

Project - Federal Legislative and Lobbying Consulting Services

Business Location	
	Points
Within Winston-Salem	5
Within North Carolina	3
Outside of North Carolina	0

Cost Effectiveness/Price Value	
Response	Points
Lowest cost compared to other proposals	5
Less than 5% above lowest proposal	4
5% - 20% above lowest proposal	3
21% - 50% above lowest proposal	2
Greater than 50% above lowest proposal	0

Relevant Qualifications	
Rating	Points
Has significant experience providing (10+ years) services required - Provided 5 or more verifiable references and examples of projects	5
Has experience providing (10 years) services required. Provided 3 or more verifiable references and examples of projects	3
The Proposer has less than the required experience and/or references as specified in the RFP	0

Relevant Experiences	
Response	Points
Superior - Proposer demonstrates implementation of a similar solution of substantially greater size than Winston-Salem. The proposer fully addresses all aspects of the project criteria, convincingly demonstrates that it will meet the project's performance requirements, and demonstrates no weaknesses.	5
Above Average - Proposer demonstrates implementation of a similar solution of comparable size to Winston-Salem. The Proposer fully addresses all aspects of the project criteria, convincingly demonstrates a likelihood of meeting the project's requirements, and demonstrates no weaknesses.	4
Average - Proposer demonstrates implementation of a similar solution of comparable size to Winston-Salem. The Proposer addresses all aspects of the project criteria. Methodology demonstrates only a few minor weaknesses	3
Below Average - Proposer demonstrates implementation of a similar solution of lesser size to Winston-Salem. The Proposer does not address all aspects of the project criteria. Significant weaknesses are demonstrated that clearly outweigh any strengths presented.	2

Strategics Consulting, LLC			
	Weight	Grade	Total Score
Business Location	20.00	3.00	60.00
Cost Effectiveness/Price Value	15.00	5.00	75.00
Relevant Qualifications / Experience	25.00	4.00	100.00
Experience / Methodology	20.00	4.00	80.00
Final Score		Max 400	315.00

McGuireWoods Consulting, LLC			
	Weight	Grade	Total Score
Business Location	20.00	0.00	0.00
Cost Effectiveness/Price Value	15.00	0.00	0.00
Relevant Qualifications / Experience	25.00	4.50	112.50
Experience / Methodology	20.00	4.25	85.00
Final Score		Max 400	197.50