

**Award Justification Statement**  
**Solicitation # SK18008**  
**Contract Name: State of Utah - NASPO ValuePoint Cloud Solutions**  
*Awarded: January 23, 2019*

**Project Summary**

A request for proposals was issued by the State of Utah on behalf of NASPO ValuePoint participating states and their eligible end users for the following scope of work: Software as a Service (SaaS), Infrastructure as a Service (IaaS), and Platform as a Service (PaaS).

**Evaluation Process**

Proposals were evaluated in accordance with Part 7 of the Utah Procurement Code by an Evaluation Committee comprised of representatives from the State of Utah, Oregon, Missouri, Maine, Wisconsin, and New Jersey. A representative from the Utah Division of Purchasing attended the evaluation committee meetings to ensure that the process outlined in the Procurement Code was followed but was not a voting member on the evaluation committee. Under Utah Code 63G-6a-702(2), the RFP process was used because criteria other than cost were considered important in determining which proposal provides the best value to the State. These other factors (other than cost) were highly significant in determining which vendor's proposal provided the best value to the State. The following paragraphs describe each scoring category and explain and compare the scores assigned to each proposal by the State's evaluation committee.

80 proposals were received on July 6, 2018 through the State of Utah's eProcurement system. The preliminary evaluation stage was conducted by the State of Utah to ensure compliance with the RFP's minimum qualifications.

**1. Minimum Qualifications.**

The RFP requested that an awarded Contractor provide the following pass/fail criteria as minimum mandatory information:

<u>Mandatory Minimum Requirements</u>	<u>RFP Section</u>	<u>Pass/Fail</u>
Acknowledgement of Amendments	SciQuest	Pass/Fail
Cover Letter	5.1	Pass/Fail
Executive Summary	5.2	Pass/Fail
General Requirements	5.3	Pass/Fail
Re-Certification	5.4	Pass/Fail
Business Profile	6.1	Pass/Fail
Scope of Experience	6.2	Pass/Fail
Financials	6.3	Pass/Fail
Contract Manager	7.1	Pass/Fail
Cost Proposal Submitted	9.1	Pass/Fail

Upon preliminary review of the mandatory pass/fail RFP criteria, 5 proposals were rejected and determined non-response for failing to conform to the mandatory minimum. 75 proposals were submitted to the evaluation committee for technical scoring.

## 2. Technical Qualifications Methodology and Approach.

In this stage, proposals were evaluated in 3 categories - Business Information, Organization and Staffing, and Technical Requirements. The categories were further broken down into the following sub-categories:

<u>Evaluation Criteria</u>	<u>RFP Section</u>	<u>Points Possible</u>
<b>BUSINESS INFORMATION</b>	<b>6</b>	
Business Profile	6.1	25.0
Scope of Experience	6.2	25.0
General Information	6.4	25.0
Billing and Pricing Practices	6.5	25.0
Best Practices	6.6	25.0
<b>ORGANIZATION AND STAFFING</b>	<b>7</b>	
Contract Manager	7.1	25.0
<b>TECHNICAL REQUIREMENTS</b>	<b>8</b>	
Technical Requirements	8.1	50.0
Subcontractors	8.2	50.0
Working with Purchasing Entities	8.3	50.0
Customer Service	8.4	50.0
Security of Information	8.5	50.0
Privacy and Security	8.6	50.0
Migration and Redeployment Plan	8.7	50.0
Service or Data Recovery	8.8	50.0
Data Protection	8.9	50.0
Service Level Agreements	8.10	50.0
Data Disposal	8.11	50.0
Performance Measures and Reporting	8.12	50.0
Cloud Security Alliance	8.13	50.0
Service Provisioning	8.14	50.0
Back up and Disaster Plan	8.15	50.0
Hosting and Provisioning	8.16	50.0
Trial and Testing Periods	8.17	50.0
Integration and Customization	8.18	50.0
Marketing Plan	8.19	50.0
Value-Added Services	8.20	50.0
Supporting Infrastructure	8.22	50.0

As outlined in the SK18008 RFP, in order to be eligible to proceed onto the Stage 3 Cost Evaluation the proposal was required to score a minimum of 70% of the total technical points available. A total of 1,200 points were available in this stage of the evaluation process for proposals

that included IaaS, PaaS, or a combination of IaaS, PaaS, and SaaS. The Lead State and the evaluation committee determined, based on the proposals received, that the Hosting and Provisioning sub-category (section 8.16) did not apply to offerors that only submitted SaaS solutions. This determination was made pursuant to section 4.2.2 in the SK18008 RFP. As such, a total of 1,150 points were available in this stage of the evaluation for proposals for SaaS only.

As outlined in the SK18008 RFP, during the technical evaluation phase the evaluation committee determined that the proposals that received an average score of 3.5 (equivalent of 70%) or higher per section provided sufficient information to the evaluation committee to demonstrate their proposal exceeded the addressed requirements for the category. Individual criterion were scored on a scale of 1 to 5, as outlined in the RFP. Overall, the evaluation committee determined that these proposals would allow Participating Entities an opportunity to make a best value determination based on the proposals provided by the offerors.

The evaluation committee determined that proposals that received an average score of less than 3.5 (equivalent of 70%) did not provide sufficient information to demonstrate to the evaluation committee that their proposals met the outlined requirements.

Following this stage 2 evaluation, 44 proposals received technical scores that met or exceeded the minimum technical point requirements outlined in the RFP and proceeded onto stage 3 cost evaluation. Refer to Exhibit 1: Master Summary Evaluation for the distribution of scores given.

31 proposals were rejected for failing to meet the required minimum technical scoring thresholds outlined in the RFP. The rejected proposals did not adequately demonstrate that their offered solutions met the minimum threshold to proceed onto the cost evaluation. The evaluation committee determined that these proposals did not substantively address the topics/criterion identified in SK18008 RFP. Refer to Exhibit 1: Master Summary SK18008 Evaluation for the distribution of scores given.

### **3. Cost.**

The 44 offerors that met the minimum 70% score threshold, had their Cost Proposals evaluated as outlined in the SK18008 RFP.

Offerors offering no minimum discount (or 0%) off MSRP for a given service model (SaaS, IaaS, or PaaS) were deemed non-responsive to that service model. Further, the minimum discount % proposed for the SaaS, IaaS, and PaaS categories were evaluated and scored independently of each other, as provided in the SK18008 RFP.

A total of 133.3 points were available for the cost proposal evaluation of each service model (SaaS, IaaS, and PaaS). The offeror with the highest proposed minimum discount % for the given service model received 100% of the cost points possible for that service model. All other offerors received

a percentage of the cost points possible based on the percentage by which their proposed discount % was lower than the highest discount % in the given service model. The formula to compute cost points is: (Proposed Discount % / Maximum Proposed Discount %) \* Total Cost Points Available.

Applying this cost formula as outlined in the SK18008 RFP, cost points were assigned as represented in Exhibit 1: Master Summary SK18008 Evaluation.

As outlined in the SK18008 RFP, awards were made to responsive and responsible offerors whose proposal received the minimum technical point threshold, provided a Cost Proposal as described in Section 4.2.3 and 9 of the RFP, and achieved a minimum total combined points (technical points + cost points) of:

- 900.0 points for the **IaaS** service model
- 900.0 points for the **PaaS** service model
- 866.25 points for the **SaaS** service model (reduced proportionately with the removal of criterion 8.16)

Vendors seeking an award in multiple service models only received an award in the respective service model if their total combined points meet the award threshold for the given service model (i.e, 866.25 points for SaaS). Provided below are the awarded vendors and their accompanying awarded service models:

<b>Vendor</b>	<b>Service Models Awarded</b>
8x8 Inc	SaaS
A&T Systems	PaaS, SaaS
Accenture	IaaS, PaaS, SaaS
Armedia	PaaS, SaaS
AskReply	SaaS
Calibre Systems	SaaS
Capgemini America	IaaS, PaaS, SaaS
CherryRoad Technologies	SaaS
Codelynx	SaaS
Companion Data Services	SaaS
DXC Technology	IaaS, PaaS, SaaS
ECS Federal	PaaS
EMC Corporation	PaaS
Enformion	SaaS
Enquizit	SaaS
Ensono	IaaS
eSolutions Group	SaaS
Experian Information Systems	SaaS
Global Technology Resources	SaaS
GlobalTech dba eGlobalTech	IaaS
Hewlett Packard Enterprises	IaaS, PaaS, SaaS

Human Resource Technologies	IaaS, PaaS, SaaS
Hyland Software	SaaS
IBM	IaaS, PaaS, SaaS
Include Information Management	IaaS, PaaS, SaaS
Laserfiche	SaaS
Mediware Human and Social Services	SaaS
NWN Corp.	SaaS
PCMG	IaaS, SaaS
Presidio Networked Solutions	SaaS
Red River Computer	IaaS, PaaS, SaaS
ViON Corporation	IaaS, PaaS, SaaS
Visionary Integration Professionals	SaaS

### **Conclusion**

Based on the justifications outlined above, and pursuant to the SK18008 RFP, the 33 offerors identified above provide the best value to the State and other participating entities. Subject to successful negotiations of the terms and conditions, each has been awarded a contract.

Cloud Solutions													Total Proposals:	80
Solicitation # SK18008													# Awarded:	33
Master Summary Evaluation													# Rejected:	47
Stage 2 - SaaS Only Threshold:			805	points							IaaS	PaaS	SaaS	
Stage 2 - All Other Thresholds:			840	points	Award Threshold:						900.00	900.00	866.25	
				Stage 3 Cost Evaluation Points						Total Combined Scores				
Vendors	Categories	Stage 1: Mandatory Minimums	Stage 2: Technical Evaluation Points	IaaS %	IaaS Points	PaaS %	PaaS Points	SaaS %	SaaS Points	IaaS	PaaS	SaaS	Award Status	
8x8 Inc	SaaS	Pass	873.3		-		-	5.00%	13.33	-	-	886.66	Awarded	
A&T Systems	PaaS, SaaS	Pass	887.5		-	5.45%	36.32	8.02%	21.38	-	923.82	908.88	Awarded	
Accenture	IaaS, PaaS, SaaS	Pass	915.0	1.00%	6.67	1.00%	6.67	8.50%	22.66	921.67	921.67	937.66	Awarded	
Armedia	PaaS, SaaS	Pass	881.7		-	18.75%	124.97	24.00%	63.98	-	1,006.64	945.65	Awarded	
AskReply	SaaS	Pass	863.3		-		-	15.00%	39.99	-	-	903.32	Awarded	
Calibre Sys.	IaaS, PaaS, SaaS	Pass	884.2	2.25%	15.00	2.25%	15.00	2.25%	6.00	899.16	899.16	890.17	Awarded	
Capgemini America	IaaS, PaaS, SaaS	Pass	965.0	5.00%	33.33	6.33%	42.21	9.44%	25.16	998.33	1,007.21	990.16	Awarded	
CherryRoad Technologies	SaaS	Pass	808.3		-		-	25.00%	66.65	-	-	874.98	Awarded	
Codelynx	IaaS, PaaS, SaaS	Pass	869.2	1.25%	8.33	1.25%	8.33	1.25%	3.33	877.50	877.50	872.50	Awarded	
Companion Data Services	SaaS	Pass	880.0		-		-	0.50%	1.33	-	-	881.33	Awarded	
DXC Technology	IaaS, Paas, SaaS	Pass	948.3	2.00%	13.33	4.50%	29.99	9.00%	23.99	961.66	978.33	972.33	Awarded	
ECS Federal	PaaS	Pass	929.2		-	2.00%	13.33		-	-	942.50	-	Awarded	
EMC Corporation	PaaS	Pass	845.0		-	15.00%	99.98		-	-	944.98	-	Awarded	
Enformion	SaaS	Pass	824.2		-		-	35.71%	95.21	-	-	919.38	Awarded	
Enquizit	IaaS, Paas, SaaS	Pass	858.3	6.10%	40.66	6.10%	40.66	6.10%	16.26	898.99	898.99	874.60	Awarded	
Ensono	IaaS	Pass	884.2	5.00%	33.33		-		-	917.49	-	-	Awarded	
eSolutions Group	SaaS	Pass	854.2		-		-	50.00%	133.30	-	-	987.47	Awarded	
Experian Information Sys.	SaaS	Pass	850.8		-		-	26.00%	69.32	-	-	920.15	Awarded	
Global Technology Resources	IaaS, PaaS, SaaS	Pass	878.3	2.00%	13.33	2.00%	13.33	1.00%	2.67	891.66	891.66	881.00	Awarded	
GlobalTech dba eGlobalTech	IaaS	Pass	895.0	5.00%	33.33		-		-	928.33	-	-	Awarded	
Hewlett Packard Ent.	IaaS, PaaS, SaaS	Pass	885.0	15.27%	101.79	9.60%	63.98	7.00%	18.66	986.79	948.98	903.66	Awarded	
Human Resource Technologies	IaaS, PaaS, SaaS	Pass	867.5	20.00%	133.30	20.00%	133.30	20.00%	53.32	1,000.80	1,000.80	920.82	Awarded	
Hyland Software	SaaS	Pass	813.3		-		-	20.00%	53.32	-	-	866.65	Awarded	
IBM	IaaS, PaaS, SaaS	Pass	910.0	3.00%	20.00	3.00%	20.00	3.00%	8.00	930.00	930.00	918.00	Awarded	
Include Information Mgt.	IaaS, PaaS, SaaS	Pass	875.0	4.50%	29.99	4.50%	29.99	6.42%	17.11	904.99	904.99	892.11	Awarded	
Laserfiche	SaaS	Pass	834.2		-		-	29.08%	77.53	-	-	911.70	Awarded	
Mediware Human and Social Services	SaaS	Pass	864.2		-		-	5.00%	13.33	-	-	877.50	Awarded	
NWN Corp.	IaaS, PaaS, SaaS	Pass	853.3	6.50%	43.32	1.00%	6.67	6.71%	17.89	896.66	860.00	871.22	Awarded	
PCMG	IaaS, PaaS, SaaS	Pass	851.7	8.25%	54.99	6.00%	39.99	6.00%	16.00	906.65	891.66	867.66	Awarded	
Presidio Networked Solutions	IaaS, PaaS, SaaS	Pass	877.5	1.08%	7.16	1.08%	7.16	1.08%	2.87	884.66	884.66	880.37	Awarded	
Red River Computer	IaaS, PaaS, SaaS	Pass	905.8	3.00%	20.00	3.00%	20.00	6.50%	17.33	925.83	925.83	923.16	Awarded	
ViON Corporation	IaaS, PaaS, SaaS	Pass	905.8	5.20%	34.66	5.20%	34.66	5.20%	13.86	940.49	940.49	919.70	Awarded	
Visionary Integration Professionals	SaaS	Pass	826.7		-		-	15.00%	39.99	-	-	866.66	Awarded	
Vendor 37	SaaS	Pass	842.5		-		-	2.00%	5.33	-	-	847.83	Rejected	
Vendor 38	IaaS, PaaS, SaaS	Pass	847.5	2.50%	16.66	2.50%	16.66	2.50%	6.67	864.16	864.16	854.17	Rejected	
Vendor 39	SaaS	Pass	810.8		-		-	20.00%	53.32	-	-	864.15	Rejected	
Vendor 40	IaaS, PaaS	Pass	855.0	4.00%	26.66	3.00%	20.00		-	881.66	875.00	-	Rejected	
Vendor 41	SaaS	Pass	825.8		-		-	15.00%	39.99	-	-	865.82	Rejected	
Vendor 42	IaaS, PaaS, SaaS	Pass	841.7	3.00%	20.00	3.00%	20.00	3.00%	8.00	861.66	861.66	849.66	Rejected	
Vendor 43	IaaS, PaaS, SaaS	Pass	853.3	3.10%	20.66	3.10%	20.66	3.10%	8.26	873.99	873.99	861.60	Rejected	
Vendor 44	SaaS	Pass	841.7		-		-	3.00%	8.00	-	-	849.66	Rejected	
Vendor 45	SaaS	Pass	817.5		-		-	5.00%	13.33	-	-	830.83	Rejected	
Vendor 46	IaaS, PaaS, SaaS	Pass	841.7	1.50%	10.00	1.50%	10.00	4.22%	11.26	851.66	851.66	852.92	Rejected	
Vendor 47	IaaS	Pass	856.7	2.00%	13.33		-		-	870.00	-	-	Rejected	
Vendor 6	IaaS	Pass	774.2		-		-		-	-	-	-	Rejected	
Vendor 7	SaaS, IaaS	Pass	807.5		-		-		-	-	-	-	Rejected	
Vendor 8	SaaS	Pass	665.0		-		-		-	-	-	-	Rejected	
Vendor 9	IaaS, PaaS, SaaS	Pass	809.2		-		-		-	-	-	-	Rejected	
Vendor 10	IaaS, PaaS, SaaS	Pass	720.0		-		-		-	-	-	-	Rejected	
Vendor 11	IaaS, PaaS	Pass	752.5		-		-		-	-	-	-	Rejected	
Vendor 12	IaaS, PaaS, SaaS	Pass	819.2		-		-		-	-	-	-	Rejected	

