

FINAL CUMULATIVE SCORE SHEET
RFP 756
TARGETED STAFF DEVELOPMENT ON INSTRUCTIONAL COACHING
October 11,2011

	Houghton Mifflin Harcourt							McGraw-Hill							Teacher Created Materials						
Vendor Qualifications and Background Maximum: 10 Points	56.8							50							40						
	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7
	10	10	8.8	8	10	10	0	5	7	8	10	10	10	0	7	8	7	7	6	5	0
Similar Experience with Like Agencies Maximum: 25 Points	125							97							83						
	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7
	25	20	20	20	20	20	0	10	15	17	15	15	25	0	18	15	15	15	15	5	0
Content of Proposed Services Maximum: 40 Points	212							201							154						
	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7
	40	37	30	25	40	40	0	30	28	33	30	40	40	0	29	30	31	30	29	5	0
Cost Maximum: 25 Points	98							59.5							175						
	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7
	14	14	14	14	14	14	14	8.5	8.5	8.5	8.5	8.5	8.5	8.5	25.0	25.0	25.0	25.0	25.0	25.0	25.0
HUB/Student Engagement Requirements: Pass/Fail	Pass							Pass							Pass						
References: Pass/Fail	Pass							Pass							Pass						
Responsiveness: Pass/Fail	Pass							Pass							Pass						
Total Points	491.8							407.5							452						

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: Houghton Mifflin Harcourt