

CUMULATIVE SCORE SHEET  
RFP 815  
DISTRICT WEBSITE  
PROPOSAL DUE DATE: AUGUST 30, 2013

**PHASE ONE**  
**OPTION A: VENDOR HOSTED**

**Heartland Technology Group, Inc.-Avastone  
Technologies, LLC**

**JS Digital Solutions**

	<b>52.0</b>									<b>38.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
Vendor Qualifications/Experience with Like Projects Maximum: 15 Points	N/A	10.0	5.0	10.0	4.0	3.0	10.0	5.0	5.0	N/A	5.0	7.0	1.0	3.0	3.0	10.0	4.0	5.0
Vendor Background Maximum: 15 Points	<b>55.0</b>									<b>37.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	10.0	5.0	5.0	6.0	3.0	10.0	6.0	10.0	N/A	5.0	7.0	1.0	6.0	3.0	5.0	5.0	5.0
Quality of Proposed Solution Maximum: 40 Points	<b>101.0</b>									<b>65.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	20.0	2.0	20.0	9.0	10.0	15.0	15.0	10.0	N/A	15.0	5.0	2.0	8.0	10.0	10.0	10.0	5.0
Cost Maximum: 30 Points	<b>240.0</b>									<b>96.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	N/A	12.0	12.0	12.0	12.0	12.0	12.0	12.0	12.0
<b>Total Points</b>	<b>448.0</b>									<b>236.0</b>								

**Layer One Media**

**Northwoods Software  
Development, Inc.**

	<b>109.5</b>									<b>109.5</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
Vendor Qualifications/Experience with Like Projects Maximum: 15 Points	N/A	13.0	15.0	13.0	10.0	15.0	15.0	13.5	15.0	N/A	14.0	15.0	13.0	10.0	15.0	15.0	12.5	15.0
Vendor Background Maximum: 15 Points	<b>110.0</b>									<b>114.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	12.0	15.0	10.0	13.0	15.0	15.0	15.0	15.0	N/A	14.0	15.0	13.0	13.0	15.0	15.0	14.0	15.0
Quality of Proposed Solution Maximum: 40 Points	<b>296.0</b>									<b>285.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	30.0	40.0	30.0	36.0	40.0	40.0	40.0	40.0	N/A	35.0	40.0	35.0	30.0	35.0	35.0	35.0	40.0
Cost Maximum: 30 Points	<b>52.8</b>									<b>56.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	6.6	6.6	6.6	6.6	6.6	6.6	6.6	6.6	N/A	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0
<b>Total Points</b>	<b>568.3</b>									<b>564.5</b>								

**OPTION B: MPS-HOSTED**

**Heartland Technology Group, Inc.-Avastone  
Technologies, LLC**

**JS Digital Solutions**

Vendor Qualifications/Experience with Like Projects Maximum: 15 Points	<b>47.0</b>									<b>38.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	10.0	5.0	5.0	4.0	3.0	10.0	5.0	5.0	N/A	5.0	7.0	0.0	4.0	3.0	10.0	4.0	5.0
Vendor Background Maximum: 15 Points	<b>55.0</b>									<b>38.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	10.0	5.0	5.0	6.0	3.0	10.0	6.0	10.0	N/A	5.0	7.0	2.0	6.0	3.0	5.0	5.0	5.0
Quality of Proposed Solution Maximum: 40 Points	<b>100.0</b>									<b>67.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	20.0	2.0	18.0	10.0	10.0	15.0	15.0	10.0	N/A	15.0	5.0	2.0	10.0	10.0	10.0	10.0	5.0
Cost Maximum: 30 Points	<b>240.0</b>									<b>56.8</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	N/A	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1
Total Points	<b>442.0</b>									<b>199.8</b>								

