

Decision making criteria



Each response to a Request for Proposal (RfP) is assessed based on the proposed pricing and it's ability to meet the specification.



Firstly the proposal needs to meet the conditions precedent and minimum criteria specified in the RfP.



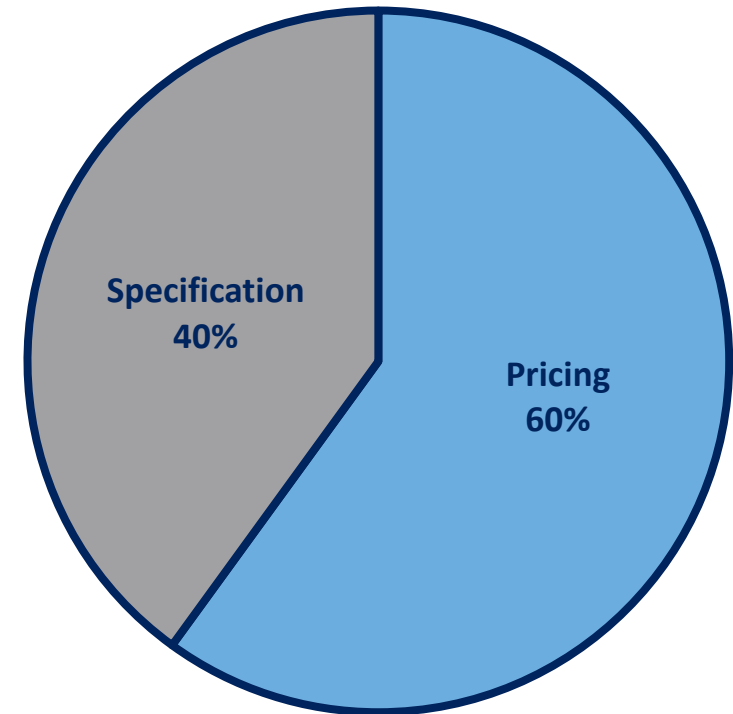
The proposal is then given a score for how suitable the solution is.



Another score is given for the proposed cost of providing the service.



The pricing is given a weighting of 60% and the specification a weighting of 40%





This table is contained within the Request for Proposal response template, and provides a detailed view of our decision making criteria.

No.	Question		Scoring Parameters				Weighting
Evaluation Criteria			High (10 marks)	Medium (6 marks)	Low (3 marks)	Unacceptable or Data Not Provided (0)	100%
1	Commercial Assessment	Pricing Schedule	Pricing will be scored based on a percentage difference from the leading bid.				60%
3	Supplier's Ability Assessment	Specification (mandatory)	PASS - meets the conditions precedent and minimum requirements as specified in the RfP		FAIL - does not meet the conditions precedent and minimum requirements as specified in the RfP		PASS/FAIL
4		Specification	Provides a suitable solution within the required network location, no service conflicts, does not cause network issues during recovery period	Provides a suitable solution within the required network location, has some service conflicts or may cause some network issues during recovery period	Provides a suitable solution within the required network location, has significant service conflicts or may cause significant network issues during recovery period	Does not provide a suitable solution within the required network location.	40%

Each individual requirement area within an RfP will have it's own conditions precedent which reflects the specific type of flexible services response required.