

EXHIBIT B

MWBE Commitment	
Percent goal met or good faith effort made?	Points
Y	5
N	0

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

Price Value	
Response	Points
Superior	5
Above Average	4
Average	3
Below Average	2
Poor	1

Qualifications and Experience	
Understanding	Points
Superior	5
Above Average	4
Average	3
Below Average	2
Poor	1

Reference List Of Governmental Clients	
Understanding	Points
Superior	5
Above Average	4
Average	3
Below Average	2
Poor	1

Quality of the Proposal	
Plan	Points
Superior	5
Above Average	4
Average	3
Below Average	2
Poor	1

Securian Financial Group, Inc. / North Carolina Mutual			
	Weight	Grade	Total Score
MWBE Commitment	20.00	5.00	100.00
Business Location	20.00	3.00	60.00
Price Value	20.00	3.00	60.00
Qualifications and Experience	20.00	5.00	100.00
Reference List Of Governmental Clients	10.00	4.00	40.00
Quality of Proposal	10.00	5.00	50.00
<b>Final Score</b>	<b>Max 500</b>		<b>410.00</b>

Symetra Financial Insurance Company			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	3.00	60.00
Price Value	20.00	4.00	80.00
Qualifications and Experience	20.00	5.00	100.00
Reference List Of Governmental Clients	10.00	4.00	40.00
Quality of Proposal	10.00	5.00	50.00
<b>Final Score</b>	<b>Max 500</b>		<b>330.00</b>

MetLife, Inc.			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	3.00	60.00
Price Value	20.00	3.00	60.00
Qualifications and Experience	20.00	4.00	80.00
Reference List Of Governmental Clients	10.00	4.00	40.00
Quality of Proposal	10.00	5.00	50.00
<b>Final Score</b>	<b>Max 500</b>		<b>290.00</b>

UNUM Group			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	3.00	60.00
Price Value	20.00	1.00	20.00
Qualifications and Experience	20.00	5.00	100.00
Reference List Of Governmental Clients	10.00	0.00	0.00
Quality of Proposal	10.00	0.00	0.00
<b>Final Score</b>	<b>Max 500</b>		<b>180.00</b>

The Hartford Financial Services Group, Inc.			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	3.00	60.00
Price Value	20.00	5.00	100.00
Qualifications and Experience	20.00	5.00	100.00
Reference List Of Governmental Clients	10.00	4.00	40.00
Quality of Proposal	10.00	5.00	50.00
<b>Final Score</b>	<b>Max 500</b>		<b>350.00</b>

The Standard Insurance Company			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	3.00	60.00
Price Value	20.00	5.00	100.00
Qualifications and Experience	20.00	4.00	80.00
Reference List Of Governmental Clients	10.00	4.00	40.00
Quality of Proposal	10.00	5.00	50.00
<b>Final Score</b>	<b>Max 500</b>		<b>330.00</b>

Reliance Standard Insurance Co.			
	Weight	Grade	Total Score
MWBE Commitment	20.00	0.00	0.00
Business Location	20.00	3.00	60.00
Price Value	20.00	2.00	40.00
Qualifications and Experience	20.00	5.00	100.00
Reference List Of Governmental Clients	10.00	4.00	40.00
Quality of Proposal	10.00	5.00	50.00
<b>Final Score</b>	<b>Max 500</b>		<b>290.00</b>