scoring Criteria.

8. How to apply

Applications for the programme will consist of two stages:

- Expressions of interest (EOI): a summary of the proposal. Applicants may submit an expression of interest for funding at any time during the programme, including before application rounds open. EOIs may cover multiple funding periods, however in order to be eligible for funding in a given year, submissions must be made before the application round for that year closes.
- Full application: applicants will be invited to discuss their proposal with BEIS before submitting a full application during a formal application round.

The programme is open to expressions of interest for Round 2 applications from Wednesday 1 February, following Round 1 which ran from 8 August to 23 September 2022. After the application round is closed, expressions of interest can be submitted for future rounds at any time. Eligible regulators and professional bodies may only submit one application per application round, but may submit more than one application throughout the programme and applications may cover multiple funding years.

Eligible regulators and professional bodies are invited to [download the Round 2 expression of interest form](#).

Application Round 2: 1 February – 24 March 2023

This application round will be open to proposals seeking funding across the following timeframes:

- Financial years 2023/24 only (for proposals incurring eligible costs between 1 April 2023 to 31 March 2024)
- Financial years 2023/2024 and 2024/25 (for proposals incurring eligible costs between 1 April 2023 to 31 March 2024, and between 1 April 2024 to 31 March 2025)

We will announce further application rounds in due course.

Applicants will be invited to a meeting to discuss the EOI proposal further with BEIS to receive a full application form and advice on developing credible applications. Applicants may submit a full application form following this meeting, which will be scored against the criteria in Annex A – Scoring Criteria.

Information required within the full application form includes:

- Applicant details (e.g. lead applicant contact details, Companies House or charity number, details of other government funding since 1 April 2019).
- A summary of the overall proposal, indicating specific recognition arrangement(s) and all activities for which grant funding would be used.

- An economic assessment of the benefits of the proposal to the sector or wider UK economy.
- A technical assessment of the benefits of the proposal for facilitating the recognition of professional qualifications within the sector.
- A project plan for the lifecycle of the proposal, in detail proportionate to funding bid for.
- An evidence-based assessment of the negotiability of the proposed recognition arrangement(s) with international counterparts.

All applicants with new proposals will be required to submit an EOI in order to be considered for a full application.

Please refer back to this guidance in advance of submitting your EOI and full application for any changes to these scheduled application rounds. BEIS will endeavour to provide applicants with a receipt of acknowledgement of their EOI and any full application within 3 working days of submission. EOIs can be submitted at any time, but must be received before application rounds close to be considered for that round of funding.

Completed EOIs and full application forms, or questions on future funding rounds, should be sent to the BEIS Recognition Facilitation team at: RecognitionArrangements@beis.gov.uk.

The panel will conduct a fair and objective appraisal of full applications against the criteria set out in this guidance. We will send a notification email advising you of our decision. Unsuccessful applicants may re-apply with a new or revised EOI in subsequent application rounds. Decisions made by BEIS are final and will not be open to appeal.

9. Approval of grant

If after considering your application, the panel determines that you will be offered funding, you will be contacted by BEIS to discuss and agree the content of the grant funding agreement before a grant offer letter will be issued to you. This agreement should be signed and returned to BEIS within 5 working days of receipt. Applicants will need to ensure compliance with conditions contained in the grant offer letter to receive grant funding. The date of co-signature of the grant funding agreement between BEIS and successful applicants will be taken as the start date of the funding period, with the end date taken as the end of the financial year in question.

Where funding is offered for future financial years in principle, BEIS will require successful applicants to sign a grant funding agreement for each financial year where funding is offered following the outcome of a formal review of the previous year's funding. 'In principle' awarding for future financial years will remain provisional, until confirmation in writing of a grant funding agreement has been co-signed by BEIS and the applicant.

This will allow BEIS and successful applicants to adjust project plans and funding offers where necessary. Funding may only be adjusted with BEIS' agreement.

Grant funding will follow a reimbursement model in common with the UK government's short form Model Grant Funding Agreement and in accordance with a pre-defined payment schedule. More details on the grant funding agreement will be provided to applicants in due course, but for more information please contact: RecognitionArrangements@beis.gov.uk.

Upon receipt of evidence of actual costs as anticipated in the payment schedule, and subject to approval by BEIS, we will endeavour to pay grant funding in reimbursement of 80% of those costs to your nominated bank account within 30 days of approval. Successful applicants will be required to submit a Supplier Information Form to seek reimbursement. If you do not return the Supplier Information Form, or there are errors, payment may be delayed. Funded activities that are not evidenced by information as supplied, invoiced, and settled before the end of the financial year for which grant funding has been awarded will not be reimbursed.

In line with Monitoring and Reporting clauses contained in the short form Model Grant Funding Agreement, BEIS will act as monitoring officer for the duration of grant funding to ensure value for money and deliverability. BEIS reserves the right to terminate funding periods where key performance indicators have not been met.

