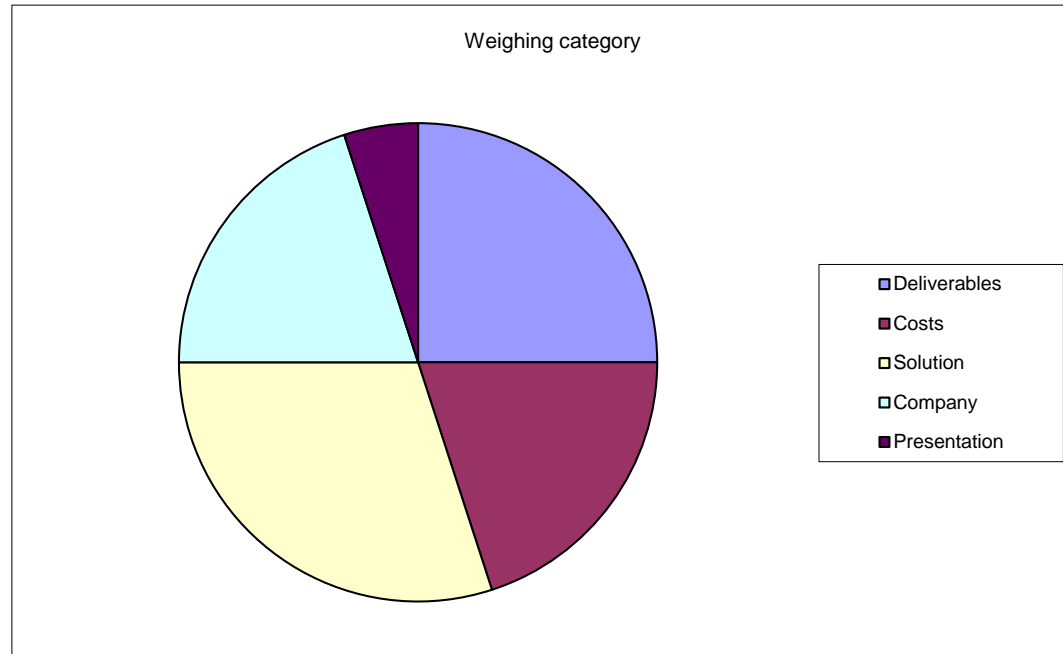


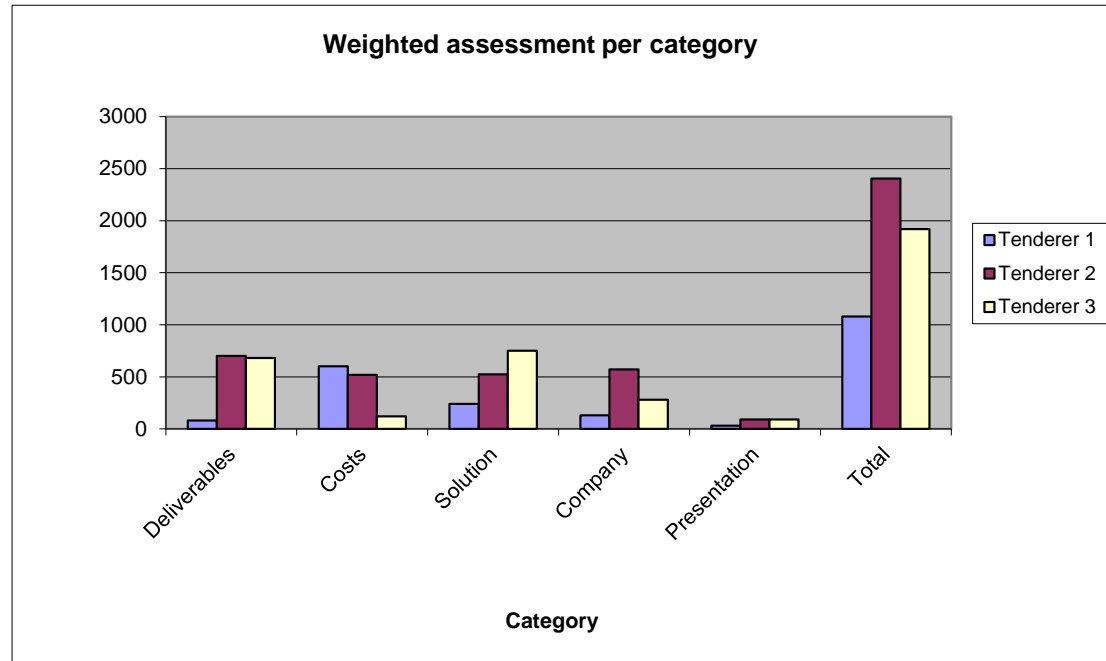
Development tender

Development tender		worth	1=low; 5=high scores (example)				weighted scores (example)					
			worth%									
			(rounded)	Tenderer 1	Tenderer 2	Tenderer 3	Tenderer 1	Tenderer 2	Tenderer 3			
Compliance to mandatory requirements is not evaluated in this model												
Deliverables	Should have	80	13	0	5	5	0	400	400			
	Could have	40	7	1	4	4	40	160	160			
	Would have	20	3	2	5	4	40	100	80			
	Additional	10	2	0	4	4	0	40	40			
			150	25	1	5	4	80	700	680		
Costs	Price	80	13	5	4	1	400	320	80			
	License structure	35	6	5	5	1	175	175	35			
	Transition	5	1	5	5	1	25	25	5			
			120	20	5	5	1	600	520	120		
Solution	Open platform/source/standards	75	13	1	3	4	75	225	300			
	Design	75	13	1	2	4	75	150	300			
	Interfacing possibilities	30	5	3	5	5	90	150	150			
			180	30	2	3	4	240	525	750		
Company	Proven capacity to collaborate	30	5	1	4	3	30	120	90			
	Financial stability	10	2	1	5	3	10	50	30			
	Accessibility to the client	10	2	2	5	2	20	50	20			
	References	30	5	1	5	2	30	150	60			
	Demonstrated experience	40	7	1	5	2	40	200	80			
			120	20	1	5	2	130	570	280		
Presentation	Presentation and demonstration	30	5	1	3	3	30	90	90			
			30	5	1	3	3	30	90	90		
		600	100	2	4	3	1080	1080	2405	2405	1920	1920

	%
Deliverables	25
Costs	20
Solution	30
Company	20
Presentation	5



	Tenderer 1	Tenderer 2	Tenderer 3
Deliverables	80	700	680
Costs	600	520	120
Solution	240	525	750
Company	130	570	280
Presentation	30	90	90
Total	1080	2405	1920



Table

	Tenderer 1	Tenderer 2	Tenderer 3
Deliverables	--	++	+
Costs	++	++	--
Solution	-	0	+
Company	--	++	-
Presentation	--	0	0
Final assessment	-	+	0