

ATTACHMENT B**PROPOSAL EVALUATION CRITERIA MATRIX (Short-Listed Firms)
RFP 8-1507: DATA CENTER COLOCATION SERVICES**

FIRM: SWITCH LTD.						Weights	Overall Score
Evaluator Number	1	2	3	4	5		
Qualifications of Firm	4.5	5.0	4.5	4.5	5.0	7	32.9
Staffing/Project Organization	4.0	3.5	3.0	3.5	3.0	3	10.2
Work Plan	4.5	4.5	5.0	4.5	4.5	5	23.0
Cost and Price	4.3	4.3	4.3	4.3	4.3	5	21.5
Overall Score	87.5	89.5	87.0	86.0	88.0		88

FIRM: VPLS, INC.						Weights	Overall Score
Evaluator Number	1	2	3	4	5		
Qualifications of Firm	3.5	3.5	3.5	3.0	3.5	7	23.8
Staffing/Project Organization	4.0	4.0	4.0	3.5	3.0	3	11.1
Work Plan	4.0	3.5	4.0	3.5	3.0	5	18.0
Cost and Price	5.0	5.0	5.0	5.0	5.0	5	25.0
Overall Score	81.5	79.0	81.5	74.0	73.5		78

The range of scores for the non-short-listed firms was 30-65.