

RFP-8100-ABIA-004  
Terminal Concessions RFP Evaluation Worksheet  
Package R1

Proposer  
Final Score

Paradies	AUS Retail Plus
77.58	82.76

	<i>Paradies</i>	<i>AUS Retail Plus</i>
<b>Prior Experience (15pts Total)</b>	<b>12.7</b>	<b>12.9</b>
<b>Management and Operations Plan (20pts Total)</b>	<b>16.28</b>	<b>16.06</b>
<b>Proposed Concept (35pts Total)</b>	<b>24.6</b>	<b>29.8</b>
<b>Financial Proposal (30pts Total)</b>	<b>24</b>	<b>24</b>
<b>Overall Score</b>	<b>77.58</b>	<b>82.76</b>

RFP-8100-ABIA-004  
Terminal Concessions RFP Evaluation Worksheet  
Package F4

Proposer  
Final Score

HMS Host	Joe and The Juice	DNC AUS F&B
79.44	67.9	79.96

	<i>HMS Host</i>	<i>Joe and The Juice</i>	<i>DNC AUS F&amp;B Plus</i>
<b>Prior Experience (15pts Total)</b>	<b>13.2</b>	<b>9.5</b>	<b>13.3</b>
<b>Management and Operations Plan (20pts Total)</b>	<b>16.24</b>	<b>15.8</b>	<b>16.06</b>
<b>Proposed Concept (35pts Total)</b>	<b>23.2</b>	<b>21.2</b>	<b>32.2</b>
<b>Financial Proposal (30pts Total)</b>	<b>26.8</b>	<b>21.4</b>	<b>18.4</b>
<b>Overall Score</b>	<b>79.44</b>	<b>67.9</b>	<b>79.96</b>