10. Evidence and reporting

BEIS will work closely with all applicants to monitor the delivery and effectiveness of the programme. Successful applicants will be required to attend regular meetings with BEIS and to submit regular reports during the funding period, to contribute towards the monitoring and evaluation of the programme. Successful applicants will also be required to submit an end of grant delivery report and where appropriate provide reports to update BEIS on the progress of projects beyond the funding period. All applicants will be requested to submit feedback on the process and outcomes. Specific timings and detailed reporting requirements will be agreed before funds are allocated and included in the grant funding agreement to be signed between BEIS and successful applicants.

Only the actual costs of funded activities will be eligible to be reimbursed in accordance with the prescribed payment schedule from the programme (always in arrears), and only those costs comprehensively evidenced will be included as eligible. Funds cannot be distributed or passed through to external contractors directly.

For staffing costs, the evidence required to demonstrate actual costs and performance can include, but is not limited to:

- Job descriptions and specifications
- Job advertisement postings
- CVs received
- Payroll information (e.g. P60s)
- Timesheets for hours worked
- Any other supporting evidence, which can be verified

For externally contracted expertise, the evidence required to demonstrate actual costs and performance can include, but is not limited to:

- Actual invoices paid (e.g. specialist external contractors)
- Bank statements showing payment for invoiced services
- Regular reporting of expenditure within eligible categories, showing reconciliation of spend to invoices
- Any other supporting evidence, which can be verified

You will be required to submit to us this and any other evidence we require to substantiate eligible costs.

11. Further information

Should you require further information please contact: RecognitionArrangements@beis.gov.uk.

12. Frequently Asked Questions (FAQ)

Can applications be for multiple recognition arrangements, even if they may be at different stages and require funding for different activities?

Yes. Eligible regulators and professional bodies may seek funding to support work towards one or multiple recognition arrangements within single applications. Funding may also be sought for a variety of funded activities within single applications, where applicants are able to evidence the benefit of multiple activities as assessed against the scoring criteria in Annex A.

How should applicants plan for multiple years of work if funding for future years will only be offered in principle?

Funding awards for multi-year proposals will be offered in principle, in line with government Minimum Standards for grant management, subject to a formal review against key milestones and project plans approximately halfway through agreed funding periods for each financial year. This will allow the government and successful applicants the flexibility to agree adjusted grant funding for coming financial years where necessary. Successful applicants will not be expected to re-apply for continued funding, however formal reviews will be used to update project plans and other key products in line with overall progress.

Will speculative applications for potential work towards recognition arrangements be permitted?

Eligible regulators and professional bodies may submit expressions of interest to seek funding for work towards agreeing recognition arrangements that are speculative. However, applicants submitting full application forms are advised that deliverability of this work will form a key part of the criteria against which all applications will be assessed.

The BEIS Recognition Facilitation team is happy to hold without prejudice discussions with potential applicants on a potential application. Please contact them at recognitionarrangements@beis.gov.uk if you might find this useful.

Can this funding be used to agree recognition arrangements with EU counterparts through the UK-EU Trade and Cooperation Agreement (TCA) framework?

Yes. Successful applicants will be able to reimburse eligible costs incurred in working to agree recognition arrangements with EU counterparts through the TCA framework if they wish to use it. This also applies to frameworks included in other FTAs, such as those agreed with Australia, New Zealand, and Japan. For more information about developing recognition arrangements under FTA frameworks, please refer to the [government technical guidance](#).

Will applications submitted by multiple bodies be permitted?

Yes. Where professionals are regulated or represented by multiple similar regulators or professional bodies across the UK, two or more can coordinate to develop one joint application for recognition arrangements, with one or more international counterparts.

There is no expectation or obligation on regulators or professional bodies to submit joint applications.

Will it be possible for individual or group applicants to submit multiple applications?

Yes, but not within the same application round. Applicants may submit multiple applications during this programme, with successful and unsuccessful applicants encouraged to reapply in subsequent application rounds. However, applicants may only submit one application per application round. Where applicants have multiple workstreams towards agreeing recognition arrangements, these should be included within a single application. Successful applicants already in receipt of an 'in principle' offer of funding across multiple years are welcome to seek additional funding by expanding their existing proposal in consultation with BEIS, and may not be expected to submit a further expression of interest or full application.

Will it be possible for eligible regulators and professional bodies to submit an individual application and be part of a separate group application within the same application round?

Yes.

Will eligible costs still be reimbursed if the proposed recognition arrangement(s) cannot be agreed?

Yes. The eligibility of costs is not dependent on the successful agreement of the proposed recognition arrangement(s), though applications will be assessed on feasibility of delivering proposed funded activities and the negotiability of the recognition arrangement.