**Layer One Media**

**Northwoods Software  
Development, Inc.**

Vendor Qualifications/Experience with Like Projects Maximum: 15 Points	<b>111.5</b>									<b>100.5</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	13.0	15.0	13.0	12.0	15.0	15.0	13.5	15.0	N/A	14.0	15.0	2.0	12.0	15.0	15.0	12.5	15.0
Vendor Background Maximum: 15 Points	<b>112.0</b>									<b>103.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	12.0	15.0	12.0	13.0	15.0	15.0	15.0	15.0	N/A	14.0	15.0	2.0	13.0	15.0	15.0	14.0	15.0
Quality of Proposed Solution Maximum: 40 Points	<b>304.0</b>									<b>287.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	30.0	40.0	38.0	36.0	40.0	40.0	40.0	40.0	N/A	35.0	40.0	37.0	30.0	35.0	35.0	35.0	40.0
Cost Maximum: 30 Points	<b>33.6</b>									<b>32.8</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	N/A	4.2	4.2	4.2	4.2	4.2	4.2	4.2	4.2	N/A	4.1	4.1	4.1	4.1	4.1	4.1	4.1	4.1
Total Points	<b>561.1</b>									<b>523.3</b>								

Note: Evaluator 1 did not participate in Phase One.

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.

Non-complying response received from:  
 Pro Site Builder, LLC

"No Bid" response received from:  
 Schoolwires

# PHASE TWO- FINALISTS

## OPTION A: VENDOR HOSTED

	Layer One Media									Northwoods Software Development, Inc.								
Vendor Qualifications/Experience with Like Projects Maximum: 15 Points	<b>64.0</b>									<b>115.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	7.0	10.0	5.0	5.0	11.0	7.0	14.0	5.0	N/A	15.0	12.0	15.0	14.0	14.0	15.0	15.0	15.0	N/A
Vendor Background Maximum: 15 Points	<b>77.0</b>									<b>114.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	7.0	8.0	5.0	10.0	12.0	10.0	15.0	10.0	N/A	12.0	12.0	15.0	15.0	15.0	15.0	15.0	15.0	N/A
Quality of Proposed Solution Maximum: 40 Points	<b>218.0</b>									<b>291.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	25.0	25.0	20.0	20.0	33.0	35.0	30.0	30.0	N/A	35.0	35.0	35.0	38.0	38.0	40.0	35.0	35.0	N/A
Cost Maximum: 30 Points	<b>227.2</b>									<b>240.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	28.4	28.4	28.4	28.4	28.4	28.4	28.4	28.4	N/A	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	N/A
<b>Total Points</b>	<b>586.2</b>									<b>760.0</b>								

## OPTION B: MPS-HOSTED

	Layer One Media									Northwoods Software Development, Inc.								
Vendor Qualifications/Experience with Like Projects Maximum: 15 Points	<b>64.0</b>									<b>116.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	7.0	10.0	5.0	5.0	11.0	7.0	14.0	5.0	N/A	15.0	12.0	15.0	15.0	14.0	15.0	15.0	15.0	N/A
Vendor Background Maximum: 15 Points	<b>72.0</b>									<b>113.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	7.0	8.0	5.0	5.0	12.0	10.0	15.0	10.0	N/A	12.0	12.0	15.0	14.0	15.0	15.0	15.0	15.0	N/A
Quality of Proposed Solution Maximum: 40 Points	<b>218.0</b>									<b>293.0</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	25.0	25.0	20.0	20.0	33.0	35.0	30.0	30.0	N/A	35.0	35.0	35.0	40.0	38.0	40.0	35.0	35.0	N/A
Cost Maximum: 30 Points	<b>240.0</b>									<b>232.8</b>								
	1	2	3	4	5	6	7	8	9	1	2	3	4	5	6	7	8	9
	30.0	30.0	30.0	30.0	30.0	30.0	30.0	30.0	N/A	29.1	29.1	29.1	29.1	29.1	29.1	29.1	29.1	N/A
<b>Total Points</b>	<b>594.0</b>									<b>754.8</b>								

Note: Evaluator 9 did not participate in Phase Two.

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. Cost points were reweighted among the remaining two vendors in Phase Two.

**Awarded to: Northwoods Software Development, Inc. for Option B MPS-Hosted**