

### Supplier Selection Decision Matrix

Category	Areas	Criteria	Weight (%)	Ratings (0 - 10 values)				
				ABC Inc	Trust Co	Union Inc		
			<b>100</b>					
(1) Company Overview	Expertise & Client Experience	# of Years in Business						
		# of Years in offering Software Solutions, Support and Services						
		# of Clients for which you are providing application solutions Service & Support	5	3	6	4		
		Previous Experience with Ivy League School (s)						
	Client Types (Education? Retail? Insurance)							
	References	Reference # 1						
Reference # 2		10	2	8	5			
Reference # 3								
<b>Sub Total</b>			<b>15</b>	<b>0.75</b>	<b>2.1</b>	<b>1.35</b>		
(2) Cost	Overall Cost Structure	Yearly License Cost (All Licenses Currently in Place)						
		Additional Support & Services Cost (Yearly)						
		Average Hourly Rate for Project Work (New Solutions & Augment Resources)	15	4	9	5		
		Transition Plan and Cutover Cost						
<b>Sub Total</b>			<b>15</b>	<b>0.6</b>	<b>1.35</b>	<b>0.75</b>		
(3) Support & Maintenance	Capabilities	Integration Experience with other applications						
		Supplier Resources (Certified Workflow, WorkView Engineers and Certified Support Engineers)	25	4	9	4		
		Custom Solutions using existing software						
<b>Sub Total</b>			<b>25</b>	<b>1</b>	<b>2.25</b>	<b>1</b>		
(4) Contract	Proposal / Contract Elements	Offering Tier 1 + Tier 2 + Tier 3 Support & Services						
		Offering Tier 2 + Tier 3 Support & Services ONLY	30	3	8	6		
		Offering Tier 3 Support & Services ONLY						
<b>Sub Total</b>			<b>30</b>	<b>0.9</b>	<b>2.4</b>	<b>1.8</b>		
(5) Financial Risk	Business Credit / Financial Health	Business Credit Rating Score	15	3	10	6		
		<b>Sub Total</b>	<b>15</b>	<b>0.45</b>	<b>1.5</b>	<b>0.9</b>		
<b>GRAND TOTAL</b>			<b>100</b>	<b>3.7</b>	<b>9.6</b>	<b>5.8</b>	<b>0</b>	<b>0</b>