<b>Cloud Solutions</b>														<b>Total Proposals:</b>		80
<b>Solicitation # SK18008</b>														<b># Awarded:</b>		33
<b>Master Summary Evaluation</b>														<b># Rejected:</b>		47
				<b>Stage 2 - SaaS Only Threshold:</b>		805	points			IAA	PaaS	SaaS				
				<b>Stage 2 - All Other Thresholds:</b>		840	points			<b>Award Threshold:</b>		900.00	900.00	866.25		
				<b>Stage 3 Cost Evaluation Points</b>						<b>Total Combined Scores</b>						
<b>Vendors</b>	<b>Categories</b>	<b>Stage 1: Mandatory Minimums</b>	<b>Stage 2: Technical Evaluation Points</b>	<b>IAA %</b>	<b>IAA Points</b>	<b>PaaS %</b>	<b>PaaS Points</b>	<b>SaaS %</b>	<b>SaaS Points</b>	<b>IAA</b>	<b>PaaS</b>	<b>SaaS</b>	<b>Award Status</b>			
Vendor 13	SaaS	Pass	779.2										Rejected			
Vendor 14	IAA, PaaS, SaaS	Pass	818.3										Rejected			
Vendor 15	IAA, PaaS, SaaS	Pass	777.5										Rejected			
Vendor 16	IAA, PaaS	Pass	769.2										Rejected			
Vendor 17	SaaS	Pass	783.3										Rejected			
Vendor 18	SaaS	Pass	746.7										Rejected			
Vendor 19	IAA, PaaS, SaaS	Pass	834.2										Rejected			
Vendor 20	IAA, PaaS, SaaS	Pass	787.5										Rejected			
Vendor 21	IAA, PaaS	Pass	760.8										Rejected			
Vendor 22	IAA, PaaS, SaaS	Pass	822.5										Rejected			
Vendor 23	PaaS	Pass	683.3										Rejected			
Vendor 24	IAA, PaaS, SaaS	Pass	832.5										Rejected			
Vendor 25	IAA, PaaS, SaaS	Pass	753.3										Rejected			
Vendor 26	IAA, PaaS, SaaS	Pass	775.0										Rejected			
Vendor 27	IAA, SaaS	Pass	760.8										Rejected			
Vendor 28	IAA	Pass	558.3										Rejected			
Vendor 29	IAA, SaaS	Pass	771.7										Rejected			
Vendor 30	IAA, PaaS	Pass	837.5										Rejected			
Vendor 31	IAA, PaaS, SaaS	Pass	726.7										Rejected			
Vendor 32	IAA, PaaS, SaaS	Pass	835.0										Rejected			
Vendor 33	IAA, PaaS, SaaS	Pass	746.7										Rejected			
Vendor 34	IAA, PaaS, SaaS	Pass	831.7										Rejected			
Vendor 35	IAA	Pass	778.3										Rejected			
Vendor 36	IAA	Pass	835.8										Rejected			
Vendor 1	IAA, PaaS, SaaS	Fail											Rejected			
Vendor 2	SaaS	Fail											Rejected			
Vendor 3	SaaS	Fail											Rejected			
Vendor 4	SaaS	Fail											Rejected			
Vendor 5	SaaS	Fail											Rejected			

**Cloud Solutions**  
**Solicitation # SK18008**  
**Stage 2 Evaluation Summary**

SAAS											
Stage 1: Minimum Mandatory Requirements	8x8 Inc	AskReply	Vendor 37	CherryRoad Technologies	Companion Data Services	Vendor 8	Vendor 13	Enformion	eSolutions Group	Vendor 39	Experian Information Sys.
1 Acknowledgement of Amendments	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
2 Cover Letter	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
3 Executive Summary	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
4 General Requirements	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
5 Recertification	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
6 Business Profile	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
7 Scope of Experience	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
8 Financials	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
9 Contract Manager	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
10 Cost Proposal Submitted	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS

SAAS												
Weight	Stage 2 - Technical Scores	8x8 Inc	AskReply	Vendor 37	CherryRoad Technologies	Companion Data Services	Vendor 8	Vendor 13	Enformion	eSolutions Group	Vendor 39	Experian Information Sys.
<b>BUSINESS INFORMATION</b>												
	<b>Criteria #1 (6.1) - Business Profile</b>											
	Evaluator #1	3.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	5.0	4.0	4.0
	Evaluator #2	4.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0
	Evaluator #3	5.0	5.0	5.0	4.0	5.0	5.0	5.0	5.0	5.0	5.0	4.0
	Evaluator #4	4.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	5.0	4.0	4.0
	Evaluator #5	4.0	4.0	4.0	3.0	4.0	2.0	5.0	3.0	4.0	4.0	4.0
	Evaluator #6	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0
	Total Average Score	4.0	3.7	4.0	3.5	4.0	2.8	4.2	3.7	4.3	3.7	4.0
5.0	<b>Criteria #1 - Total Points (Total Possible Points = 25)</b>	20.0	18.3	20.0	17.5	20.0	14.2	20.8	18.3	21.7	18.3	20.0
	<b>Criteria #2 (6.2) - Scope of Experience</b>											
	Evaluator #1	3.0	4.0	3.0	4.0	4.0	3.0	5.0	3.0	5.0	4.0	4.0
	Evaluator #2	3.0	3.0	2.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0
	Evaluator #3	5.0	5.0	3.0	5.0	5.0	5.0	4.0	5.0	5.0	4.0	4.0
	Evaluator #4	4.0	4.0	3.0	4.0	4.0	3.0	5.0	4.0	3.0	3.0	4.0
	Evaluator #5	3.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0
	Evaluator #6	4.0	4.0	3.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0
	Total Average Score	3.7	4.0	2.8	4.2	3.8	3.3	4.3	3.5	4.0	3.7	4.0
5.0	<b>Criteria #2 - Total Points (Total Possible Points = 25)</b>	18.3	20.0	14.2	20.8	19.2	16.7	21.7	17.5	20.0	18.3	20.0
	<b>Criteria #3 (6.4) - General Information</b>											
	Evaluator #1	4.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0
	Evaluator #2	4.0	2.0	3.0	2.0	3.0	3.0	3.0	2.0	2.0	4.0	3.0
	Evaluator #3	5.0	3.0	5.0	3.0	5.0	5.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #4	4.0	3.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0
	Evaluator #5	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0
	Evaluator #6	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0
	Total Average Score	4.0	3.0	3.7	3.3	3.7	3.3	3.7	3.5	3.7	3.7	3.7
5.0	<b>Criteria #3 - Total Points (Total Possible Points = 25)</b>	20.0	15.0	18.3	16.7	18.3	16.7	18.3	17.5	18.3	18.3	18.3
	<b>Criteria #4 (6.5) - Billing and Pricing Practices</b>											
	Evaluator #1	3.0	4.0	4.0	3.0	4.0	1.0	3.0	4.0	4.0	3.0	4.0
	Evaluator #2	3.0	3.0	3.0	3.0	4.0	2.0	3.0	3.0	3.0	2.0	3.0
	Evaluator #3	5.0	5.0	5.0	5.0	5.0	3.0	5.0	5.0	5.0	3.0	4.0
	Evaluator #4	4.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #6	4.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0
	Total Average Score	3.7	3.8	3.5	3.5	3.8	2.5	3.7	3.8	3.8	3.0	3.7
5.0	<b>Criteria #4 - Total Points (Total Possible Points = 25)</b>	18.3	19.2	17.5	17.5	19.2	12.5	18.3	19.2	19.2	15.0	18.3
	<b>Criteria #5 (6.6) - Best Practices</b>											
	Evaluator #1	4.0	5.0	4.0	4.0	4.0	2.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #2	4.0	3.0	3.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #3	5.0	5.0	5.0	4.0	5.0	3.0	5.0	5.0	5.0	4.0	4.0
	Evaluator #4	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #5	4.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #6	4.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0
	Total Average Score	4.2	4.0	3.8	3.7	4.0	2.7	3.7	4.0	3.7	3.7	3.7
5.0	<b>Criteria #5 - Total Points (Total Possible Points = 25)</b>	20.8	20.0	19.2	18.3	20.0	13.3	18.3	20.0	18.3	18.3	18.3
<b>ORGANIZATION AND STAFFING</b>												
	<b>Criteria #1 (7.1) - Contract Manager</b>											
	Evaluator #1	3.0	4.0	2.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #2	3.0	4.0	1.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #3	4.0	5.0	2.0	5.0	5.0	2.0	2.0	5.0	5.0	3.0	4.0
	Evaluator #4	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	5.0	3.0	4.0
	Evaluator #5	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #6	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0
	Total Average Score	3.5	4.2	2.3	3.8	4.0	3.0	3.3	4.0	4.0	3.5	3.8
5.0	<b>Criteria #1 - Total Points (Total Possible Points = 25)</b>	17.5	20.8	11.7	19.2	20.0	15.0	16.7	20.0	20.0	17.5	19.2
<b>TECHNICAL REQUIREMENTS</b>												
	<b>Criteria #1 (8.1) - Technical Requirements</b>											
	Evaluator #1	3.0	3.0	4.0	5.0	4.0	1.0	3.0	4.0	3.0	3.0	4.0
	Evaluator #2	3.0	3.0	4.0	4.0	4.0	3.0	3.0	2.0	3.0	2.0	4.0
	Evaluator #3	5.0	5.0	5.0	5.0	5.0	3.0	5.0	3.0	5.0	4.0	4.0
	Evaluator #4	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0
	Evaluator #5	4.0	4.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0
	Evaluator #6	4.0	4.0	3.0	4.0	4.0	1.0	3.0	3.0	4.0	4.0	4.0
	Total Average Score	3.8	3.8	4.0	4.3	4.0	2.3	3.5	3.3	3.7	3.3	3.8
10.0	<b>Criteria #1 - Total Points (Total Possible Points = 50)</b>	38.3	38.3	40.0	43.3	40.0	23.3	35.0	33.3	36.7	33.3	38.3
	<b>Criteria #2 (8.2) - Subcontractors</b>											
	Evaluator #1	2.0	4.0	4.0	3.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0
	Evaluator #2	3.0	5.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0
	Evaluator #3	3.0	5.0	5.0	5.0	5.0	5.0	5.0	4.0	5.0	4.0	4.0
	Evaluator #4	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #5	3.0	4.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0
	Evaluator #6	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
	Total Average Score	2.8	4.3	3.8	3.8	4.0	3.8	3.7	3.7	4.2	3.8	3.7
10.0	<b>Criteria #2 - Total Points (Total Possible Points = 50)</b>	28.3	43.3	38.3	38.3	40.0	38.3	36.7	36.7	41.7	38.3	36.7
	<b>Criteria #3 (8.3) - Working with Purchasing Entities</b>											
	Evaluator #1	3.0	4.0	4.0	4.0	4.0	2.0	2.0	4.0	5.0	4.0	4.0
	Evaluator #2	3.0	3.0	4.0	3.0	4.0	2.0	2.0	2.0	4.0	2.0	4.0
	Evaluator #3	4.0	5.0	5.0	5.0	5.0	3.0	3.0	4.0	5.0	4.0	4.0
	Evaluator #4	4.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0
	Evaluator #5	4.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	4.0
	Evaluator #6	4.0	4.0	3.0	4.0	4.0	2.0	2.0	4.0	4.0	3.0	4.0
	Total Average Score	3.7	4.0	3.8	3.8	4.0	2.5	2.5	3.7	4.3	3.3	4.0
10.0	<b>Criteria #3 - Total Points (Total Possible Points = 50)</b>	36.7	40.0	38.3	38.3	40.0	25.0	25.0	36.7	43.3	33.3	40.0
	<b>Criteria #4 (8.4) - Customer Service</b>											
	Evaluator #1	3.0	3.0	4.0	3.0	5.0	2.0	3.0	3.0	4.0	4.0	4.0
	Evaluator #2	3.0	3.0	4.0	2.0	5.0	2.0	2.0	2.0	3.0	2.0	3.0
	Evaluator #3	5.0	5.0	5.0	3.0	5.0	3.0	4.0	3.0	5.0	4.0	4.0
	Evaluator #4	4.0	3.0	4.0	4.0	5.0	3.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #5	4.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0
	Evaluator #6	4.0	4.0	4.0	3.0	4.0	2.0	3.0	3.0	4.0	3.0	4.0
	Total Average Score	3.8	3.7	4.2	3.0	4.5	2.5	3.3	3.0	3.8	3.3	3.8
10.0	<b>Criteria #4 - Total Points (Total Possible Points = 50)</b>	38.3	36.7	41.7	30.0	45.0	25.0	33.3	30.0	38.3	33.3	3



