

EXHIBIT B

Experience/Methodology	
Satisfies experienced based requirements	Points
Satisfies 5 of the 5	5
Satisfies 4 of the 5	4
Satisfies 3 of the 5	3
Satisfies 2 of the 5	2
Satisfies 1 of the 5	1
Satisfies 0 of the 5	0

Functionality - Viable Architecture	
Satisfies required WCM Components	Points
Satisfies 8 of the 8	5
Satisfies 7 of the 8	4
Satisfies 6 of the 8	3
Satisfies 5 of the 8	2
Satisfies 4 of the 8	1
Satisfies <4 of the 8	0

Functionality - Critical Requirements	
Satisfies critical functional requirements	Points
Satisfies between 90% - 100%	5
Satisfies between 80% - 89%	4
Satisfies between 65% - 79%	3
No response or <65%	0

Price / Total for Services	
Response	Points
Least cost compared to all other proposers	5
2nd least cost	4
3rd least cost	3
4th least cost	2
5th least cost	1
6th (or more) least cost	0

Distance From Winston-Salem	
Miles	Points
Within Winston-Salem	5
Within North Carolina	3
Outside of North Carolina	0

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

CivicPlus, Inc.			
	Weight	Grade	Total Score
Experience / Methodology	20.00	4.47	89.40
Functionality - Architecture Viability	15.00	4.31	64.65
Functionality - Critical Requirements	15.00	4.94	74.10
Price	10.00	4.94	49.40
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	377.55

Svanaco Inc, dba American Eagle			
	Weight	Grade	Total Score
Experience / Methodology	20.00	2.98	59.60
Functionality - Architecture Viability	15.00	2.19	32.85
Functionality - Critical Requirements	15.00	3.25	48.75
Price	10.00	1.75	17.50
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	258.70

Squiz, Inc.			
	Weight	Grade	Total Score
Experience / Methodology	20.00	3.50	70.00
Functionality - Architecture Viability	15.00	4.44	66.60
Functionality - Critical Requirements	15.00	5.00	75.00
Price	10.00	1.19	11.90
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	0.00	0.00
Final Score		Max 500	223.50

Six Dimensions, Inc.			
	Weight	Grade	Total Score
Experience / Methodology	20.00	3.38	67.60
Functionality - Architecture Viability	15.00	4.13	61.95
Functionality - Critical Requirements	15.00	3.94	59.10
Price	10.00	0.00	0.00
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	0.00	0.00
Final Score		Max 500	188.65

OpenCities, Inc.			
	Weight	Grade	Total Score
Experience / Methodology	20.00	3.59	71.80
Functionality - Architecture Viability	15.00	4.31	64.65
Functionality - Critical Requirements	15.00	4.53	67.95
Price	10.00	3.06	30.60
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	335.00

Atlantic Business Technologies, Inc.			
	Weight	Grade	Total Score
Experience / Methodology	20.00	3.13	62.60
Functionality - Architecture Viability	15.00	3.25	48.75
Functionality - Critical Requirements	15.00	4.50	67.50
Price	10.00	0.00	0.00
Distance from City of Winston-Salem	20.00	3.00	60.00
MWBE Commitment	20.00	0.00	0.00
Final Score		Max 500	238.85

Vision Technology Solutions, LLC			
	Weight	Grade	Total Score
Experience / Methodology	20.00	3.31	66.20
Functionality - Architecture Viability	15.00	2.81	42.15
Functionality - Critical Requirements	15.00	4.75	71.25
Price	10.00	3.88	38.80
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	0.00	0.00
Final Score		Max 500	218.40

Falls Digital			
	Weight	Grade	Total Score
Experience / Methodology	20.00	0.00	0.00
Functionality - Architecture Viability	15.00	0.00	0.00
Functionality - Critical Requirements	15.00	0.00	0.00
Price	10.00	0.00	0.00
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	0.00	0.00
Final Score		Max 500	0.00

Business	Avg Score	Rank
CivicPlus, Inc.	377.55	1.00
OpenCities, Inc.	335.00	2.00
Svanaco Inc, dba American Eagle	258.70	3.00
Atlantic Business Technologies, Inc.	238.85	4.00
Squiz, Inc.	223.50	5.00
Vision Technology Solutions, LLC	218.40	6.00
Six Dimensions, Inc.	188.65	7.00
Falls Digital	0.00	8.00