

**RFP NO. KDW0003 (RE-BID) – JANITORIAL SERVICES AT MULTIPLE AE SITES  
EVALUATION MATRIX**

| <b>EVALUATION CATEGORIES</b>   | <b>ABM,<br/>ALPHARETTA, GA</b> | <b>INTERSTATE<br/>BUILDING,<br/>AUSTIN, TX</b> | <b>INTERNATIONAL<br/>BUILDING SERVICES<br/>AUSTIN, TX</b> |
|--|--------------------------------|--|---|
| <b>1) Total Evaluated Cost (30 points)</b>                                       | 29                             | 25   | 30  |
| <b>2) Demonstrated Applicable Experience<br/>and References (25 points)</b>      | 23                             | 18   | 10  |
| <b>3) System Concept and Solution,<br/>Program (25 points)</b>                   | 23                             | 20   | 16  |
| <b>4) Personnel/Hiring Plan and Project<br/>Management Structure (20 points)</b> | 19                             | 14   | 10  |
| <b>TOTAL POINTS</b>  | <b>94</b>                      | <b>77</b>                                      | <b>66</b>   |