

**RFP 735-11219
Scoring
Tabulation**

Rater #1 (Doug Wood)																						
PROPOSING FIRM	Experience and Past Performance			Marketing Strategy, Distribution and Bond Insurance			Previous competitive bidding results			Unsolicited Ideas Submitted			Proposed Take-Downs and Spreads			Total Points Awarded	Average Points Awarded	Total Combined Points	Local Vendor Preference	Local Preference Deduction	Total Final Score	Final Ranking
	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal							
Citigroup	0.40	1	0.40	0.25	3	0.75	0.05	3	0.15	0.05	1	0.05	0.25	3	0.75	2.10	1.97	5.90	5%	0.30	5.61	1
Morgan Stanley	0.40	2	0.80	0.25	1	0.25	0.05	5	0.25	0.05	3	0.15	0.25	2	0.50	1.95	2.02	6.05	5%	0.30	5.75	2
RBC Capital	0.40	4	1.60	0.25	5	1.25	0.05	2	0.10	0.05	2	0.10	0.25	1	0.25	3.30	3.15	9.45	5%	0.47	8.98	3
Wells Fargo	0.40	3	1.20	0.25	4	1.00	0.05	1	0.05	0.05	5	0.25	0.25	5	1.25	3.75	3.40	10.20	0	0.00	10.20	4
Jefferies	0.40	5	2.00	0.25	2	0.50	0.05	4	0.20	0.05	4	0.20	0.25	4	1.00	3.90	4.45	13.35	0	0.00	13.35	5

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Rater #2 (Pamela Winston)																			
PROPOSING FIRM	Experience and Past Performance			Marketing Strategy, Distribution and Bond Insurance			Previous competitive bidding results			Unsolicited Ideas Submitted			Proposed Take-Downs and Spreads			Total Points Awarded			
	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal				
Citigroup	0.40	1	0.40	0.25	3	0.75	0.05	3	0.15	0.05	3	0.15	0.25	3	0.75	2.20			
Morgan Stanley	0.40	2	0.80	0.25	2	0.50	0.05	3	0.15	0.05	1	0.05	0.25	2	0.50	2.00			
RBC Capital	0.40	4	1.60	0.25	4	1.00	0.05	2	0.10	0.05	2	0.10	0.25	1	0.25	3.05			
Wells Fargo	0.40	3	1.20	0.25	1	0.25	0.05	1	0.05	0.05	5	0.25	0.25	5	1.25	3.00			
Jefferies	0.40	5	2.00	0.25	5	1.25	0.05	5	0.25	0.05	4	0.20	0.25	4	1.00	4.70			

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Rater #3 (Darlene Pfeiffer)																			
PROPOSING FIRM	Experience and Past Performance			Marketing Strategy, Distribution and Bond Insurance			Previous competitive bidding results			Unsolicited Ideas Submitted			Proposed Take-Downs and Spreads			Total Points Awarded			
	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal	Weight Factor	Ranking	Point Subtotal				
Citigroup	0.40	1	0.40	0.25	1	0.25	0.05	3	0.15	0.05	1	0.05	0.25	3	0.75	1.60			
Morgan Stanley	0.40	2	0.80	0.25	2	0.50	0.05	4	0.20	0.05	2	0.10	0.25	2	0.50	2.10			
RBC Capital	0.40	4	1.60	0.25	4	1.00	0.05	2	0.10	0.05	3	0.15	0.25	1	0.25	3.10			
Wells Fargo	0.40	3	1.20	0.25	3	0.75	0.05	1	0.05	0.05	4	0.20	0.25	5	1.25	3.45			
Jefferies	0.40	5	2.00	0.25	5	1.25	0.05	5	0.25	0.05	5	0.25	0.25	4	1.00	4.75			