

SOURCEWELL EVALUATOR SCORING GUIDE

Percentage	Quality of Response	Description	Strengths Relative to Criteria	Weaknesses	Confidence in Proposed Approach
90-100	Excellent	The proposal addresses the criteria completely, exhibits outstanding knowledge, creativity, innovation or other factors to justify this rating.	Meets criteria - numerous strengths in key areas.	None	Very High
80-89	Good	The proposal addresses the criteria completely and addresses some elements of the criteria in an outstanding manner.	Meets criteria - some strengths in key areas.	Minor - not in key areas	High
70-79	Moderate	The proposal addresses most elements of the criteria.	Meets most criteria - minimal strengths provided in their response.	Moderate - does not outweigh strengths	Moderate
60-69	Marginal	The proposal meets some of the RFP criteria.	Meets some of the criteria with some clear strengths.	Exist in key areas - outweighs strengths	Low
0-59	Unacceptable	The proposal meets a few to none of the RFP criteria.	Meets a few to none of the criteria with few or no clear strengths.	Significant and numerous	No Confidence