## EXHIBIT B

## **Project - Infrastructure Support Services**

MWBE Commitment		NWN Corporation			
Percent goal met or good faith effort made?	Points		Weight		Total Score
Certified M/WBE Compliance-Primary Vendor (1)	5	MWBE Commitment	20.00	5.00	100.00
Submitted their M/WBE certificate in their proposal; OR		Business Location	20.00	3.00	60.00
(2) Will award required portion of the project to a named		Functionality/Capability	30.00	4.25	127.50
M/WBE certified subcontractor; OR (3) Has certified		* * *			
they made a good faith effort to comply but were unable		Relevant Qualifications	15.00	5.00	75.00
to locate a qualified M/WBE subcontractor.		Cost Effectiveness/Value	5.00	5.00	25.00
Not Qualified Vendors proposal indicated that they do		Relevant Experience	10.00	1.00	10.00
not qualify for the M/WBE certification nor do they		Final Score		Max 500	397.50
comply with the M/WBE subcontract participation	0				
requirement.					
Business Location					
Response	Points				
Within Winston-Salem	5				
Within North Carolina	3				
Outside of North Carolina	0				
Functionality and Capability	<b>D</b> 1 4				
Response	Points				
Meets all RFP requirements and exceeds expectations on	5				
delivery of RFP requirements					
Meets all RFP requirements	3				
Does not meet all RFP requirements	0				
Relevant Experience and Qualifications					
Rating	Points				
Greater than 10 Cisco Certified Staff (CCNP or Higher)	5				
7-10 Cisco Certified Staff (CCNP or Higher)	3				
4-6 Cisco Certified Staff (CCNP or Higher)	2				
2-3 Cisco Certified Staff (CCNP or Higher)	1				
Less than 2 Cisco Certified Staff (CCNP or Higher)	0				
Cost Effectiveness/Value					
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 least cost	0				
Relevant Experiences					
Response	Points				
Greater than 10 verified for similar projects performed	5				
10 verified for similar projects performed	4				
8-9 verified for similar projects performed	3				
6-7 verified for similar projects performed	2				
5-verified for similar projects performed	1				
less than 5 verified similar projects performed	0				