EXHIBIT B

Project - Fiber Optic Cable Installation

MWBE Commitment		
Percent goal met or good faith effort made?	Points	
Certified M/WBE Compliance-Primary Vendor (1) Submitted their M/WBE certificate in their proposal; OR (2) Will award required portion of the project to a named M/WBE certified subcontractor; OR (3) Has certified they made a good faith effort to comply but were unable to locate a qualified M/WBE subcontractor.	5	
Not Qualified Vendors proposal indicated that they do not qualify for the M/WBE certification nor do they comply with the M/WBE subcontract participation requirement.	0	

Business Location			
	Points		
Within Winston-Salem	5		
Within North Carolina	3		
Outside of North Carolina	0		
Relevant Qualifications			
Rating	Points		
Superior	5		
Above Average	4		
Average	3		
Below Average	1		
Poor	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		

Relevant Experiences		
Response	Points	
Greater than 5 verifiable references for similar services performed within the past 2 years	5	
5 verifiable references for similar services performed within the past 2 years	4	
4 verifiable references for similar services performed within the past 2 years	3	
3 verifiable references for similar services performed within the past 2 years	1	
<3 verifiable references for similar services performed within the past 2 years	0	

6th least cost

Performance Cabling Technologies, Inc.				
	Weight	Grade	Total Score	
M/WBE Commitment	20.00	0.00	0.00	
Business Location	20.00	3.00	60.00	
Relevant Qualifications	35.00	3.75	131.25	
Cost Effectiveness/Price Value	10.00	5.00	50.00	
Relevant Experience	15.00	0.00	0.00	
Final Score	N	Iax 500	241.25	