

FINAL CUMULATIVE SCORE SHEET  
RFP 753  
LEGISLATIVE LIAISON, LOBBYING AND COMMUNICATION SERVICES  
13-Sep-11

	Hubbard Wilson & Zelenkova, LLC	Nation Consulting
Experience of Personnel Maximum: 25 Points	<b>68</b>	<b>28</b>
	1 2 3 22 23 23	1 2 3 8 10 10
Experience with Like Projects Maximum: 25 Points	<b>61</b>	<b>30</b>
	1 2 3 20 21 20	1 2 3 10 10 10
Quality of Proposed Solution Maximum: 25 Points	<b>61</b>	<b>23</b>
	1 2 3 21 22 18	1 2 3 5 9 9
Cost Maximum: 25 Points	<b>36.6</b>	<b>75</b>
	1 2 3 12.2 12.2 12.2	1 2 3 25.0 25.0 25.0
HUB/Student Engagement Requirements: Maximum: 10 points	<b>Pass</b>	<b>Pass + 30</b>
	1 2 3 0 0 0	1 2 3 10 10 10
References: Pass/Fail	Pass	Pass
Responsiveness: Pass/Fail	Pass	Fail
Total Points	<b>226.6</b>	<b>186</b>

*The number assigned to the evaluator is listed above their score. Cost points are calculated by Procurement with maximum points assigned to the lowest cost and a weighted assignment to the rest.*

**Awarded to: Hubbard Wilson & Zelenkova, LLC**