Exhibit 1: Master Summary Evaluation

		SAAS										
Weight	Stage 2 - Technical Scores	8x8 Inc	AskReply	Vendor 37	CherryRoad Technologies	Companion Data Services	Vendor 8	Vendor 13	Enformion	eSolutions Group	Vendor 39	Experian Information Sys.
	<b>Criteria #9 (8.9) - Data Protection</b>											
	Evaluator #1	4.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0
	Evaluator #2	3.0	4.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #3	5.0	3.0	5.0	5.0	5.0	3.0	5.0	4.0	4.0	4.0	4.0
	Evaluator #4	4.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0
	Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0
	Evaluator #6	4.0	4.0	4.0	3.0	4.0	2.0	4.0	4.0	4.0	4.0	4.0
	Total Average Score	3.8	3.7	3.7	3.3	3.7	2.8	3.7	3.8	3.3	3.8	4.0
10.0	<b>Criteria #9 - Total Points (Total Possible Points = 50)</b>	38.3	36.7	36.7	33.3	36.7	28.3	36.7	38.3	33.3	38.3	40.0
	<b>Criteria #10 (8.10) - Service Level Agreements</b>											
	Evaluator #1	4.0	3.0	3.0	4.0	3.0	2.0	3.0	4.0	4.0	3.0	3.0
	Evaluator #2	3.0	2.0	4.0	2.0	4.0	2.0	3.0	3.0	3.0	2.0	2.0
	Evaluator #3	4.0	4.0	4.0	4.0	5.0	2.0	5.0	5.0	4.0	4.0	4.0
	Evaluator #4	4.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0
	Evaluator #5	3.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0
	Evaluator #6	4.0	4.0	3.0	2.0	4.0	1.0	3.0	4.0	4.0	3.0	4.0
	Total Average Score	3.7	3.5	3.5	3.3	3.7	2.2	3.7	3.8	3.8	3.0	3.3
10.0	<b>Criteria #10 - Total Points (Total Possible Points = 50)</b>	36.7	35.0	35.0	33.3	36.7	21.7	36.7	38.3	38.3	30.0	33.3
	<b>Criteria #11 (8.11) - Data Disposal</b>											
	Evaluator #1	4.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0
	Evaluator #2	3.0	2.0	4.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0
	Evaluator #3	5.0	4.0	4.0	3.0	5.0	5.0	5.0	5.0	4.0	4.0	4.0
	Evaluator #4	4.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	3.0
	Evaluator #5	3.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0
	Evaluator #6	4.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0
	Total Average Score	3.8	3.7	3.8	2.8	3.5	3.5	4.0	3.8	3.7	3.5	3.8
10.0	<b>Criteria #11 - Total Points (Total Possible Points = 50)</b>	38.3	36.7	38.3	28.3	35.0	35.0	40.0	38.3	36.7	35.0	38.3
	<b>Criteria #12 (8.12) - Performance Measures and Reports</b>											
	Evaluator #1	4.0	4.0	3.0	3.0	4.0	1.0	3.0	3.0	4.0	4.0	5.0
	Evaluator #2	4.0	3.0	2.0	3.0	3.0	2.0	2.0	3.0	4.0	2.0	3.0
	Evaluator #3	5.0	5.0	3.0	5.0	5.0	3.0	3.0	5.0	4.0	4.0	4.0
	Evaluator #4	5.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0
	Evaluator #5	4.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0
	Evaluator #6	4.0	4.0	3.0	3.0	3.0	2.0	3.0	4.0	4.0	4.0	3.0
	Total Average Score	4.3	4.0	3.0	3.3	3.7	2.3	2.8	3.7	4.0	3.7	3.7
10.0	<b>Criteria #12 - Total Points (Total Possible Points = 50)</b>	43.3	40.0	30.0	33.3	36.7	23.3	28.3	36.7	40.0	36.7	36.7
	<b>Criteria #13 (8.13) - Cloud Security Alliance Questionnaire</b>											
	Evaluator #1	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #3	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #4	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #6	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Total Average Score	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
10.0	<b>Criteria #13 - Total Points (Total Possible Points = 50)</b>	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0
	<b>Criteria #14 (8.14) - Service Provisioning</b>											
	Evaluator #1	4.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0
	Evaluator #2	3.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #3	5.0	5.0	5.0	3.0	5.0	5.0	5.0	5.0	4.0	4.0	4.0
	Evaluator #4	4.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0
	Evaluator #5	3.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0
	Evaluator #6	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0
	Total Average Score	3.8	3.5	3.7	3.0	3.5	3.5	3.8	4.0	3.8	3.5	3.5
10.0	<b>Criteria #14 - Total Points (Total Possible Points = 50)</b>	38.3	35.0	36.7	30.0	35.0	35.0	38.3	40.0	38.3	35.0	35.0
	<b>Criteria #15 (8.15) - Backup and Disaster Plan</b>											
	Evaluator #1	4.0	3.0	4.0	4.0	4.0	1.0	3.0	3.0	4.0	4.0	4.0
	Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0
	Evaluator #3	5.0	5.0	5.0	5.0	5.0	3.0	3.0	4.0	4.0	4.0	4.0
	Evaluator #4	4.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0
	Evaluator #5	4.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0
	Evaluator #6	4.0	4.0	4.0	4.0	4.0	3.0	2.0	4.0	4.0	3.0	4.0
	Total Average Score	4.0	3.7	3.7	3.8	3.8	2.7	2.8	3.5	3.7	3.3	3.8
10.0	<b>Criteria #15 - Total Points (Total Possible Points = 50)</b>	40.0	36.7	36.7	38.3	38.3	26.7	28.3	35.0	36.7	33.3	38.3
	<b>Criteria #16 (8.16) - Hosting and Provisioning</b>											
	Evaluator #1											
	Evaluator #2											
	Evaluator #3											
	Evaluator #4											
	Evaluator #5											
	Evaluator #6											
	Total Average Score	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10.0	<b>Criteria #16 - Total Points (Total Possible Points = 50)</b>	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Criteria #17 (8.17) - Trial and Testing Periods</b>											
	Evaluator #1	4.0	4.0	3.0	4.0	3.0	1.0	3.0	4.0	4.0	4.0	4.0
	Evaluator #2	4.0	3.0	2.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #3	5.0	5.0	3.0	5.0	5.0	3.0	2.0	5.0	4.0	4.0	4.0
	Evaluator #4	5.0	4.0	4.0	4.0	4.0	2.0	3.0	3.0	3.0	4.0	4.0
	Evaluator #5	4.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	3.0
	Evaluator #6	4.0	4.0	4.0	4.0	4.0	2.0	2.0	4.0	4.0	4.0	4.0
	Total Average Score	4.3	3.8	3.3	4.0	3.7	2.2	2.8	3.8	3.5	3.8	3.7
10.0	<b>Criteria #17 - Total Points (Total Possible Points = 50)</b>	43.3	38.3	33.3	40.0	36.7	21.7	28.3	38.3	35.0	38.3	36.7
	<b>Criteria #18 (8.18) - Integration and Customization</b>											
	Evaluator #1	3.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0
	Evaluator #2	4.0	3.0	4.0	3.0	3.0	3.0	2.0	3.0	3.0	3.0	4.0
	Evaluator #3	5.0	5.0	5.0	5.0	5.0	5.0	3.0	5.0	4.0	4.0	4.0
	Evaluator #4	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0
	Evaluator #5	3.0	4.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0
	Evaluator #6	4.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0
	Total Average Score	3.8	4.0	4.2	4.0	3.7	3.5	3.2	4.0	3.7	3.5	4.0
10.0	<b>Criteria #18 - Total Points (Total Possible Points = 50)</b>	38.3	40.0	41.7	40.0	36.7	35.0	31.7	40.0	36.7	35.0	40.0
	<b>Criteria #19 (8.19) - Marketing Plan</b>											
	Evaluator #1	4.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0
	Evaluator #2	3.0	3.0	4.0	3.0	4.0	3.0	3.0	2.0	3.0	3.0	3.0
	Evaluator #3	5.0	5.0	5.0	5.0	5.0	3.0	5.0	3.0	4.0	4.0	4.0
	Evaluator #4	4.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0
	Evaluator #5	4.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	4.0
	Evaluator #6	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	3.0	4.0
	Total Average Score	4.0	3.8	4.0	3.7	4.0	3.0	4.0	3.0	3.5	3.3	3.5
10.0	<b>Criteria #19 - Total Points (Total Possible Points = 50)</b>	40.0	38.3	40.0	36.7	40.0	30.0	40.0	30.0	35.0	33.3	35.0
	<b>Criteria #20 (8.20) - Value-Added Services</b>											
	Evaluator #1	4.0	3.0	3.0	3.0	5.0	3.0	4.0	4.0	4.0	4.0	3.0
	Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #3	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	4.0	4.0	4.0
	Evaluator #4	4.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0
	Evaluator #5	4.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0
	Evaluator #6	4.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0
	Total Average Score	4.0	3.5	3.3	3.8	4.0	3.5	3.5	3.7	3.8	3.5	3.3
10.0	<b>Criteria #20 - Total Points (Total Possible Points = 50)</b>	40.0	35.0	33.3	38.3	40.0	35.0	35.0	36.7	38.3	35.0	33.3
	<b>Criteria #21 (8.22) - Supporting Infrastructure</b>											
	Evaluator #1	4.0	3.0	3.0	2.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0
	Evaluator #2	4.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0
	Evaluator #3	5.0	3.0	5.0	2.0	5.0	3.0	5.0	3.0	4.0	4.0	4.0
	Evaluator #4	4.0	4.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0	3.	

**Cloud Solutions**  
**Solicitation # SK18008**  
**Stage 2 Evaluation Summary**

	PAAS											
Stage 1: Minimum Mandatory Requirements	Vendor 41	Hyland Software	Vendor 17	Vendor 18	Laserfiche	Vendor 44	Mediware Human and Social Services	Vendor 45	Visionary Integration Professionals	ECS Federal	EMC Corporation	Vendor 23
Acknowledgement of Amendments	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Cover Letter	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Executive Summary	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
General Requirements	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Recertification	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Business Profile	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Scope of Experience	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Financials	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Contract Manager	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Cost Proposal Submitted	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS

	PAAS											
Stage 2 - Technical Scores	Vendor 41	Hyland Software	Vendor 17	Vendor 18	Laserfiche	Vendor 44	Mediware Human and Social Services	Vendor 45	Visionary Integration Professionals	ECS Federal	EMC Corporation	Vendor 23
<b>IS INFORMATION</b>												
<b>Criteria #1 (6.1) - Business Profile</b>												
Evaluator #1	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #2	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0
Evaluator #4	3.0	4.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	5.0	5.0	3.0
Evaluator #5	2.0	4.0	4.0	2.0	4.0	3.0	4.0	3.0	4.0	3.0	3.0	4.0
Evaluator #6	3.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0
Total Average Score	3.2	3.8	4.0	3.2	3.7	3.5	3.8	3.5	3.8	4.2	4.0	3.5
<b>Criteria #1 - Total Points (Total Possible Points = 25)</b>	15.8	19.2	20.0	15.8	18.3	17.5	19.2	17.5	19.2	20.8	20.0	17.5
<b>Criteria #2 (6.2) - Scope of Experience</b>												
Evaluator #1	3.0	4.0	2.0	3.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0
Evaluator #2	3.0	4.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	5.0	4.0	4.0
Evaluator #5	3.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0
Evaluator #6	3.0	4.0	2.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0
Total Average Score	3.2	4.0	2.5	3.3	3.8	3.7	3.7	3.7	3.7	4.3	3.8	3.7
<b>Criteria #2 - Total Points (Total Possible Points = 25)</b>	15.8	20.0	12.5	16.7	19.2	18.3	18.3	18.3	18.3	21.7	19.2	18.3
<b>Criteria #3 (6.4) - General Information</b>												
Evaluator #1	4.0	3.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #2	2.0	3.0	4.0	3.0	3.0	4.0	4.0	3.0	2.0	4.0	4.0	4.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	3.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	5.0	4.0	5.0
Evaluator #5	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0
Evaluator #6	3.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0
Total Average Score	3.2	3.2	3.7	3.5	3.7	4.2	3.7	3.5	3.7	4.2	4.0	3.8
<b>Criteria #3 - Total Points (Total Possible Points = 25)</b>	15.8	15.8	18.3	17.5	18.3	20.8	18.3	17.5	18.3	20.8	20.0	19.2
<b>Criteria #4 (6.5) - Billing and Pricing Practices</b>												
Evaluator #1	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	5.0	4.0	2.0
Evaluator #2	3.0	2.0	4.0	3.0	4.0	4.0	3.0	3.0	2.0	4.0	3.0	2.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	2.0
Evaluator #4	4.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0	5.0	3.0	3.0	3.0
Evaluator #5	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0
Evaluator #6	3.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0	1.0
Total Average Score	3.5	3.0	3.7	3.5	3.8	3.5	3.7	3.3	3.5	4.5	3.5	2.2
<b>Criteria #4 - Total Points (Total Possible Points = 25)</b>	17.5	15.0	18.3	17.5	19.2	17.5	18.3	16.7	17.5	22.5	17.5	10.8
<b>Criteria #5 (6.6) - Best Practices</b>												
Evaluator #1	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	5.0	5.0	4.0	3.0
Evaluator #2	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	2.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0
Evaluator #5	3.0	4.0	4.0	3.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0
Evaluator #6	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	2.0
Total Average Score	3.5	3.8	4.0	3.7	3.7	3.7	3.8	3.5	3.8	4.0	3.7	3.0
<b>Criteria #5 - Total Points (Total Possible Points = 25)</b>	17.5	19.2	20.0	18.3	18.3	18.3	19.2	17.5	19.2	20.0	18.3	15.0
<b>ACTION AND STAFFING</b>												
<b>Criteria #1 (7.1) - Contract Manager</b>												
Evaluator #1	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	3.0	2.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #5	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0
Evaluator #6	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0
Total Average Score	3.7	3.8	3.5	3.5	3.5	3.8	3.8	3.7	3.5	4.0	3.7	3.8
<b>Criteria #1 - Total Points (Total Possible Points = 25)</b>	18.3	19.2	17.5	17.5	17.5	19.2	19.2	18.3	17.5	20.0	18.3	19.2
<b>AL REQUIREMENTS</b>												
<b>Criteria #1 (8.1) - Technical Requirements</b>												
Evaluator #1	4.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0	2.0
Evaluator #2	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	2.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	1.0
Evaluator #4	4.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0
Evaluator #5	3.0	3.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	3.0	1.0
Total Average Score	3.5	3.5	3.3	3.3	3.5	3.7	3.8	3.2	3.3	3.7	3.3	2.0
<b>Criteria #1 - Total Points (Total Possible Points = 50)</b>	35.0	35.0	33.3	33.3	35.0	36.7	38.3	31.7	33.3	36.7	33.3	20.0
<b>Criteria #2 (8.2) - Subcontractors</b>												
Evaluator #1	4.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0
Evaluator #2	3.0	3.0	2.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	2.0	3.0
Evaluator #4	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0	5.0	4.0	3.0
Evaluator #5	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	3.0
Evaluator #6	4.0	4.0	2.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	2.0
Total Average Score	3.8	3.7	2.7	3.7	3.7	3.8	3.5	3.5	3.8	4.2	3.2	2.8
<b>Criteria #2 - Total Points (Total Possible Points = 50)</b>	38.3	36.7	26.7	36.7	36.7	38.3	35.0	35.0	38.3	41.7	31.7	28.3
<b>Criteria #3 (8.3) - Working with Purchasing Entities</b>												
Evaluator #1	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	5.0	4.0	3.0	3.0
Evaluator #2	2.0	3.0	3.0	2.0	4.0	2.0	2.0	4.0	4.0	4.0	2.0	3.0
Evaluator #3	4.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	3.0
Evaluator #4	3.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	5.0	4.0	3.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	3.0
Evaluator #6	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	1.0
Total Average Score	3.5	3.8	3.8	3.2	4.0	3.7	3.2	3.8	4.2	4.2	3.0	2.7
<b>Criteria #3 - Total Points (Total Possible Points = 50)</b>	35.0	38.3	38.3	31.7	40.0	36.7	31.7	38.3	41.7	41.7	30.0	26.7
<b>Criteria #4 (8.4) - Customer Service</b>												
Evaluator #1	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0
Evaluator #2	4.0	4.0	3.0	3.0	2.0	3.0	2.0	3.0	3.0	3.0	4.0	2.0
Evaluator #3	4.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0
Evaluator #4	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0	5.0	3.0	3.0
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0	3.0	3.0	2.0
Total Average Score	3.7	3.7	3.5	3.2	3.3	3.5	3.5	3.3	3.5	3.5	3.7	2.7
<b>Criteria #4 - Total Points (Total Possible Points = 50)</b>	36.7	36.7	35.0	31.7	33.3	35.0	35.0	33.3	35.0	35.0	36.7	26.7
<b>Criteria #5 (8.5) - Security of Information</b>												
Evaluator #1	4.0	4.0	4.0	3.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	3.0
Evaluator #2	3.0	2.0	4.0	2.0	3.0	4.0	4.0	2.0	3.0	4.0	4.0	

