

Percent Score	Quality of Response	Description	Strengths Relative to Requirements
5	Excellent	The proposal addresses the requirements completely, exhibits outstanding knowledge, creativity, innovation or other factors to justify this rating.	Meets requirements - numerous strengths in key areas.
4	Good	The proposal addresses the requirements completely and addresses some elements of the requirements in an outstanding manner.	Meets requirements - some strengths in key areas.
3	Moderate	The proposal addresses most elements of the requirements.	Meets most requirements - minimal strengths provided in their response.
2	Marginal	The proposal meets some of the RFP requirements.	Meets some of the requirements with some clear strengths.
1	Unacceptable	The proposal meets a few to none of the RFP requirements.	Meets a few to none of the requirements with few or no clear strengths.

Weaknesses	Confidence in Proposed Approach
None	Very High
Minor - not in key areas	High
Moderate - does not outweigh strengths	Moderate
Exist in key areas - outweighs strengths	Low
Significant and numerous	No Confidence