

The EIB guide to finance for drone projects

Preparing a business case

The following table identifies the level of information required for each business case type:

Business case content	Section	Strategic business case	Outline business case	Full business case
Strategic case	Context, rationale and project description	Confirmed ⁶	Confirmed	Confirmed
	Objectives of the project	Identified ⁷	Refined	Confirmed
	Measures of success	Identified	Refined	Confirmed
	Constraints to success	Identified	Refined	Confirmed
	Business strategy	Identified	Refined	Confirmed
	Stakeholders	Identified	Confirmed	Confirmed
Economic case	Approach to identifying, assessing and appraising impact	Identified	Confirmed	Confirmed
	Logic mapping and identifying impact	Identified	Confirmed	Confirmed
	Key appraisal assumptions including demand analysis and appraisal methodology	Identified	Confirmed	Confirmed
	Outcome / results of appraisal	High level estimates	Quantified estimates	Final quantified and monetised estimates
	Project investment costs for appraisal	High level estimates	Quantified estimates	Final quantified and monetised estimates
	Uncertainties	Identified ⁸	Refined	Confirmed
Financial case	Detailed breakdown of scheme's cost (development, capital and operating expenditure) profiled over the investment period	High level estimates	Refined estimates	Full and final estimates
	Gaps in cost information and approach to closing the gap	Identified	Refined and gaps narrowed	No gaps, full and final cost estimate
	Revenue and funding sources	Identified	Refined	Full and final estimates
	Project promoter's risk assessment of project cost: high level, or where available, a quantified risk assessment	High level risk assessment: risks identified and ranked	Quantified risk assessment	Risks fully identified and quantified
	Available funding sources and financial instruments, and resulting funding gap	Identified	Refined	Confirmed
	Recommendations for closing funding gap	Identified	Refined	Confirmed
Commercial case	Market analysis and evaluation of procurement / supply side conditions	Identified	Refined	Confirmed
	Strategy and approach to project implementation	Identified	Refined	Confirmed
	Market development (growth) and scalability of the project	Identified	Refined	Confirmed
	Pricing structure	Identified	Refined	Confirmed
	Procurement method	Identified	Refined	Confirmed
	Contracting method	Identified	Refined	Confirmed
Management case	Assessment of project deliverability	High level	Refined	Confirmed
	Benchmarking against similar projects (if applicable)	Provided	Refined	N/A
	Project dependencies	Identified	Confirmed	Resolved
	Project governance and regulatory accountability	Identified	Fully assigned	Confirmed
	Programme	Provided	Reviewed and updated as necessary	Monitored and confirmed
	Quality control and compliance	Identified	Reviewed and updated as necessary	Monitored and confirmed
	Communication and stakeholder management strategy	Identified	Reviewed and confirmed	Monitored
	Risk management strategy	Identified	Reviewed and confirmed	Monitored
Benefits realisation and monitoring strategy	Identified	Reviewed and confirmed	Monitored	

6. *Confirmed*: finalised, not subject to further change.

7. *Refined*: after the initial strategy and proposal are defined, and as the proposal progresses to the more detailed design phase, the evidence becomes more nuanced, more specific and more tailored to the definition and requirements of the proposal and its design.

8. *Identified*: known, defined and understood at a high level during the initial stages of a proposal but subject to further refinement as the proposal progresses.