Exhibit 1: Master Summary Evaluation

											PAAS		
Stage 2 - Technical Scores	Vendor 41	Hyland Software	Vendor 17	Vendor 18	Laserfiche	Vendor 44	Mediware Human and Social Services	Vendor 45	Visionary Integration Professionals	ECS Federal	EMC Corporation	Vendor 23	
<b>Criteria #9 (8.9) - Data Protection</b>													
Evaluator #1	4.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	
Evaluator #2	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	
Evaluator #3	4.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	2.0	
Evaluator #4	4.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	
Evaluator #6	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	2.0	
Total Average Score	3.7	3.3	3.5	3.2	3.7	3.5	3.5	3.5	3.7	4.0	3.7	2.7	
<b>Criteria #9 - Total Points (Total Possible Points = 50)</b>	36.7	33.3	35.0	31.7	36.7	35.0	35.0	35.0	36.7	40.0	36.7	26.7	
<b>Criteria #10 (8.10) - Service Level Agreements</b>													
Evaluator #1	4.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	
Evaluator #2	4.0	2.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0	4.0	3.0	
Evaluator #3	4.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	2.0	4.0	
Evaluator #4	4.0	2.0	3.0	2.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	
Evaluator #6	4.0	2.0	4.0	4.0	4.0	4.0	2.0	3.0	3.0	4.0	3.0	2.0	
Total Average Score	4.0	2.8	3.3	3.3	3.8	3.5	3.5	3.3	3.5	3.8	3.5	3.2	
<b>Criteria #10 - Total Points (Total Possible Points = 50)</b>	40.0	28.3	33.3	33.3	38.3	35.0	33.3	35.0	38.3	35.0	35.0	31.7	
<b>Criteria #11 (8.11) - Data Disposal</b>													
Evaluator #1	3.0	4.0	3.0	2.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0	2.0	
Evaluator #2	3.0	3.0	3.0	2.0	2.0	4.0	4.0	3.0	4.0	4.0	2.0	2.0	
Evaluator #3	4.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	
Evaluator #4	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	
Evaluator #6	4.0	4.0	4.0	3.0	4.0	4.0	5.0	4.0	3.0	4.0	4.0	2.0	
Total Average Score	3.5	3.7	3.3	2.8	3.2	3.8	4.0	3.5	3.0	3.8	3.3	2.5	
<b>Criteria #11 - Total Points (Total Possible Points = 50)</b>	35.0	36.7	33.3	28.3	31.7	38.3	40.0	35.0	30.0	38.3	33.3	25.0	
<b>Criteria #12 (8.12) - Performance Measures and Reports</b>													
Evaluator #1	5.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	
Evaluator #2	4.0	2.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	
Evaluator #3	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	
Evaluator #5	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	
Evaluator #6	3.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	3.0	3.0	2.0	
Total Average Score	3.8	3.2	3.7	3.2	3.8	3.8	3.7	3.8	3.5	3.7	3.7	3.2	
<b>Criteria #12 - Total Points (Total Possible Points = 50)</b>	38.3	31.7	36.7	31.7	38.3	38.3	36.7	38.3	35.0	36.7	36.7	31.7	
<b>Criteria #13 (8.13) - Cloud Security Alliance Questionnaire</b>													
Evaluator #1	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
Evaluator #3	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
Evaluator #4	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
Evaluator #6	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
Total Average Score	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
<b>Criteria #13 - Total Points (Total Possible Points = 50)</b>	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	
<b>Criteria #14 (8.14) - Service Provisioning</b>													
Evaluator #1	4.0	3.0	3.0	3.0	4.0	4.0	3.0	4.0	5.0	4.0	3.0	3.0	
Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	4.0	3.0	3.0	2.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	
Evaluator #5	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	
Evaluator #6	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	
Total Average Score	3.8	3.5	3.2	3.3	3.7	3.7	3.5	3.8	3.8	3.8	3.3	3.2	
<b>Criteria #14 - Total Points (Total Possible Points = 50)</b>	38.3	35.0	31.7	33.3	36.7	36.7	35.0	38.3	38.3	38.3	33.3	31.7	
<b>Criteria #15 (8.15) - Backup and Disaster Plan</b>													
Evaluator #1	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	2.0	
Evaluator #2	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	2.0	
Evaluator #3	4.0	4.0	3.0	3.0	4.0	4.0	5.0	4.0	4.0	4.0	3.0	2.0	
Evaluator #4	4.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	2.0	
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	
Evaluator #6	4.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	3.0	3.0	2.0	
Total Average Score	3.8	3.5	3.7	3.3	4.0	3.8	4.3	4.0	3.7	3.8	3.7	2.2	
<b>Criteria #15 - Total Points (Total Possible Points = 50)</b>	38.3	35.0	36.7	33.3	40.0	38.3	43.3	40.0	36.7	38.3	36.7	21.7	
<b>Criteria #16 (8.16) - Hosting and Provisioning</b>													
Evaluator #1										4.0	4.0	1.0	
Evaluator #2										4.0	4.0	2.0	
Evaluator #3										4.0	4.0	2.0	
Evaluator #4										4.0	3.0	2.0	
Evaluator #5										4.0	4.0	3.0	
Evaluator #6										4.0	2.0	2.0	
Total Average Score	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.0	3.5	2.0	
<b>Criteria #16 - Total Points (Total Possible Points = 50)</b>	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	40.0	35.0	20.0	
<b>Criteria #17 (8.17) - Trial and Testing Periods</b>													
Evaluator #1	4.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	5.0	4.0	3.0	
Evaluator #2	5.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0	4.0	3.0	
Evaluator #3	4.0	4.0	3.0	3.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	4.0	4.0	4.0	2.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	
Evaluator #6	4.0	4.0	3.0	4.0	4.0	4.0	5.0	4.0	4.0	3.0	3.0	3.0	
Total Average Score	4.2	3.8	3.5	3.2	3.8	3.7	4.3	3.5	3.7	4.0	3.7	3.3	
<b>Criteria #17 - Total Points (Total Possible Points = 50)</b>	41.7	38.3	35.0	31.7	38.3	36.7	43.3	35.0	36.7	40.0	36.7	33.3	
<b>Criteria #18 (8.18) - Integration and Customization</b>													
Evaluator #1	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #2	2.0	2.0	3.0	2.0	2.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	
Evaluator #3	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	
Evaluator #4	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	
Evaluator #6	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	
Total Average Score	3.3	3.3	3.3	3.0	3.5	3.8	3.8	3.8	3.8	3.8	3.7	3.3	
<b>Criteria #18 - Total Points (Total Possible Points = 50)</b>	33.3	33.3	33.3	30.0	35.0	38.3	38.3	38.3	38.3	38.3	36.7	33.3	
<b>Criteria #19 (8.19) - Marketing Plan</b>													
Evaluator #1	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	
Evaluator #2	3.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	3.0	3.0	4.0	2.0	
Evaluator #3	4.0	4.0	2.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0	
Evaluator #4	3.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	
Evaluator #6	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	
Total Average Score	3.3	3.8	3.0	3.2	3.7	3.5	3.7	3.8	3.2	3.8	4.0	2.8	
<b>Criteria #19 - Total Points (Total Possible Points = 50)</b>	33.3	38.3	30.0	31.7	36.7	35.0	36.7	38.3	31.7	38.3	40.0	28.3	
<b>Criteria #20 (8.20) - Value-Added Services</b>													
Evaluator #1	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	3.0	
Evaluator #2	3.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	
Evaluator #3	4.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	2.0	
Evaluator #4	3.0	4.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0	
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	
Evaluator #6	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	
Total Average Score	3.3	3.7	3.3	3.2	3.5	3.8	3.7	3.8	3.7	4.2	3.7	2.8	
<b>Criteria #20 - Total Points (Total Possible Points = 50)</b>	33.3	36.7	33.3	31.7	35.0	38.3	36.7	38.3	36.7	41.7	36.7	28.3	
<b>Criteria #21 (8.22) - Supporting Infrastructure</b>													
Evaluator #1	3.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	
Evaluator #2	3.0	3.0											

**Cloud Solutions**  
**Solicitation # SK18008**  
**Stage 2 Evaluation Summary**

IAAS																
Stage 1: Minimum Mandatory Requirements	Vendor 6	Ensono	GlobalTech dba eGlobalTech	Vendor 28	Vendor 47	Vendor 35	Vendor 36	A&T Systems	Accenture	Armada	Calibre Sys.	Capgemini America	Vendor 7	Codelynx	Vendor 9	Vendor 10
Acknowledgement of Amendments	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Cover Letter	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Executive Summary	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
General Requirements	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Recertification	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Business Profile	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Scope of Experience	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Financials	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Contract Manager	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Cost Proposal Submitted	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS

