

**PROPOSAL EVALUATION CRITERIA MATRIX (Short-Listed Firms)
RFP 7-2137 Financial Advisory Services**

Sperry Capital Inc.							Weights	Overall Score
Evaluator Number	1	2	3	4	5	6		
Qualifications of Firm	4.5	4.5	4.5	5.0	5.0	4.0	6	27.5
Staffing/Project Organization	4.5	4.5	4.5	4.5	4.5	4.0	5	22.1
Work Plan	4.5	5.0	5.0	5.0	5.0	4.5	5	24.2
Cost and Price	4.2	4.2	4.2	4.2	4.2	4.2	4	16.8
Overall Score	88.8	91.3	91.3	94.3	94.3	83.3		91

PFM Financial Advisors LLC					Weights	Overall Score		
Evaluator Number	1	2	3	4	5			
Qualifications of Firm	4.5	5.0	5.0	4.5	5.0	4.5	6	28.5
Staffing/Project Organization	4.0	4.0	4.0	4.5	4.5	3.5	5	20.4
Work Plan	4.0	4.0	4.0	4.0	4.5	3.5	5	20.0
Cost and Price	5.0	5.0	5.0	5.0	5.0	5.0	4	20.0
Overall Score	87.0	90.0	90.0	89.5	95.0	82.0		89

Range of scores for non-short-listed firms was 63 to 79.