

EXHIBIT B

Experience/References	
Satisfies experienced based requirements	Points
Meets Expectations	5
Above Average	3
Average	1
Unresponsive or incomplete	0

Functionality	
Satisfies required WCM	Points
Meets all requirements listed in RFP	5
Met all Minimum RFP Requirements but cannot meet all additional requirements	4
Meets 90 or more percent of RFP requirements	3
Meets 80 or more percent of RFP requirements	2
Meets 70 or more percent of RFP requirements	1
Unable to meet minimum requirements	0

Price Value including On-going Costs	
Response	Points
Least cost compared to all other	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	Points
Y	5
N	0

Business	Avg Score	Rank
Rock Solid Technology, Inc.	373.30	1.00
Motorola Solutions, Inc.	346.60	2.00
Timmons Group, Inc.	330.00	3.00
Incapsulate, LLC	273.30	4.00
Verint Americas Inc.	273.30	4.00

Rock Solid Technology, Inc.			
	Weight	Grade	Total Score
Experience / References	20.00	3.67	73.30
Functionality	20.00	4.00	80.00
Price Value including On-going Costs	20.00	3.00	60.00
Distance from City of Winston-Salem	20.00	3.00	60.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	373.30

Motorola Solutions, Inc.			
	Weight	Grade	Total Score
Experience / References	20.00	4.33	86.60
Functionality	20.00	3.50	70.00
Price Value including On-going Costs	20.00	1.50	30.00
Distance from City of Winston-Salem	20.00	3.00	60.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	346.60

Timmons Group, Inc.			
	Weight	Grade	Total Score
Experience / References	20.00	2.00	40.00
Functionality	20.00	4.50	90.00
Price Value including On-going Costs	20.00	2.00	40.00
Distance from City of Winston-Salem	20.00	3.00	60.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	330.00

Incapsulate, LLC			
	Weight	Grade	Total Score
Experience / References	20.00	3.67	73.30
Functionality	20.00	3.50	70.00
Price Value including On-going Costs	20.00	1.50	30.00
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	273.30

Verint Americas Inc.			
	Weight	Grade	Total Score
Experience / References	20.00	3.67	73.30
Functionality	20.00	3.50	70.00
Price Value including On-going Costs	20.00	1.50	30.00
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	5.00	100.00
Final Score		Max 500	273.30