Will costs be eligible for reimbursement if funded activities were carried out within the agreed financial year, but invoices have not been settled before the end of that same financial year?

No. Work must be carried out and costs must have been invoiced and settled in order to be eligible for reimbursement in this programme, to coincide with UK government funding processes. Grant funding will also not be offered to reimburse costs incurred before the commencement of the funding period.

If actual costs total only 80% of the costs projected by successful applicants, will the government fund all these costs?

No. Under the programme, all funding will be offered in arrears to cover 80% of actual costs incurred by successful applicants.

What other support is available for UK regulators and professional bodies that are not eligible for grant funding?

Regulators and professional bodies without this power that wish to work towards a recognition arrangement for their profession are advised to contact the relevant body with this power. Alternatively, UK regulators and professional bodies with questions in this area can get in touch with the Recognition Facilitation team at RecognitionArrangements@beis.gov.uk.

UK regulators and professional bodies are also encouraged to contact their lead department in UK government or the devolved administrations with any other queries.

Annexes

Annex A – Scoring criteria

1. Economic value (weighted 25% of overall score)

An economic assessment of the projected benefits of the proposal to the sector or profession in scope of proposed RA(s), broken down by RA, utilising quantitative and qualitative evidence.

Consideration should be given to:	Evidence to demonstrate considerations may include:
Economic benefits from the proposed RA(s).	Evidence indicating changes to trade, mobility or growth, as a result of RA(s), e.g. estimates of the volume/value of sectoral trade or business mobility flows that may be unlocked due to the proposed RA(s).
Evidence of impact of past RA(s).	Evidence of any similar projects supporting establishment of RA(s) undertaken in the past, including detail of how they were resourced and funded; economic benefits of past RAs.
Economic size of profession or sector within scope of proposed RA(s).	Existing volume/value of sectoral trade or business mobility flows.

Additional consideration may also be given to:

Indirect economic benefit created by the sector.	Qualitative or quantitative evidence demonstrating impact on other sectors in the UK or 'knock-on' benefits for other areas of the economy.
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2. Value for money (weighted 20% of overall score)

A financial assessment of the impact of grant funding on the proposal, broken down by RA(s), utilising quantitative and qualitative evidence.

Consideration should be given to:	Evidence to demonstrate considerations may include:
Costs of the proposal.	Estimates for work to be procured, based on, for example: quotes procured for the proposed activities; costs of relevant, similar technical work conducted previously; proposed salaries and other staffing costs for new hires; how estimated costs have been determined; commercial market rates for these costs.
Projected impacts of grant funding on RA delivery.	How proposed activities will deliver or support the establishment of RA(s).
Projected impacts of grant funding on RA activity.	<p>Estimate the extent to which the projects/activity would take place without grant funding, with details and appropriate documentation:</p> <p>Example answers include:</p> <ul style="list-style-type: none"> Not at all Take place, but at later date (please include projected timescales) Take place, but at smaller scale (please include estimate of how much smaller) Take place, but lower quality (please provide detail on impact) Take place to the same time, scale and quality
Consideration of alternative funding.	Evidence of alternative options to grant funding considered; evidence of seeking alternative forms of finance to fund proposed project (with details and outcomes).

3. Benefit to RPQ in sector (weighted 20% of overall score)

An evidence-based assessment of existing routes to recognition between applicant(s) and counterpart(s) and intended improvements as a result of the proposal.

Consideration should be given to:	Evidence to demonstrate considerations may include:
An assessment of existing ease of recognition, including an indication of the impact on professionals seeking to provide services between the UK and counterpart jurisdiction(s), and the improvements offered by the proposal.	Current standards and/or procedures for professionals to secure recognition between applicant(s) and counterpart(s); any recent changes to standards and/or procedures, with accompanying explanation; proposed improvements to these as an intended outcome of the proposal; evidence of how improvements may be measured.
Considerations of RPQ as a means to facilitate trade or business mobility between the UK and counterpart(s).	Qualitative evidence to indicate how RPQ may improve the ease of access for UK professionals into the counterpart jurisdiction or vice versa.
Estimated Impact of RA(s) on numbers of recognition decisions by applicant(s) and/or international counterpart(s).	Numbers of professionals likely to be recognised between applicant(s) and counterpart(s) through proposed RA(s) as compared against existing routes; current or historic numbers of recognised qualified professionals within the sector, for the UK and/or counterpart(s), and numbers requiring recognition decisions; membership figures for applicant(s) and/or counterpart(s).

Additional consideration may also be given to:

Sectoral or industry needs.	Case studies or other qualitative evidence of businesses and professionals seeking to provide services being affected by RPQ; case studies or other qualitative evidence of decisions made by stakeholders as a result of RPQ acting as a barrier to trade, within scope of the proposed RA(s).
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4. Deliverability of project outputs (weighted 20% of overall score)

A project plan, with specific detail wherever possible, proportionate to the scale of funding sought.