IAAS																
Stage 2 - Technical Scores	Vendor 6	Ensono	GlobalTech dba eGlobalTech	Vendor 28	Vendor 47	Vendor 35	Vendor 36	A&T Systems	Accenture	Armada	Calibre Sys.	Capgemini America	Vendor 7	Codelynx	Vendor 9	Vendor 10
<b>IS INFORMATION</b>																
<b>Criteria #1 (6.1) - Business Profile</b>																
Evaluator #1	3.0	4.0	5.0	4.0	4.0	4.0	5.0	5.0	4.0	4.0	4.0	5.0	3.0	4.0	5.0	4.0
Evaluator #2	3.0	3.0	4.0	2.0	3.0	3.0	4.0	3.0	5.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0
Evaluator #3	3.0	4.0	4.0	4.0	4.0	4.0	5.0	5.0	5.0	4.0	4.0	5.0	3.0	5.0	3.0	4.0
Evaluator #4	3.0	4.0	5.0	3.0	3.0	4.0	5.0	5.0	4.0	4.0	4.0	4.0	3.0	4.0	5.0	4.0
Evaluator #5	2.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0
Evaluator #6	3.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	5.0	3.0	3.0	4.0	3.0
Total Average Score	2.8	3.8	4.2	3.3	3.7	3.7	4.3	4.2	4.3	3.8	3.5	4.5	3.2	3.7	4.0	3.8
<b>Criteria #1 - Total Points (Total Possible Points = 25)</b>	14.2	19.2	20.8	16.7	18.3	18.3	21.7	20.8	21.7	19.2	17.5	22.5	15.8	18.3	20.0	19.2
<b>Criteria #2 (6.2) - Scope of Experience</b>																
Evaluator #1	3.0	4.0	5.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	5.0	5.0	4.0	4.0	4.0	4.0
Evaluator #2	3.0	2.0	3.0	2.0	3.0	3.0	2.0	3.0	4.0	3.0	3.0	5.0	2.0	3.0	3.0	3.0
Evaluator #3	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	5.0	4.0	4.0	5.0	4.0	5.0	3.0	4.0
Evaluator #4	3.0	4.0	5.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0
Evaluator #5	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0
Evaluator #6	2.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	5.0	4.0	4.0	5.0	3.0	3.0	4.0	3.0
Total Average Score	2.8	3.5	3.8	3.0	3.8	3.5	3.3	3.7	4.3	3.8	4.0	4.7	3.5	3.8	3.5	3.5
<b>Criteria #2 - Total Points (Total Possible Points = 25)</b>	14.2	17.5	19.2	15.0	19.2	17.5	16.7	18.3	21.7	19.2	20.0	23.3	17.5	19.2	17.5	17.5
<b>Criteria #3 (6.4) - General Information</b>																
Evaluator #1	4.0	3.0	4.0	2.0	3.0	3.0	4.0	5.0	4.0	4.0	4.0	5.0	3.0	4.0	4.0	2.0
Evaluator #2	3.0	3.0	4.0	1.0	2.0	2.0	4.0	3.0	5.0	4.0	3.0	4.0	3.0	3.0	4.0	1.0
Evaluator #3	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	5.0	3.0	5.0	4.0	3.0
Evaluator #4	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0
Evaluator #5	4.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0	3.0
Evaluator #6	2.0	2.0	2.0	3.0	2.0	3.0	3.0	3.0	5.0	4.0	4.0	5.0	3.0	3.0	4.0	1.0
Total Average Score	3.2	3.0	3.3	2.5	3.0	3.3	3.7	3.7	4.3	3.8	3.8	4.3	3.0	3.7	4.0	2.2
<b>Criteria #3 - Total Points (Total Possible Points = 25)</b>	15.8	15.0	16.7	12.5	15.0	16.7	18.3	18.3	21.7	19.2	19.2	21.7	15.0	18.3	20.0	10.8
<b>Criteria #4 (6.5) - Billing and Pricing Practices</b>																
Evaluator #1	4.0	3.0	4.0	2.0	4.0	4.0	5.0	5.0	4.0	3.0	4.0	5.0	3.0	4.0	4.0	4.0
Evaluator #2	4.0	3.0	3.0	2.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	2.0	3.0	3.0	2.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	5.0	3.0	5.0	4.0	4.0
Evaluator #4	4.0	3.0	5.0	2.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0
Evaluator #5	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0	3.0	2.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0
Total Average Score	3.8	3.2	3.7	2.7	3.2	3.7	4.0	3.7	3.8	3.2	3.7	4.2	3.0	3.7	3.8	3.3
<b>Criteria #4 - Total Points (Total Possible Points = 25)</b>	19.2	15.8	18.3	13.3	15.8	18.3	20.0	18.3	19.2	15.8	18.3	20.8	15.0	18.3	19.2	16.7
<b>Criteria #5 (6.6) - Best Practices</b>																
Evaluator #1	4.0	5.0	3.0	3.0	4.0	3.0	3.0	5.0	3.0	5.0	4.0	5.0	3.0	3.0	4.0	5.0
Evaluator #2	3.0	4.0	3.0	2.0	3.0	2.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0
Evaluator #3	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	5.0	4.0	5.0	4.0	4.0
Evaluator #4	3.0	5.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0
Evaluator #5	3.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	3.0
Evaluator #6	3.0	3.0	2.0	3.0	3.0	3.0	2.0	3.0	4.0	3.0	4.0	5.0	4.0	3.0	4.0	3.0
Total Average Score	3.2	4.2	3.2	3.2	3.3	3.0	3.2	3.8	3.5	4.0	4.0	4.5	3.3	3.3	3.8	3.8
<b>Criteria #5 - Total Points (Total Possible Points = 25)</b>	15.8	20.8	15.8	15.8	16.7	15.0	15.8	19.2	17.5	20.0	20.0	22.5	16.7	16.7	19.2	19.2
<b>ATTENTION AND STAFFING</b>																
<b>Criteria #1 (7.1) - Contract Manager</b>																
Evaluator #1	4.0	4.0	4.0	2.0	3.0	4.0	3.0	5.0	4.0	5.0	5.0	5.0	4.0	4.0	3.0	2.0
Evaluator #2	4.0	3.0	3.0	2.0	3.0	3.0	2.0	4.0	3.0	3.0	4.0	3.0	2.0	3.0	2.0	2.0
Evaluator #3	4.0	4.0	5.0	4.0	4.0	4.0	3.0	4.0	5.0	4.0	4.0	5.0	2.0	5.0	2.0	2.0
Evaluator #4	5.0	4.0	5.0	2.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0
Evaluator #5	5.0	5.0	4.0	4.0	4.0	5.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0
Evaluator #6	4.0	3.0	4.0	2.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	2.0
Total Average Score	4.3	3.8	4.2	2.7	3.7	3.8	3.3	4.2	4.0	4.0	4.2	4.2	3.2	3.7	2.7	2.3
<b>Criteria #1 - Total Points (Total Possible Points = 25)</b>	21.7	19.2	20.8	13.3	18.3	19.2	16.7	20.8	20.0	20.0	20.8	20.8	15.8	18.3	13.3	11.7
<b>QUAL REQUIREMENTS</b>																
<b>Criteria #1 (8.1) - Technical Requirements</b>																
Evaluator #1	4.0	4.0	5.0	2.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	5.0	2.0	4.0	4.0	3.0
Evaluator #2	3.0	4.0	4.0	2.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	5.0	3.0	4.0	4.0	2.0
Evaluator #3	3.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0
Evaluator #4	4.0	4.0	5.0	2.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	3.0
Evaluator #5	3.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0
Evaluator #6	3.0	3.0	3.0	2.0	3.0	3.0	3.0	4.0	5.0	4.0	4.0	4.0	4.0	3.0	4.0	2.0
Total Average Score	3.3	3.8	4.3	2.5	3.5	3.5	3.8	3.8	4.3	3.8	3.8	4.3	3.5	3.8	4.0	3.0
<b>Criteria #1 - Total Points (Total Possible Points = 50)</b>	33.3	38.3	43.3	25.0	35.0	35.0	38.3	38.3	43.3	38.3	38.3	43.3	35.0	38.3	40.0	30.0
<b>Criteria #2 (8.2) - Subcontractors</b>																
Evaluator #1	4.0	3.0	4.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0
Evaluator #2	3.0	4.0	4.0	3.0	3.0	2.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0	3.0
Evaluator #3	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	2.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0
Evaluator #5	3.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0
Evaluator #6	2.0	5.0	5.0	3.0	5.0	3.0	4.0	4.0								

Exhibit 1: Master Summary Evaluation

IAAS																
Stage 2 - Technical Scores	Vendor 6	Ensono	GlobalTech dba eGlobalTech	Vendor 28	Vendor 47	Vendor 35	Vendor 36	A&T Systems	Accenture	Armedia	Calibre Sys.	Capgemini America	Vendor 7	Codelynx	Vendor 9	Vendor 10
<b>Criteria #9 (8.9) - Data Protection</b>																
Evaluator #1	4.0	4.0	4.0	2.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0	5.0	4.0	4.0	3.0	3.0
Evaluator #2	4.0	4.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	2.0
Evaluator #3	3.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	5.0	4.0	4.0	4.0	4.0	5.0	4.0	3.0
Evaluator #4	3.0	3.0	4.0	2.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0
Evaluator #5	3.0	3.0	4.0	2.0	3.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0
Evaluator #6	3.0	4.0	4.0	2.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	2.0	2.0
Total Average Score	3.3	3.7	3.8	2.2	3.7	3.2	3.3	3.5	3.5	3.7	3.7	4.2	3.5	4.0	3.2	2.7
<b>Criteria #9 - Total Points (Total Possible Points = 50)</b>	33.3	36.7	38.3	21.7	36.7	31.7	33.3	35.0	35.0	36.7	36.7	41.7	35.0	40.0	31.7	26.7
<b>Criteria #10 (8.10) - Service Level Agreements</b>																
Evaluator #1	4.0	4.0	4.0	2.0	4.0	3.0	4.0	4.0	2.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0
Evaluator #2	3.0	4.0	3.0	2.0	3.0	1.0	3.0	3.0	3.0	3.0	3.0	4.0	2.0	3.0	3.0	3.0
Evaluator #3	3.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	3.0
Evaluator #4	3.0	3.0	4.0	3.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0
Evaluator #5	3.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	3.0	4.0	4.0	2.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0
Total Average Score	3.2	3.7	3.8	2.8	3.7	2.7	3.5	3.3	3.2	3.8	3.7	3.8	3.3	3.7	3.3	3.5
<b>Criteria #10 - Total Points (Total Possible Points = 50)</b>	31.7	36.7	38.3	28.3	36.7	26.7	35.0	33.3	31.7	38.3	36.7	38.3	33.3	36.7	33.3	35.0
<b>Criteria #11 (8.11) - Data Disposal</b>																
Evaluator #1	3.0	4.0	4.0	1.0	4.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	3.0	3.0
Evaluator #2	3.0	4.0	4.0	1.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	2.0
Evaluator #3	3.0	4.0	4.0	1.0	4.0	4.0	3.0	3.0	5.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0
Evaluator #4	3.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0
Evaluator #5	3.0	3.0	4.0	2.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	3.0	3.0	4.0	1.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	2.0	2.0
Total Average Score	3.0	3.5	3.8	1.3	3.5	3.2	3.2	3.5	3.8	3.7	3.5	4.0	3.3	3.7	3.2	2.8
<b>Criteria #11 - Total Points (Total Possible Points = 50)</b>	30.0	35.0	38.3	13.3	35.0	31.7	31.7	35.0	38.3	36.7	35.0	40.0	33.3	36.7	31.7	28.3
<b>Criteria #12 (8.12) - Performance Measures and Reports</b>																
Evaluator #1	4.0	4.0	4.0	1.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	5.0	3.0	3.0	3.0	4.0
Evaluator #2	4.0	4.0	4.0	1.0	3.0	3.0	3.0	2.0	4.0	4.0	4.0	4.0	2.0	4.0	4.0	3.0
Evaluator #3	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	5.0	3.0	5.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0
Evaluator #5	3.0	4.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	3.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	3.0
Total Average Score	3.5	4.0	3.7	2.3	3.5	3.5	3.5	3.7	4.0	4.0	4.0	4.3	3.0	4.0	3.7	3.7
<b>Criteria #12 - Total Points (Total Possible Points = 50)</b>	35.0	40.0	36.7	23.3	35.0	35.0	35.0	36.7	40.0	40.0	40.0	43.3	30.0	40.0	36.7	36.7
<b>Criteria #13 (8.13) - Cloud Security Alliance Questionnaire</b>																
Evaluator #1	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #3	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #4	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Total Average Score	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
<b>Criteria #13 - Total Points (Total Possible Points = 50)</b>	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0
<b>Criteria #14 (8.14) - Service Provisioning</b>																
Evaluator #1	4.0	3.0	4.0	2.0	3.0	3.0	3.0	4.0	4.0	2.0	4.0	4.0	4.0	3.0	3.0	3.0
Evaluator #2	4.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0	2.0	3.0	4.0	3.0	2.0	2.0	2.0
Evaluator #3	3.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	5.0	5.0	3.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	1.0	3.0	2.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0
Evaluator #5	4.0	4.0	4.0	2.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	3.0	4.0	3.0	2.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	2.0
Total Average Score	3.7	3.7	3.7	2.0	3.3	3.2	3.2	3.7	3.7	3.0	3.5	4.0	3.5	3.0	3.0	2.8
<b>Criteria #14 - Total Points (Total Possible Points = 50)</b>	36.7	36.7	36.7	20.0	33.3	31.7	31.7	36.7	36.7	30.0	35.0	40.0	35.0	30.0	30.0	28.3
<b>Criteria #15 (8.15) - Backup and Disaster Plan</b>																
Evaluator #1	3.0	4.0	4.0	1.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	5.0	3.0	4.0
Evaluator #2	3.0	4.0	4.0	1.0	4.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	2.0
Evaluator #3	3.0	4.0	4.0	2.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	5.0	5.0	5.0	4.0	4.0
Evaluator #4	3.0	3.0	4.0	1.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0
Evaluator #5	3.0	3.0	3.0	2.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	2.0	3.0	3.0	1.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	2.0
Total Average Score	2.8	3.5	3.7	1.3	3.7	3.3	3.7	3.7	3.7	3.5	3.8	4.0	3.5	4.2	3.5	3.0
<b>Criteria #15 - Total Points (Total Possible Points = 50)</b>	28.3	35.0	36.7	13.3	36.7	33.3	36.7	36.7	36.7	35.0	38.3	40.0	35.0	41.7	35.0	30.0
<b>Criteria #16 (8.16) - Hosting and Provisioning</b>																
Evaluator #1	2.0	4.0	4.0	1.0	4.0	2.0	4.0	5.0	4.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0
Evaluator #2	3.0	4.0	4.0	1.0	4.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0
Evaluator #3	2.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	5.0	5.0	5.0	4.0	4.0
Evaluator #4	1.0	4.0	3.0	2.0	3.0	2.0	4.0	5.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0
Evaluator #5	3.0	3.0	3.0	2.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	1.0	4.0	3.0	1.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	2.0
Total Average Score	2.0	3.8	3.5	1.7	3.8	2.7	3.7	4.0	3.8	3.5	3.8	3.8	3.8	3.5	3.5	3.3
<b>Criteria #16 - Total Points (Total Possible Points = 50)</b>	20.0	38.3	35.0	16.7	38.3	26.7	36.7	40.0	38.3	35.0	38.3	38.3	38.3	35.0	35.0	33.3
<b>Criteria #17 (8.17) - Trial and Testing Periods</b>																
Evaluator #1	4.0	3.0	3.0	1.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0
Evaluator #2	3.0	3.0	3.0	1.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	2.0	3.0
Evaluator #3	3.0	4.0	4.0	2.0	4.0	3.0	4.0	4.0	5.0	4.0	4.0	5.0	5.0	4.0	4.0	4.0
Evaluator #4	4.0	3.0	3.0	1.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0
Evaluator #5	3.0	4.0	3.0	2.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	3.0	4.0	3.0	1.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	2.0
Total Average Score	3.3	3.5	3.2	1.3	3.2	3.0	3.5	3.8	3.8	3.5	3.7	3.8	3.8	3.3	3.2	3.2
<b>Criteria #17 - Total Points (Total Possible Points = 50)</b>	33.3	35.0	31.7	13.3	31.7	30.0	35.0	38.3	38.3	35.0	36.7	38.3	38.3	33.3	31.7	31.7
<b>Criteria #18 (8.18) - Integration and Customization</b>																
Evaluator #1	4.0	3.0	4.0	2.0	4.0	3.0	4.0	4.0	5.0	4.0	3.0	4.0	2.0	4.0	3.0	2.0
Evaluator #2	3.0	3.0	4.0	2.0	3.0	3.0	3.0	3.0	5.0	3.0	2.0	4.0	2.0	2.0	3.0	2.0
Evaluator #3	4.0	4.0	4.0	2.0	4.0	3.0	4.0	4.0	5.0	4.0	4.0	5.0	2.0	3.0	4.0	



**Cloud Solutions**  
**Solicitation # SK18008**  
**Stage 2 Evaluation Summary**

XAAS																	
Stage 1: Minimum Mandatory Requirements	Vendor 11	Vendor 12	Vendor 38	DXC Technology	Enquizit	Vendor 14	Vendor 15	Vendor 40	Global Technology Resources	Vendor 16	Hewlett Packard Ent.	Human Resource Technologies	IBM	Vendor 42	Include Information Mgt.	Vendor 43	
Acknowledgement of Amendments	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Cover Letter	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Executive Summary	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
General Requirements	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Recertification	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Business Profile	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Scope of Experience	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Financials	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Contract Manager	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Cost Proposal Submitted	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS

