

**MATRIX**  
**BEST AND FINAL OFFER**  
**CIS-REPLACEMENT SOFTWARE & IMPLEMENTATION**  
**RFP NO. AAA0014**

| <b>Evaluation Criteria</b> |  | <b>Total Points</b> | <b>BearingPoint, Inc.<br/>McLean, VA</b> | <b>IBM Corporation<br/>Cleveland, OH</b> |
|----------------------------|--|---------------------|--|--|
| 1                          | Proposed Solution Viability<br>*Compliance with functional requirements<br>*Compliance with technical requirements   | 50 Points           | 46                                       | 46                                       |
| 2                          | Cost<br>*Cost of base product<br>* Cost of maintenance agreements<br>* Cost of optional items  | 20 Points           | 20                                       | 19                                       |
| 3                          | Project Mangement Approach<br>* Project management methodology<br>* Completeness of project management documentation<br>* On-site project manager<br>* Qualifications and experience of project management staff | 10 Points           | 8  | 7  |
| 4                          | Experience<br>* Number of successfully installed sites<br>* Customer references<br>* Similar installations (size and scope)<br>* Maturity of product<br>* Maturity of company                                    | 10 Points           | 8  | 7  |
| 5                          | Explicit acceptance of all Terms and Conditions contained in this RFP  | 10 Points           | 3  | 3  |
| 6                          | Financial Viability of Company<br>* Company Financials<br>* Financial Ratings<br>* Financial ratios  | Pass/Fail           | F  | P  |
| <b>Grand Total Score</b>   |  | <b>100 Pts</b>      | <b>85</b>                                | <b>82</b>                                |