

EVALUATION MATRIX

SUMMARY

[Instructions](#)

| EVALUATION ELEMENT | WEIGHTING | CANDIDATE 1 | | | CANDIDATE 2 | | | CANDIDATE 3 | | |
|-------------------------|-----------|-------------|----------------|------|-------------|----------------|------|-------------|----------------|------|
| | | RAW SCORE | WEIGHTED SCORE | RANK | RAW SCORE | WEIGHTED SCORE | RANK | RAW SCORE | WEIGHTED SCORE | RANK |
| RATES | 40% | 12 | 32.00 | 1 | 13 | 13.60 | 3 | 11 | 15.20 | 2 |
| RELIABILITY | 25% | 24 | 20.00 | 2 | 23 | 21.50 | 1 | 15 | 13.50 | 3 |
| RESPONSIVENESS | 20% | 18 | 14.00 | 3 | 20 | 16.40 | 1 | 19 | 15.20 | 2 |
| RELATIONSHIP MANAGEMENT | 10% | 25 | 8.10 | 1 | 24 | 8.00 | 2 | 24 | 7.70 | 3 |
| GUT FEEL | 5% | 21 | 4.30 | 1 | 20 | 4.20 | 2 | 19 | 4.10 | 3 |
| TOTAL | 100% | 100 | 78.40 | 1 | 100 | 63.70 | 3 | 88 | 55.70 | 2 |

NOTES

EVALUATION MATRIX

I. RATES

[Instructions](#)

| Scoring Basis | | CANDIDATE 1 | | | | CANDIDATE 2 | | | | CANDIDATE 3 | | | |
|-------------------------|--|-------------|------|----------------|----------------|-------------|------|----------------|----------------|-------------|------|----------------|----------------|
| | | 40% | 100% | Score (1 to 3) | Weighted Score | 40% | 100% | Score (1 to 3) | Weighted Score | 40% | 100% | Score (1 to 3) | Weighted Score |
| COST BY ACTIVITY | | | | | | | | | | | | | |
| Rates type 1 | | 4% | 10% | 1 | 1.33 | 4% | 10% | 2 | 1.60 | 4% | 10% | 3 | 2.40 |
| Rates type 2 | | 4% | 10% | 2 | 2.67 | 4% | 10% | 3 | 2.40 | 4% | 10% | 1 | 0.80 |
| Rates type 3 | | 20% | 50% | 3 | 20.00 | 20% | 50% | 1 | 4.00 | 20% | 50% | 2 | 8.00 |
| Rates type 4 | | 4% | 10% | 1 | 1.33 | 4% | 10% | 2 | 1.60 | 4% | 10% | 3 | 2.40 |
| Rates type 5 | | 4% | 10% | 3 | 4.00 | 4% | 10% | 2 | 1.60 | 4% | 10% | 1 | 0.80 |
| Rates type 6 | | 4% | 10% | 2 | 2.67 | 4% | 10% | 3 | 2.40 | 4% | 10% | 1 | 0.80 |
| Sub-Total | | | | 12 | 32.00 | | | 13 | 13.60 | | | 11 | 15.20 |

II. RELIABILITY

[Instructions](#)

| Scoring Basis | | CANDIDATE 1 | | | | CANDIDATE 2 | | | | CANDIDATE 3 | | | |
|------------------------|--|-------------|------|----------------|----------------|-------------|------|----------------|----------------|-------------|------|----------------|----------------|
| | | 25% | 100% | Score (1 to 5) | Weighted Score | 25% | 100% | Score (1 to 5) | Weighted Score | 25% | 100% | Score (1 to 5) | Weighted Score |
| QUESTIONS | | | | | | | | | | | | | |
| Reliability question 1 | | 3% | 10% | 5 | 2.5 | 3% | 10% | 3 | 1.5 | 3% | 10% | 1 | 0.5 |
| Reliability question 2 | | 3% | 10% | 5 | 2.5 | 3% | 10% | 4 | 2 | 3% | 10% | 2 | 1 |
| Reliability question 3 | | 13% | 50% | 4 | 10 | 13% | 50% | 5 | 12.5 | 13% | 50% | 3 | 7.5 |
| Reliability question 4 | | 3% | 10% | 3 | 1.5 | 3% | 10% | 3 | 1.5 | 3% | 10% | 3 | 1.5 |
| Reliability question 5 | | 3% | 10% | 4 | 2 | 3% | 10% | 5 | 2.5 | 3% | 10% | 3 | 1.5 |
| Reliability question 6 | | 3% | 10% | 3 | 1.5 | 3% | 10% | 3 | 1.5 | 3% | 10% | 3 | 1.5 |
| Sub-Total | | | | 24 | 20.00 | | | 23 | 21.50 | | | 15 | 13.50 |