XAAS																	
Stage 2 - Technical Scores	Vendor 11	Vendor 12	Vendor 38	DXC Technology	Enquizit	Vendor 14	Vendor 15	Vendor 40	Global Technology Resources	Vendor 16	Hewlett Packard Ent.	Human Resource Technologies	IBM	Vendor 42	Include Information Mgt.	Vendor 43	
<b>IS INFORMATION</b>																	
<b>Criteria #1 (6.1) - Business Profile</b>																	
Evaluator #1	4.0	4.0	4.0	4.0	4.0	4.0	2.0	4.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	
Evaluator #2	4.0	3.0	2.0	4.0	3.0	2.0	1.0	2.0	2.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	
Evaluator #3	4.0	4.0	4.0	5.0	5.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	3.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	
Evaluator #5	3.0	4.0	4.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	
Evaluator #6	5.0	3.0	3.0	5.0	3.0	4.0	2.0	4.0	3.0	3.0	5.0	3.0	5.0	4.0	3.0	4.0	
Total Average Score	3.8	3.7	3.3	4.2	3.7	3.2	2.3	3.5	3.2	3.3	4.0	3.5	3.8	3.8	3.5	3.5	
<b>Criteria #1 - Total Points (Total Possible Points = 25)</b>	19.2	18.3	16.7	20.8	18.3	15.8	11.7	17.5	15.8	16.7	20.0	17.5	19.2	19.2	17.5	17.5	
<b>Criteria #2 (6.2) - Scope of Experience</b>																	
Evaluator #1	4.0	4.0	2.0	4.0	5.0	4.0	3.0	5.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	5.0	
Evaluator #2	2.0	3.0	2.0	4.0	3.0	4.0	3.0	3.0	3.0	2.0	3.0	3.0	4.0	3.0	2.0	3.0	
Evaluator #3	4.0	4.0	4.0	5.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	
Evaluator #5	3.0	4.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #6	4.0	3.0	2.0	5.0	4.0	5.0	2.0	4.0	4.0	3.0	4.0	3.0	5.0	4.0	3.0	3.0	
Total Average Score	3.5	3.7	2.8	4.2	4.0	4.0	2.0	3.8	3.5	3.2	3.8	3.7	4.0	3.7	3.5	3.8	
<b>Criteria #2 - Total Points (Total Possible Points = 25)</b>	17.5	18.3	14.2	20.8	20.0	20.0	15.0	19.2	17.5	15.8	19.2	18.3	20.0	18.3	17.5	19.2	
<b>Criteria #3 (6.4) - General Information</b>																	
Evaluator #1	4.0	3.0	4.0	5.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	2.0	4.0	3.0	4.0	3.0	
Evaluator #2	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	1.0	3.0	4.0	4.0	4.0	
Evaluator #3	4.0	4.0	4.0	5.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	2.0	4.0	4.0	4.0	4.0	
Evaluator #4	3.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	
Evaluator #5	4.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	
Evaluator #6	2.0	3.0	3.0	5.0	3.0	4.0	2.0	3.0	3.0	3.0	3.0	3.0	5.0	3.0	3.0	3.0	
Total Average Score	3.3	3.2	3.8	4.5	3.7	3.5	3.3	3.3	3.7	3.5	3.5	2.3	3.8	3.7	3.7	3.5	
<b>Criteria #3 - Total Points (Total Possible Points = 25)</b>	16.7	15.8	19.2	22.5	18.3	17.5	16.7	16.7	18.3	17.5	17.5	11.7	19.2	18.3	18.3	17.5	
<b>Criteria #4 (6.5) - Billing and Pricing Practices</b>																	
Evaluator #1	3.0	5.0	5.0	3.0	4.0	3.0	5.0	4.0	5.0	3.0	4.0	3.0	4.0	4.0	5.0	3.0	
Evaluator #2	3.0	4.0	4.0	4.0	4.0	2.0	3.0	2.0	4.0	1.0	3.0	2.0	3.0	3.0	4.0	4.0	
Evaluator #3	4.0	4.0	4.0	5.0	5.0	4.0	4.0	4.0	4.0	2.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	3.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	
Evaluator #5	4.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	
Evaluator #6	2.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	2.0	4.0	3.0	4.0	3.0	3.0	3.0	
Total Average Score	3.2	3.8	3.8	4.0	4.0	3.2	3.7	3.3	4.2	2.3	3.7	3.2	3.5	3.7	4.0	3.5	
<b>Criteria #4 - Total Points (Total Possible Points = 25)</b>	15.8	19.2	19.2	20.0	20.0	15.8	18.3	16.7	20.8	11.7	18.3	15.8	17.5	18.3	20.0	17.5	
<b>Criteria #5 (6.6) - Best Practices</b>																	
Evaluator #1	3.0	4.0	4.0	5.0	4.0	3.0	3.0	5.0	5.0	3.0	3.0	4.0	5.0	4.0	5.0	3.0	
Evaluator #2	3.0	4.0	4.0	4.0	4.0	2.0	4.0	4.0	4.0	1.0	3.0	3.0	4.0	4.0	4.0	4.0	
Evaluator #3	4.0	4.0	4.0	5.0	5.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	3.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	
Evaluator #5	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	
Evaluator #6	2.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0	4.0	2.0	4.0	3.0	4.0	3.0	3.0	3.0	
Total Average Score	3.0	3.7	3.7	4.2	4.0	3.2	3.5	4.0	4.0	2.5	3.3	3.5	4.2	3.7	4.0	3.7	
<b>Criteria #5 - Total Points (Total Possible Points = 25)</b>	15.0	18.3	18.3	20.8	20.0	15.8	17.5	20.0	20.0	12.5	16.7	17.5	20.8	18.3	20.0	18.3	
<b>ATTENTION AND STAFFING</b>																	
<b>Criteria #1 (7.1) - Contract Manager</b>																	
Evaluator #1	4.0	4.0	4.0	4.0	4.0	5.0	4.0	5.0	4.0	4.0	5.0	4.0	4.0	5.0	4.0	5.0	
Evaluator #2	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	
Evaluator #3	3.0	4.0	4.0	5.0	5.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	
Evaluator #5	4.0	3.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0	
Evaluator #6	2.0	3.0	3.0	4.0	3.0	4.0	2.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	3.0	
Total Average Score	3.3	3.5	3.3	4.0	3.7	4.0	3.3	3.7	3.8	3.3	4.0	3.7	3.7	3.8	3.7	3.7	
<b>Criteria #1 - Total Points (Total Possible Points = 25)</b>	16.7	17.5	16.7	20.0	18.3	20.0	16.7	18.3	19.2	16.7	20.0	18.3	18.3	19.2	18.3	18.3	
<b>QUAL REQUIREMENTS</b>																	
<b>Criteria #1 (8.1) - Technical Requirements</b>																	
Evaluator #1	3.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	5.0	4.0	5.0	4.0	4.0	4.0	5.0	4.0	
Evaluator #2	2.0	4.0	4.0	2.0	3.0	4.0	4.0	2.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #3	4.0	3.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #5	4.0	4.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	3.0	4.0	
Evaluator #6	2.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	3.0	
Total Average Score	3.2	3.7	3.8	3.5	3.5	3.5	3.7	3.2	4.0	3.7	4.2	4.0	3.8	3.8	3.8	3.8	
<b>Criteria #1 - Total Points (Total Possible Points = 50)</b>	31.7	36.7	38.3	35.0	35.0	35.0	36.7	31.7	40.0	36.7	41.7	40.0	38.3	38.3	38.3	38.3	
<b>Criteria #2 (8.2) - Subcontractors</b>																	
Evaluator #1	4.0	3.0	3.0	4.0	4.0	4.0	4.0	3.0	2.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #2	3.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	
Evaluator #3	4.0	3.0	4.0	5.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #4	4.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	
Evaluator #5	4.0	4.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	

Exhibit 1: Master Summary Evaluation

XaaS																
Stage 2 - Technical Scores	Vendor 11	Vendor 12	Vendor 38	DXC Technology	Enquizit	Vendor 14	Vendor 15	Vendor 40	Global Technology Resources	Vendor 16	Hewlett Packard Ent.	Human Resource Technologies	IBM	Vendor 42	Include Information Mgt.	Vendor 43
<b>Criteria #9 (8.9) - Data Protection</b>																
Evaluator #1	4.0	3.0	3.0	5.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	5.0	3.0	5.0	4.0
Evaluator #2	4.0	3.0	3.0	4.0	3.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0
Evaluator #5	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0
Evaluator #6	2.0	2.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0
Total Average Score	3.7	3.2	3.2	4.2	3.3	3.3	3.2	3.3	3.2	3.3	3.7	3.7	4.2	3.2	4.0	3.5
<b>Criteria #9 - Total Points (Total Possible Points = 50)</b>	36.7	31.7	31.7	41.7	33.3	33.3	31.7	33.3	31.7	33.3	36.7	36.7	41.7	31.7	40.0	35.0
<b>Criteria #10 (8.10) - Service Level Agreements</b>																
Evaluator #1	3.0	4.0	4.0	5.0	3.0	4.0	3.0	4.0	4.0	4.0	5.0	5.0	4.0	4.0	4.0	3.0
Evaluator #2	2.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0
Evaluator #5	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0
Evaluator #6	2.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0
Total Average Score	2.8	3.3	3.5	4.0	3.3	3.3	3.2	3.3	3.5	3.3	3.7	4.0	3.5	3.7	3.3	3.2
<b>Criteria #10 - Total Points (Total Possible Points = 50)</b>	28.3	33.3	35.0	40.0	33.3	33.3	31.7	33.3	35.0	33.3	36.7	40.0	35.0	36.7	33.3	31.7
<b>Criteria #11 (8.11) - Data Disposal</b>																
Evaluator #1	4.0	3.0	4.0	5.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	5.0	4.0	3.0	3.0	3.0
Evaluator #2	3.0	2.0	4.0	4.0	2.0	2.0	2.0	2.0	3.0	3.0	3.0	3.0	3.0	2.0	2.0	2.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #5	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	3.0
Total Average Score	3.3	3.0	3.7	3.8	3.0	3.0	3.0	3.0	3.5	3.2	3.7	3.7	3.5	3.2	3.0	3.0
<b>Criteria #11 - Total Points (Total Possible Points = 50)</b>	33.3	30.0	36.7	38.3	30.0	30.0	30.0	30.0	35.0	31.7	36.7	36.7	35.0	31.7	30.0	30.0
<b>Criteria #12 (8.12) - Performance Measures and Reports</b>																
Evaluator #1	3.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	5.0	3.0	5.0	4.0	4.0
Evaluator #2	2.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #3	4.0	5.0	4.0	5.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	2.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	5.0	4.0	3.0	4.0	3.0	3.0	3.0
Total Average Score	3.2	4.0	3.8	4.0	3.8	3.8	3.5	3.7	3.8	4.2	4.0	3.8	4.2	3.7	4.0	3.8
<b>Criteria #12 - Total Points (Total Possible Points = 50)</b>	31.7	40.0	38.3	40.0	38.3	38.3	35.0	36.7	38.3	41.7	40.0	38.3	41.7	36.7	40.0	38.3
<b>Criteria #13 (8.13) - Cloud Security Alliance Questionnaire</b>																
Evaluator #1	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #2	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #3	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #4	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #5	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Total Average Score	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
<b>Criteria #13 - Total Points (Total Possible Points = 50)</b>	30.0	30.0	30.0	40.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0
<b>Criteria #14 (8.14) - Service Provisioning</b>																
Evaluator #1	2.0	3.0	4.0	4.0	3.0	3.0	3.0	4.0	5.0	4.0	4.0	4.0	5.0	3.0	4.0	4.0
Evaluator #2	2.0	2.0	3.0	3.0	4.0	4.0	2.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	2.0	2.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	3.0
Total Average Score	2.8	3.0	3.5	3.7	3.7	3.5	3.0	3.7	3.8	3.7	3.7	3.7	3.8	3.5	3.5	3.5
<b>Criteria #14 - Total Points (Total Possible Points = 50)</b>	28.3	30.0	35.0	36.7	36.7	35.0	30.0	36.7	38.3	36.7	36.7	36.7	38.3	35.0	35.0	35.0
<b>Criteria #15 (8.15) - Backup and Disaster Plan</b>																
Evaluator #1	3.0	3.0	4.0	5.0	3.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	3.0
Evaluator #2	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0
Evaluator #3	4.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0
Evaluator #5	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0
Evaluator #6	2.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0
Total Average Score	3.2	3.5	3.8	3.8	3.7	3.5	3.3	3.7	3.7	3.2	3.8	3.3	3.8	3.5	3.7	3.5
<b>Criteria #15 - Total Points (Total Possible Points = 50)</b>	31.7	35.0	38.3	38.3	36.7	35.0	33.3	36.7	36.7	31.7	38.3	33.3	38.3	35.0	36.7	35.0
<b>Criteria #16 (8.16) - Hosting and Provisioning</b>																
Evaluator #1	3.0	4.0	4.0	5.0	4.0	4.0	3.0	4.0	5.0	4.0	3.0	3.0	5.0	3.0	5.0	4.0
Evaluator #2	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	2.0	3.0	3.0	4.0	4.0	4.0	4.0
Evaluator #3	4.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0
Evaluator #6	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	3.0	3.0	3.0
Total Average Score	3.3	3.8	3.8	4.0	4.0	3.8	3.5	3.8	4.2	3.3	3.5	3.3	4.2	3.7	4.0	3.8
<b>Criteria #16 - Total Points (Total Possible Points = 50)</b>	33.3	38.3	38.3	40.0	40.0	38.3	35.0	38.3	41.7	33.3	35.0	33.3	41.7	36.7	40.0	38.3
<b>Criteria #17 (8.17) - Trial and Testing Periods</b>																
Evaluator #1	2.0	4.0	4.0	5.0	4.0	3.0	3.0	4.0	5.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0
Evaluator #2	2.0	3.0	3.0	4.0	2.0	2.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	2.0	3.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0
Evaluator #5	4.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0
Evaluator #6	2.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0
Total Average Score	2.8	3.7	3.3	4.2	3.3	3.2	3.2	3.5	3.7	3.5	3.5	3.5	3.8	3.3	3.3	3.3
<b>Criteria #17 - Total Points (Total Possible Points = 50)</b>	28.3	36.7	33.3	41.7	33.3	31.7	31.7	35.0	36.7	35.0	35.0	35.0	38.3	33.3	33.3	33.3
<b>Criteria #18 (8.18) - Integration and Customization</b>																
Evaluator #1	4.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0	3.0	3.0	4.0	5.0	3.0	3.0	5.0
Evaluator #2	3.0	3.0	3.0	4.0	3.0	2.0	2.0	2.0	3.0	2.0	2.0	2.0	4.0	4.0	4.0	4.0
Evaluator #3	4.0	4.0	4.0	4.0	5.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.	

