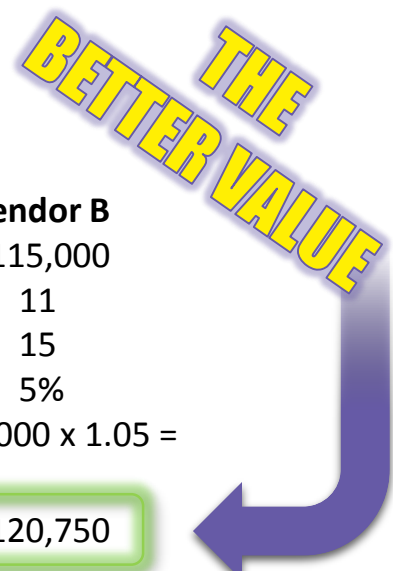


Selection Guide

All vendors and control solutions are not equal, even with a defined Scope of Work. The Selection Guide is a means of quantifying the value associated by the Vendor and Control Solution Evaluations and applying it to the quotation provided by each vendor to develop an overall value proposition. Proper selection is determining value and not just pricing. Both Vendor and Control Solution will have a minimum requirement and ratings below the minimum should be eliminated from consideration. Low ratings on either evaluation decreases value of the quotation and it cannot be considered equal to a quotation with high ratings. The following chart is a means of using the evaluations to establish an overall adjusted cost. Lower ratings will include a percentage multiplier that is applied to the quotation to establish an overall cost for comparison

Cost Adjustment

Control System Evaluation Score	15	20%	10%	10%	5%	5%	0%	0%
	14	20%	20%	10%	10%	5%	5%	0%
	13	25%	20%	20%	10%	10%	5%	5%
	12	25%	25%	20%	20%	10%	10%	5%
	11	30%	25%	25%	20%	20%	10%	10%
	10	30%	30%	25%	25%	20%	20%	10%
			7	8	9	10	11	12
		Vendor Evaluation Score						



EXAMPLE:

System Quotation Price **Vendor A**
 \$100,000
 Vendor Evaluation Score **7**
 Control System Evaluation Score **11**
 Cost Adjustment % Multiplier **30%**
 Calculation $100,000 \times 1.3 =$

Vendor B
 \$115,000
 11
 15
 5%
 $115,000 \times 1.05 =$

Adjusted Cost

\$130,000

\$120,750

15	20%	10%	10%	5%	5%	0%	0%	
14	20%	20%	10%	10%	5%	5%	0%	
13	25%	20%	20%	10%	10%	5%	5%	
12	25%	25%	20%	20%	10%	10%	5%	
11	30%	25%	25%	20%	20%	10%	10%	
10	30%	30%	25%	25%	20%	20%	10%	
		7	8	9	10	11	12	13

15	20%	10%	10%	5%	5%	0%	0%	
14	20%	20%	10%	10%	5%	5%	0%	
13	25%	20%	20%	10%	10%	5%	5%	
12	25%	25%	20%	20%	10%	10%	5%	
11	30%	25%	25%	20%	20%	10%	10%	
10	30%	30%	25%	25%	20%	20%	10%	
		7	8	9	10	11	12	13

Although the quoted price for Vendor A was lower, when the Vendor and Control System were evaluated, the quotation by Vendor B offered the better overall value and is recommended.