EVALUATION MATRIX

III. RESPONSIVENESS

[Instructions](#)

| Scoring Basis | | CANDIDATE 1 | | | | CANDIDATE 2 | | | | CANDIDATE 3 | | | | | |
|---|--|-------------|------|----------------|----------------|-------------|------|----------------|----------------|-------------|------|----------------|----------------|-------------|--|
| | | 20% | 100% | Score (1 to 5) | Weighted Score | 20% | 100% | Score (1 to 5) | Weighted Score | 20% | 100% | Score (1 to 5) | Weighted Score | | |
| QUESTIONS Completely Satisfied (5), Very Satisfied (4), Satisfied (3), Somewhat Dissatisfied (2), Totally Dissatisfied (1) | | | | | | | | | | | | | | | |
| Responsiveness question 1 | | 6% | 30% | 4 | 4.8 | 6% | 30% | 5 | 6 | 6% | 30% | 3 | 3.6 | | |
| Responsiveness question 2 | | 4% | 20% | 3 | 2.4 | 4% | 20% | 5 | 4 | 4% | 20% | 5 | 4 | | |
| Responsiveness question 3 | | 2% | 10% | 5 | 2 | 2% | 10% | 4 | 1.6 | 2% | 10% | 5 | 2 | | |
| Responsiveness question 4 | | 2% | 10% | 3 | 1.2 | 2% | 10% | 3 | 1.2 | 2% | 10% | 2 | 0.8 | | |
| Responsiveness question 5 | | 6% | 30% | 3 | 3.6 | 6% | 30% | 3 | 3.6 | 6% | 30% | 4 | 4.8 | | |
| Responsiveness question 6 | | 0% | 0% | | 0 | 0% | 0% | | 0 | 0% | 0% | | 0 | | |
| Sub-Total | | 18 | | | | 14 | | | | 19 | | | | 15.2 | |

IV. RELATIONSHIP MANAGEMENT

[Instructions](#)

| Scoring Basis | | CANDIDATE 1 | | | | CANDIDATE 2 | | | | CANDIDATE 3 | | | | | | | | | |
|---|--|-------------|-----|----------------|----------------|-------------|-----|----------------|----------------|-------------|-----|----------------|----------------|-------------|--|-----------|--|-------------|--|
| | | 10% | 95% | Score (1 to 5) | Weighted Score | 10% | 95% | Score (1 to 5) | Weighted Score | 10% | 95% | Score (1 to 5) | Weighted Score | | | | | | |
| QUESTIONS Completely Satisfied (5), Very Satisfied (4), Satisfied (3), Somewhat Dissatisfied (2), Totally Dissatisfied (1) | | | | | | | | | | | | | | | | | | | |
| Relationship question 1 | | 2% | 15% | 5 | 1.5 | 2% | 15% | 4 | 1.2 | 2% | 15% | 5 | 1.5 | | | | | | |
| Relationship question 2 | | 2% | 20% | 3 | 1.2 | 2% | 20% | 5 | 2 | 2% | 20% | 4 | 1.6 | | | | | | |
| Relationship question 3 | | 2% | 20% | 5 | 2 | 2% | 20% | 5 | 2 | 2% | 20% | 5 | 2 | | | | | | |
| Relationship question 4 | | 1% | 10% | 4 | 0.8 | 1% | 10% | 3 | 0.6 | 1% | 10% | 3 | 0.6 | | | | | | |
| Relationship question 5 | | 2% | 20% | 5 | 2 | 2% | 20% | 4 | 1.6 | 2% | 20% | 3 | 1.2 | | | | | | |
| Relationship question 6 | | 1% | 10% | 3 | 0.6 | 1% | 10% | 3 | 0.6 | 1% | 10% | 4 | 0.8 | | | | | | |
| Sub-Total | | 25 | | | | 8.10 | | | | 24 | | | | 8.00 | | 24 | | 7.70 | |

EVALUATION MATRIX

V. GUT FEEL

[Instructions](#)

| | CANDIDATE 1 | | | | CANDIDATE 2 | | | | CANDIDATE 3 | | | |
|---------------------|--|------|---------------|----------------|-------------|------|---------------|----------------|-------------|------|---------------|----------------|
| Scoring Basis | Completely Satisfied (5), Very Satisfied (4), Satisfied (3), Somewhat Dissatisfied (2), Totally Dissatisfied (1) | | | | | | | | | | | |
| QUESTIONS | 5% | 100% | Score (1 to5) | Weighted Score | 5% | 100% | Score (1 to5) | Weighted Score | 5% | 100% | Score (1 to5) | Weighted Score |
| Gut feel question 1 | 1% | 20% | 5 | 1.00 | 1% | 20% | 5 | 1.00 | 1% | 20% | 5 | 1.00 |
| Gut feel question 2 | 1% | 20% | 5 | 1.00 | 1% | 20% | 5 | 1.00 | 1% | 20% | 5 | 1.00 |
| Gut feel question 3 | 1% | 25% | 5 | 1.25 | 1% | 25% | 5 | 1.25 | 1% | 25% | 5 | 1.25 |
| Gut feel question 4 | 1% | 25% | 3 | 0.75 | 1% | 25% | 3 | 0.75 | 1% | 25% | 3 | 0.75 |
| Gut feel question 5 | 1% | 10% | 3 | 0.30 | 1% | 10% | 2 | 0.20 | 1% | 10% | 1 | 0.10 |
| Gut feel question 6 | 0% | 0% | | 0.00 | 0% | 0% | | 0.00 | 0% | 0% | | 0.00 |
| Sub-Total | | | 21 | 4.30 | | | 20 | 4.20 | | | 19 | 4.10 |

NOTES