**Cloud Solutions**  
**Solicitation # SK18008**  
**Stage 2 Evaluation Summary**

Stage 1: Minimum Mandatory Requirements	Vendor 19	Vendor 20	Vendor 21	Vendor 22	Vendor 24	NWN Corp.	Vendor 25	PCMG	Vendor 26	Presidio Networked Solutions	Red River Computer	Vendor 27	Vendor 29	Vendor 30	Vendor 31	Vendor 32	Vendor 46	
Acknowledgement of Amendments	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Cover Letter	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Executive Summary	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
General Requirements	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Recertification	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Business Profile	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Scope of Experience	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Financials	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Contract Manager	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Cost Proposal Submitted	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS

Stage 2 - Technical Scores	Vendor 19	Vendor 20	Vendor 21	Vendor 22	Vendor 24	NWN Corp.	Vendor 25	PCMG	Vendor 26	Presidio Networked Solutions	Red River Computer	Vendor 27	Vendor 29	Vendor 30	Vendor 31	Vendor 32	Vendor 46
<b>GENERAL INFORMATION</b>																	
<b>Criteria #1 (6.1) - Business Profile</b>																	
Evaluator #1	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	5.0	4.0	4.0	5.0	4.0	3.0	4.0
Evaluator #2	3.0	3.0	3.0	2.0	2.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	2.0	4.0	3.0	1.0	4.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	2.0	4.0
Evaluator #4	4.0	3.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0
Evaluator #5	4.0	4.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0
Evaluator #6	3.0	3.0	5.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0
Total Average Score	3.7	3.5	4.0	3.3	3.7	3.7	3.2	4.0	3.8	3.8	4.0	3.7	3.2	4.0	3.7	2.5	3.7
<b>Criteria #1 - Total Points</b>																	
<b>(Total Possible Points = 25)</b>	18.3	17.5	20.0	16.7	18.3	18.3	15.8	20.0	19.2	19.2	20.0	18.3	15.8	20.0	18.3	12.5	18.3
<b>Criteria #2 (6.2) - Scope of Experience</b>																	
Evaluator #1	4.0	3.0	1.0	5.0	5.0	4.0	2.0	4.0	3.0	5.0	4.0	3.0	3.0	5.0	4.0	3.0	5.0
Evaluator #2	2.0	3.0	1.0	3.0	4.0	3.0	2.0	3.0	4.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	3.0	3.0	4.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	4.0
Evaluator #5	3.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0
Evaluator #6	3.0	3.0	2.0	3.0	5.0	4.0	3.0	4.0	3.0	5.0	4.0	2.0	3.0	4.0	2.0	3.0	4.0
Total Average Score	3.3	3.3	2.2	3.8	4.2	3.5	2.8	3.7	3.3	4.3	3.7	3.3	3.2	3.8	3.3	3.3	4.0
<b>Criteria #2 - Total Points</b>																	
<b>(Total Possible Points = 25)</b>	16.7	16.7	10.8	19.2	20.8	17.5	14.2	18.3	16.7	21.7	18.3	16.7	15.8	19.2	16.7	16.7	20.0
<b>Criteria #3 (6.4) - General Information</b>																	
Evaluator #1	3.0	3.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0
Evaluator #2	3.0	3.0	2.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	2.0	4.0	2.0	4.0	4.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	4.0	3.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0	4.0	3.0	4.0	3.0
Evaluator #5	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0	4.0	4.0	3.0	4.0
Evaluator #6	3.0	3.0	2.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	2.0	4.0	2.0	3.0	4.0
Total Average Score	3.3	3.3	2.8	3.8	3.7	4.0	3.2	3.8	3.7	3.5	3.8	3.5	2.8	4.0	3.0	3.7	3.8
<b>Criteria #3 - Total Points</b>																	
<b>(Total Possible Points = 25)</b>	16.7	16.7	14.2	19.2	18.3	20.0	15.8	19.2	18.3	17.5	19.2	17.5	14.2	20.0	15.0	18.3	19.2
<b>Criteria #4 (6.5) - Billing and Pricing Practices</b>																	
Evaluator #1	4.0	3.0	4.0	4.0	4.0	4.0	3.0	5.0	5.0	5.0	5.0	4.0	3.0	4.0	3.0	4.0	4.0
Evaluator #2	3.0	2.0	3.0	2.0	3.0	2.0	2.0	3.0	3.0	3.0	4.0	4.0	2.0	4.0	1.0	3.0	2.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0
Evaluator #4	4.0	3.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0
Evaluator #5	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0
Evaluator #6	3.0	3.0	2.0	3.0	4.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	2.0	3.0	3.0
Total Average Score	3.7	3.0	3.2	3.5	3.5	3.7	3.2	4.0	3.8	3.7	4.2	3.5	3.0	3.8	2.5	3.5	3.5
<b>Criteria #4 - Total Points</b>																	
<b>(Total Possible Points = 25)</b>	18.3	15.0	15.8	17.5	17.5	18.3	15.8	20.0	19.2	18.3	20.8	17.5	15.0	19.2	12.5	17.5	17.5
<b>Criteria #5 (6.6) - Best Practices</b>																	
Evaluator #1	4.0	3.0	3.0	3.0	5.0	4.0	3.0	5.0	4.0	3.0	5.0	4.0	3.0	3.0	3.0	4.0	5.0
Evaluator #2	2.0	3.0	2.0	4.0	4.0	4.0	4.0	3.0	3.0	2.0	4.0	4.0	3.0	4.0	3.0	4.0	4.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0
Evaluator #4	4.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0
Evaluator #5	3.0	4.0	4.0	3.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0	4.0	3.0	3.0	4.0	3.0
Evaluator #6	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	2.0	3.0	3.0
Total Average Score	3.3	3.3	3.2	3.5	4.0	3.7	3.5	3.8	3.5	3.0	4.0	3.7	3.3	3.5	3.0	3.8	3.8
<b>Criteria #5 - Total Points</b>																	
<b>(Total Possible Points = 25)</b>	16.7	16.7	15.8	17.5	20.0	18.3	17.5	19.2	17.5	15.0	20.0	18.3	16.7	17.5	15.0	19.2	19.2
<b>CONTRACT AND STAFFING</b>																	
<b>Criteria #1 (7.1) - Contract Manager</b>																	
Evaluator #1	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	5.0	4.0	4.0	5.0	3.0	4.0	5.0
Evaluator #2	3.0	3.0	2.0	2.0	3.0	2.0	2.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	2.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0
Evaluator #5	4.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	4.0
Evaluator #6	2.0	3.0	2.0	2.0	4.0	4.0	2.0	3.0	3.0	3.0	4.0	4.0	2.0	3.0	1.0	3.0	3.0
Total Average Score	3.5	3.7	3.5	2.8	3.8	3.5	3.2	3.0	3.5	3.5	3.8	3.8	3.5	3.7	2.5	3.5	3.8
<b>Criteria #1 - Total Points</b>																	
<b>(Total Possible Points = 25)</b>	17.5	18.3	17.5	14.2	19.2	17.5	15.8	15.0	17.5	17.5	19.2	19.2	17.5	18.3	12.5	17.5	19.2
<b>TECHNICAL REQUIREMENTS</b>																	
<b>Criteria #1 (8.1) - Technical Requirements</b>																	
Evaluator #1	4.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0	4.0	3.0
Evaluator #2	4.0	4.0	2.0	4.0	3.0	2.0	3.0	2.0	4.0	3.0	4.0	2.0	2.0	4.0	2.0	4.0	2.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	4.0	3.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0
Evaluator #6	3.0	3.0	2.0	3.0	4.0	4.0	3.0	3.0	2.0	3.0	4.0	3.0	2.0	3.0	2.0	3.0	3.0
Total Average Score	3.8	3.7	3.0	3.8	3.8	3.7	3.5	3.0	3.7	3.3	3.8	3.0	2.8	3.7	2.8	3.7	3.2



Exhibit 1: Master Summary Evaluation

Stage 2 - Technical Scores	Vendor 19	Vendor 20	Vendor 21	Vendor 22	Vendor 24	NWN Corp.	Vendor 25	PCMG	Vendor 26	Presidio Networked Solutions	Red River Computer	Vendor 27	Vendor 29	Vendor 30	Vendor 31	Vendor 32	Vendor 46
<b>Criteria #9 (8.9) - Data Protection</b>																	
Evaluator #1	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0
Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	2.0	3.0	4.0	4.0	3.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0
Evaluator #6	3.0	3.0	3.0	3.0	3.0	3.0	2.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0
Total Average Score	3.5	3.3	3.3	3.5	3.3	3.7	3.2	3.8	3.5	3.3	3.8	3.0	3.0	3.5	3.5	3.5	3.7
<b>Criteria #9 - Total Points (Total Possible Points = 50)</b>	35.0	33.3	33.3	35.0	33.3	36.7	31.7	38.3	35.0	33.3	38.3	30.0	30.0	35.0	35.0	35.0	36.7
<b>Criteria #10 (8.10) - Service Level Agreements</b>																	
Evaluator #1	3.0	4.0	3.0	4.0	3.0	5.0	3.0	3.0	2.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0
Evaluator #2	3.0	3.0	3.0	3.0	3.0	4.0	3.0	3.0	2.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0
Evaluator #6	3.0	2.0	3.0	3.0	3.0	4.0	3.0	4.0	2.0	4.0	4.0	3.0	3.0	3.0	2.0	3.0	3.0
Total Average Score	3.2	3.3	3.2	3.3	3.2	4.0	3.2	3.3	2.8	4.0	3.7	3.2	3.0	3.8	3.0	3.5	3.3
<b>Criteria #10 - Total Points (Total Possible Points = 50)</b>	31.7	33.3	31.7	33.3	31.7	40.0	31.7	33.3	28.3	40.0	36.7	31.7	30.0	38.3	30.0	35.0	33.3
<b>Criteria #11 (8.11) - Data Disposal</b>																	
Evaluator #1	3.0	3.0	4.0	3.0	3.0	5.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0	4.0	3.0
Evaluator #2	2.0	2.0	3.0	2.0	3.0	3.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	2.0
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	3.0
Evaluator #6	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Total Average Score	3.0	3.0	3.5	3.0	3.2	3.5	3.0	3.2	3.2	3.5	3.2	3.3	3.0	3.2	3.0	3.3	2.5
<b>Criteria #11 - Total Points (Total Possible Points = 50)</b>	30.0	30.0	35.0	30.0	31.7	35.0	30.0	31.7	31.7	35.0	31.7	33.3	30.0	31.7	30.0	33.3	25.0
<b>Criteria #12 (8.12) - Performance Measures and Reports</b>																	
Evaluator #1	4.0	3.0	3.0	4.0	2.0	4.0	4.0	4.0	3.0	5.0	4.0	3.0	3.0	4.0	3.0	4.0	4.0
Evaluator #2	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	3.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	4.0	2.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	2.0	3.0	3.0	2.0	3.0	3.0
Total Average Score	4.0	3.5	3.7	3.8	3.2	3.8	3.8	4.0	3.7	4.2	3.8	2.8	3.5	3.8	3.3	3.8	3.7
<b>Criteria #12 - Total Points (Total Possible Points = 50)</b>	40.0	35.0	36.7	38.3	31.7	38.3	38.3	40.0	36.7	41.7	38.3	28.3	35.0	38.3	33.3	38.3	36.7
<b>Criteria #13 (8.13) - Cloud Security Alliance Questionnaire</b>																	
Evaluator #1	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	1.0	3.0	3.0
Evaluator #2	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	1.0	3.0	3.0
Evaluator #3	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	1.0	3.0	3.0
Evaluator #4	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	1.0	3.0	3.0
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	1.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	1.0	3.0	3.0
Total Average Score	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	3.0	1.0	3.0	3.0
<b>Criteria #13 - Total Points (Total Possible Points = 50)</b>	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	40.0	40.0	30.0	30.0	30.0	30.0	10.0	30.0	30.0
<b>Criteria #14 (8.14) - Service Provisioning</b>																	
Evaluator #1	3.0	2.0	3.0	3.0	3.0	3.0	2.0	3.0	2.0	4.0	4.0	3.0	3.0	4.0	3.0	4.0	3.0
Evaluator #2	3.0	2.0	3.0	3.0	2.0	3.0	2.0	3.0	1.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0	2.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	4.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	3.0	3.0	2.0	3.0	3.0	3.0	2.0	4.0	2.0	4.0	4.0	2.0	3.0	3.0	2.0	3.0	4.0
Total Average Score	3.3	3.0	3.0	3.3	3.2	3.3	2.8	3.7	2.2	3.7	3.7	3.2	3.3	3.5	3.2	3.5	3.7
<b>Criteria #14 - Total Points (Total Possible Points = 50)</b>	33.3	30.0	30.0	33.3	31.7	33.3	28.3	36.7	21.7	36.7	36.7	31.7	33.3	35.0	31.7	35.0	36.7
<b>Criteria #15 (8.15) - Backup and Disaster Plan</b>																	
Evaluator #1	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	2.0	4.0	4.0	3.0	3.0	3.0	3.0	4.0	4.0
Evaluator #2	3.0	4.0	3.0	4.0	3.0	3.0	4.0	4.0	2.0	4.0	4.0	3.0	2.0	4.0	2.0	3.0	4.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	4.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	3.0	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0
Evaluator #5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	2.0	4.0	4.0	2.0	3.0	3.0	3.0	3.0	4.0
Total Average Score	3.3	3.5	3.2	3.5	3.2	3.5	3.5	3.5	2.7	3.8	3.8	3.0	3.2	3.5	3.2	3.5	3.8
<b>Criteria #15 - Total Points (Total Possible Points = 50)</b>	33.3	35.0	31.7	35.0	31.7	35.0	35.0	35.0	26.7	38.3	38.3	30.0	31.7	35.0	31.7	35.0	38.3
<b>Criteria #16 (8.16) - Hosting and Provisioning</b>																	
Evaluator #1	3.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0	2.0	3.0	4.0
Evaluator #2	3.0	4.0	3.0	4.0	3.0	3.0	4.0	3.0	3.0	4.0	4.0	3.0	2.0	4.0	1.0	3.0	3.0
Evaluator #3	4.0	4.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	3.0	4.0
Evaluator #4	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0	4.0	3.0	3.0	4.0
Evaluator #5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	3.0	4.0	4.0
Evaluator #6	3.0	3.0	2.0	3.0	3.0	4.0	3.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0	1.0	3.0	3.0
Total Average Score	3.3	3.7	3.0	3.8	3.3	3.8	3.7	3.7	3.5	4.0	3.8	3.3	3.2	3.7	2.2	3.2	3.7
<b>Criteria #16 - Total Points (Total Possible Points = 50)</b>	33.3	36.7	30.0	38.3	33.3	38.3	36.7	36.7	35.0	40.0	38.3	33.3	31.7	36.7	21.7	31.7	36.7
<b>Criteria #17 (8.17) - Trial and Testing Periods</b>																	
Evaluator #1	3.0	3.0	3.0	3.0	4.0	4.0	3.0	3.0	3.0	4.0	4.0	2.0	4.0	3.0	3.0	4.0	4.0
Evaluator #2	4.0	2.0	3.0	2.0	3.0	3.0	3.0	3.0	3.0	2.0	4.0	3.0	3.0	3.0	2.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #4	3.0	3.0	3.0	3.0	4.0	3.0	3.0	3.0	3.0	3.0	4.0	3.0	4.0	4.0	3.0	3.0	3.0
Evaluator #5	4.0	4.0	3.0	3.0	3.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Evaluator #6	3.0	3.0	3.0	3.0	3.0	3.0	2.0	3.0	3.0	3.0	3.0	2.0	3.0	3.0	2.0	3.0	3.0
Total Average Score	3.5	3.2	3.2	3.0	3.5	3.5	3.2	3.3	3.3	3.3	3.8	3.0	3.7	3.3	3.0	3.5	3.5
<b>Criteria #17 - Total Points (Total Possible Points = 50)</b>	35.0	31.7	31.7	30.0	35.0	35.0	31.7										