Consideration should be given to:	Evidence to demonstrate considerations may include:
An overall project timeline.	A timeline broken down by month at a minimum, and by week if possible, for at least the first financial year of the overall proposal, with indicative plans for any future years in as much detail as possible.
Key deliverables and milestones.	Outputs as highlighted in Section 6 of this guidance (What will we fund) ; all internal processes required to achieve deliverables and milestones; indications of support that may be required from BEIS to achieve these.
Objectives.	Evidence to indicate projected costs to be reimbursed through grant funding; evidence to indicate proposal objectives are SMART.
Identification of key stakeholders.	Stakeholders may include regulatory partners in the same sector, external experts to be commissioned, et al; these should be identified by organisation, or specific teams/individuals if known (subject to GDPR considerations).
Mitigations for missed milestones.	RAG ratings for all key milestones; identification of potential or probable scenarios that may result in missed milestones; proposed adjustments to project plan in the event of these identified scenarios, such as new dates for future milestones or reprioritisation of workstreams.

Additional consideration may also be given to:

<p>Past examples of applicant(s) producing similar outputs to those included in proposals.</p>	<p>Examples of specific outputs, e.g. reports mapping qualifications between jurisdictions.</p>
<p>Internal processes to hire staff.</p>	<p>A recruitment plan; job description(s).</p>
<p>Internal processes to procure external expertise.</p>	<p>Internal guidance demonstrating established processes for conducting procurement exercises; evidence of previous procurement exercises.</p>
<p>Evidence a new staff member or external expertise is required for this work.</p>	<p>A high level indication from applicant(s) of existing resources and how this may limit work towards RAs.</p>

5. Negotiability of recognition arrangement(s) (weighted 15% of overall score)

An evidence-based assessment of the likelihood of the recognition arrangement(s) being agreed as a direct outcome of funding.

Consideration should be given to:	Evidence to demonstrate considerations may include:
Evidence of FTA framework(s) to facilitate the agreement of RAs that will be used to negotiate proposed RA(s).	Justification for using the framework(s), e.g. those agreed in FTAs with international partners, any internal or shared work done by the applicant(s) and/or counterpart(s) to understand these frameworks.
Evidence of existing political cooperation between UK and host jurisdiction(s) relevant to the proposal.	Shared political agreements signed by governments (e.g. the 2019 Common Travel Area MoU).
Shared regulatory or sectoral cooperation between UK and host jurisdiction(s) relevant to the proposal.	Shared membership of regulatory programmes or representative bodies across jurisdictions, working groups, shared assemblies, other regular and recurring meetings; correspondence with or identified colleagues from counterpart(s).
Compatibility of existing qualification regimes between applicant(s) and counterpart(s).	Reports mapping existing qualifications between jurisdictions; any understanding between applicant(s) and counterpart(s) of existing qualification regimes.

Annex B – Scoring definitions

Applications will be awarded scores of 0-6 for each of the four subsections in Section 3 ('Grant Proposal') of the full application form. Guidance on the scoring ranges can be found below.

Please note – applications awarded below 3 for one or more sections of the full application form will not be awarded funding.

Score	Definition
0	<p>Not demonstrated</p> <p>This score will be awarded where the panel is satisfied that evidence to meet the specified criteria is neither relevant nor robust.</p>
1	<p>Limited demonstration</p> <p>This score will be awarded where the panel is satisfied that evidence to meet the specified criteria is minimally relevant or robust, suggesting the proposal is highly unlikely to produce intended outputs or achieve intended outcomes.</p>
2	<p>Moderate demonstration</p> <p>This score will be awarded where the panel is satisfied that evidence to meet the specified criteria is partially relevant or robust, suggesting the proposal is unlikely to produce intended outputs or achieve intended outcomes.</p>
3	<p>Adequate demonstration</p> <p>This score will be awarded where the panel is satisfied that evidence to meet the specified criteria is adequately relevant and robust, suggesting the proposal is likely to produce intended outputs, and may achieve intended outcomes.</p>
4	<p>Good demonstration</p> <p>This score will be awarded where the panel is satisfied that evidence to meet the specified criteria is both relevant and robust, suggesting the proposal is likely to produce intended outputs and achieve intended outcomes.</p>

Score	Definition
5	<p>Strong demonstration</p> <p>This score will be awarded where the panel is satisfied that evidence to meet the specified criteria is relevant and highly robust, suggesting the proposal is highly likely to produce intended outputs and likely to achieve intended outcomes within or beyond the funding period.</p>
6	<p>Excellent demonstration</p> <p>This score will be awarded where the panel is satisfied that evidence to meet the specified criteria is exceptionally relevant and robust relative to other applications, suggesting the proposal is highly likely to produce intended outputs and may achieve intended outcomes within the funding period.</p>

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