**Cloud Solutions**  
**Solicitation # SK18008**  
**Stage 2 Evaluation Summary**

Stage 1: Minimum Mandatory Requirements	Vendor 33	Vendor 34	ViON Corporation
Acknowledgement of Amendments	PASS	PASS	PASS
Cover Letter	PASS	PASS	PASS
Executive Summary	PASS	PASS	PASS
General Requirements	PASS	PASS	PASS
Recertification	PASS	PASS	PASS
Business Profile	PASS	PASS	PASS
Scope of Experience	PASS	PASS	PASS
Financials	PASS	PASS	PASS
Contract Manager	PASS	PASS	PASS
Cost Proposal Submitted	PASS	PASS	PASS

Stage 2 - Technical Scores	Vendor 33	Vendor 34	ViON Corporation
<b>SECTION 6 - INFORMATION</b>			
<b>Criteria #1 (6.1) - Business Profile</b>			
Evaluator #1	3.0	5.0	4.0
Evaluator #2	2.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	4.0	3.0
Evaluator #5	3.0	4.0	4.0
Evaluator #6	2.0	3.0	3.0
Total Average Score	2.8	3.8	3.5
<b>Criteria #1 - Total Points</b> <b>(Total Possible Points = 25)</b>	14.2	19.2	17.5
<b>Criteria #2 (6.2) - Scope of Experience</b>			
Evaluator #1	2.0	3.0	5.0
Evaluator #2	1.0	2.0	4.0
Evaluator #3	3.0	3.0	4.0
Evaluator #4	3.0	3.0	4.0
Evaluator #5	3.0	3.0	4.0
Evaluator #6	2.0	2.0	4.0
Total Average Score	2.3	2.7	4.2
<b>Criteria #2 - Total Points</b> <b>(Total Possible Points = 25)</b>	11.7	13.3	20.8
<b>Criteria #3 (6.4) - General Information</b>			
Evaluator #1	3.0	5.0	4.0
Evaluator #2	3.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	4.0	4.0
Evaluator #5	4.0	3.0	3.0
Evaluator #6	2.0	3.0	3.0
Total Average Score	3.2	3.7	3.5
<b>Criteria #3 - Total Points</b> <b>(Total Possible Points = 25)</b>	15.8	18.3	17.5
<b>Criteria #4 (6.5) - Billing and Pricing Practices</b>			
Evaluator #1	3.0	5.0	4.0
Evaluator #2	2.0	3.0	2.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	4.0	4.0
Evaluator #5	3.0	3.0	4.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.0	3.7	3.5
<b>Criteria #4 - Total Points</b> <b>(Total Possible Points = 25)</b>	15.0	18.3	17.5
<b>Criteria #5 (6.6) - Best Practices</b>			
Evaluator #1	4.0	4.0	4.0
Evaluator #2	3.0	2.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0
Evaluator #5	3.0	4.0	3.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.5	3.5	3.5
<b>Criteria #5 - Total Points</b> <b>(Total Possible Points = 25)</b>	17.5	17.5	17.5
<b>SECTION 7 - ACTION AND STAFFING</b>			
<b>Criteria #1 (7.1) - Contract Manager</b>			
Evaluator #1	2.0	4.0	4.0
Evaluator #2	1.0	3.0	3.0
Evaluator #3	1.0	4.0	4.0
Evaluator #4	2.0	4.0	5.0
Evaluator #5	3.0	3.0	3.0
Evaluator #6	2.0	2.0	3.0
Total Average Score	1.8	3.3	3.7
<b>Criteria #1 - Total Points</b> <b>(Total Possible Points = 25)</b>	9.2	16.7	18.3
<b>SECTION 8 - QUALITY REQUIREMENTS</b>			
<b>Criteria #1 (8.1) - Technical Requirements</b>			
Evaluator #1	3.0	5.0	5.0
Evaluator #2	2.0	3.0	4.0
Evaluator #3	3.0	4.0	4.0
Evaluator #4	3.0	4.0	5.0
Evaluator #5	3.0	3.0	4.0
Evaluator #6	2.0	3.0	4.0
Total Average Score	2.7	3.7	4.3
<b>Criteria #1 - Total Points</b> <b>(Total Possible Points = 50)</b>	26.7	36.7	43.3
<b>Criteria #2 (8.2) - Subcontractors</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	4.0	2.0	4.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	4.0	4.0	5.0
Evaluator #5	4.0	4.0	4.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.7	3.5	4.0
<b>Criteria #2 - Total Points</b> <b>(Total Possible Points = 50)</b>	36.7	35.0	40.0
<b>Criteria #3 (8.3) - Working with Purchasing Entities</b>			
Evaluator #1	3.0	4.0	5.0
Evaluator #2	2.0	2.0	4.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0
Evaluator #5	3.0	3.0	3.0
Evaluator #6	3.0	3.0	4.0
Total Average Score	3.2	3.3	4.0
<b>Criteria #3 - Total Points</b> <b>(Total Possible Points = 50)</b>	31.7	33.3	40.0
<b>Criteria #4 (8.4) - Customer Service</b>			
Evaluator #1	3.0	5.0	4.0
Evaluator #2	3.0	3.0	3.0
Evaluator #3	4.0	5.0	4.0
Evaluator #4	3.0	4.0	5.0
Evaluator #5	3.0	4.0	3.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.2	4.0	3.7
<b>Criteria #4 - Total Points</b> <b>(Total Possible Points = 50)</b>	31.7	40.0	36.7
<b>Criteria #5 (8.5) - Security of Information</b>			
Evaluator #1	4.0	4.0	5.0
Evaluator #2	3.0	3.0	4.0
Evaluator #3	3.0	5.0	4.0
Evaluator #4	3.0	4.0	4.0
Evaluator #5	3.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.2	3.7	3.8
<b>Criteria #5 - Total Points</b> <b>(Total Possible Points = 50)</b>	31.7	36.7	38.3
<b>Criteria #6 (8.6) - Privacy and Security</b>			
Evaluator #1	4.0	4.0	5.0
Evaluator #2	3.0	2.0	4.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0
Evaluator #5	3.0	3.0	3.0
Evaluator #6	3.0	3.0	5.0
Total Average Score	3.5	3.3	4.2
<b>Criteria #6 - Total Points</b> <b>(Total Possible Points = 50)</b>	35.0	33.3	41.7
<b>Criteria #7 (8.7) - Migration and Redeployment Plan</b>			
Evaluator #1	3.0	4.0	5.0
Evaluator #2	3.0	2.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	4.0	3.0
Evaluator #5	4.0	4.0	3.0
Evaluator #6	2.0	3.0	4.0
Total Average Score	3.2	3.5	3.7
<b>Criteria #7 - Total Points</b> <b>(Total Possible Points = 50)</b>	31.7	35.0	36.7
<b>Criteria #8 (8.8) - Service or Data Recovery</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	2.0	2.0	4.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	4.0	4.0	3.0
Evaluator #5	4.0	4.0	3.0
Evaluator #6	2.0	3.0	5.0
Total Average Score	3.2	3.5	3.8
<b>Criteria #8 - Total Points</b> <b>(Total Possible Points = 50)</b>	31.7	35.0	38.3

Exhibit 1: Master Summary Evaluation

Stage 2 - Technical Scores	Vendor 33	Vendor 34	ViON Corporation
<b>Criteria #9 (8.9) - Data Protection</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	2.0	2.0	4.0
Evaluator #3	3.0	4.0	4.0
Evaluator #4	3.0	3.0	4.0
Evaluator #5	4.0	4.0	3.0
Evaluator #6	2.0	3.0	5.0
Total Average Score	2.8	3.3	4.0
<b>Criteria #9 - Total Points (Total Possible Points = 50)</b>	28.3	33.3	40.0
<b>Criteria #10 (8.10) - Service Level Agreements</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	3.0	2.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0
Evaluator #5	3.0	3.0	4.0
Evaluator #6	2.0	3.0	4.0
Total Average Score	3.2	3.3	3.8
<b>Criteria #10 - Total Points (Total Possible Points = 50)</b>	31.7	33.3	38.3
<b>Criteria #11 (8.11) - Data Disposal</b>			
Evaluator #1	3.0	5.0	5.0
Evaluator #2	3.0	3.0	3.0
Evaluator #3	3.0	4.0	4.0
Evaluator #4	3.0	3.0	4.0
Evaluator #5	4.0	3.0	4.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.2	3.5	3.8
<b>Criteria #11 - Total Points (Total Possible Points = 50)</b>	31.7	35.0	38.3
<b>Criteria #12 (8.12) - Performance Measures and Reports</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	4.0	2.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	4.0	4.0	4.0
Evaluator #5	4.0	4.0	4.0
Evaluator #6	3.0	3.0	5.0
Total Average Score	3.7	3.5	4.0
<b>Criteria #12 - Total Points (Total Possible Points = 50)</b>	36.7	35.0	40.0
<b>Criteria #13 (8.13) - Cloud Security Alliance Questionnaire</b>			
Evaluator #1	3.0	3.0	3.0
Evaluator #2	3.0	3.0	3.0
Evaluator #3	3.0	3.0	3.0
Evaluator #4	3.0	3.0	3.0
Evaluator #5	3.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.0	3.0	3.0
<b>Criteria #13 - Total Points (Total Possible Points = 50)</b>	30.0	30.0	30.0
<b>Criteria #14 (8.14) - Service Provisioning</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	3.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	4.0	4.0
Evaluator #5	4.0	4.0	4.0
Evaluator #6	3.0	3.0	4.0
Total Average Score	3.3	3.7	3.8
<b>Criteria #14 - Total Points (Total Possible Points = 50)</b>	33.3	36.7	38.3
<b>Criteria #15 (8.15) - Backup and Disaster Plan</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	2.0	3.0	4.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	3.0	4.0
Evaluator #5	4.0	3.0	4.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.2	3.3	3.8
<b>Criteria #15 - Total Points (Total Possible Points = 50)</b>	31.7	33.3	38.3
<b>Criteria #16 (8.16) - Hosting and Provisioning</b>			
Evaluator #1	2.0	3.0	4.0
Evaluator #2	3.0	3.0	4.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	4.0	4.0
Evaluator #5	4.0	4.0	4.0
Evaluator #6	2.0	3.0	4.0
Total Average Score	3.0	3.5	4.0
<b>Criteria #16 - Total Points (Total Possible Points = 50)</b>	30.0	35.0	40.0
<b>Criteria #17 (8.17) - Trial and Testing Periods</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	3.0	2.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	4.0	3.0
Evaluator #5	3.0	4.0	4.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.2	3.5	3.5
<b>Criteria #17 - Total Points (Total Possible Points = 50)</b>	31.7	35.0	35.0
<b>Criteria #18 (8.18) - Integration and Customization</b>			
Evaluator #1	3.0	4.0	3.0
Evaluator #2	3.0	2.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	3.0	5.0
Evaluator #5	3.0	4.0	4.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.2	3.3	3.7
<b>Criteria #18 - Total Points (Total Possible Points = 50)</b>	31.7	33.3	36.7
<b>Criteria #19 (8.19) - Marketing Plan</b>			
Evaluator #1	3.0	4.0	3.0
Evaluator #2	1.0	3.0	3.0
Evaluator #3	3.0	4.0	4.0
Evaluator #4	2.0	3.0	3.0
Evaluator #5	3.0	3.0	3.0
Evaluator #6	2.0	3.0	3.0
Total Average Score	2.3	3.3	3.2
<b>Criteria #19 - Total Points (Total Possible Points = 50)</b>	23.3	33.3	31.7
<b>Criteria #20 (8.20) - Value-Added Services</b>			
Evaluator #1	4.0	4.0	5.0
Evaluator #2	3.0	3.0	4.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	3.0	4.0
Evaluator #5	4.0	3.0	3.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.5	3.3	3.8
<b>Criteria #20 - Total Points (Total Possible Points = 50)</b>	35.0	33.3	38.3
<b>Criteria #21 (8.22) - Supporting Infrastructure</b>			
Evaluator #1	3.0	4.0	4.0
Evaluator #2	3.0	3.0	3.0
Evaluator #3	4.0	4.0	4.0
Evaluator #4	3.0	4.0	4.0
Evaluator #5	3.0	4.0	4.0
Evaluator #6	3.0	3.0	3.0
Total Average Score	3.2	3.7	3.7
<b>Criteria #21 - Total Points (Total Possible Points = 50)</b>	31.7	36.7	36.7
	Vendor 33	Vendor 34	ViON Corporation
<b>Total Technical Points (Total Possible Points = 1,200 for XaaS, IaaS and PaaS) Minimum Threshold = 70% or 840.0 (Total Possible Points = 1,150 for SaaS only providers) Minimum Threshold = 70% or 805.0</b>	746.7	831.7	905.8
<b>Stage 3 - Cost Scores</b>	Vendor 33	Vendor 34	ViON Corporation
Cost			
Cost Points			
<b>Score Summary</b>	Vendor 33	Vendor 34	ViON Corporation
Total Technical Points (Total Possible = 1,200.0 for XaaS, IaaS and PaaS, 1,150.0 for SaaS only)	746.7	831.7	905.8
Total Cost Points (Total Possible = 133.3)	0.0	0.0	0.0
Grand Total Points (Total Possible = 1,333.3 for XaaS, IaaS and PaaS, 1,283.3 for SaaS only)	746.7	831.7	905.8