

SOURCEWELL EVALUATOR SCORING GUIDE

Percentage of Total Points Allotted	Quality Indicator	Description
90-100	Exceeds Expectations	The response is specific and comprehensive. There is complete, detailed, and clearly articulated information as to how the criteria are met. The response exhibits outstanding knowledge, innovation, creativity, or other factors to justify this rating. The response exhibits numerous strengths in key areas.
80-89	Above Average/Highly meets Expectations	The response is reasonably comprehensive and includes sufficient detail. It contains many of the characteristics of a response that exceeds expectations, but it may require additional specificity, support, or elaboration in places/elements. The response exhibits strengths in some of the key areas.
70-79	Average/Moderately meets Expectations	The response is non-specific, and lacks focus and detail. The response addresses some of the criteria, but not all. Some information presented is thorough, but other areas are not responses to the criteria. Additional information is needed to be reasonably comprehensive, and the response exhibits minimal strengths in key areas.
60-69	Below Average/Somewhat meets Expectations	The response does not meet many criteria; it provides incomplete information or provides information that requires substantial clarification as to how the criteria are met; lacks meaningful detail; demonstrates lack of preparation; or otherwise raises substantial concerns about the respondent's understanding of the scope of the RFP. Weaknesses exist in key areas that outweigh any strengths.
0-59	Unacceptable/Does not meet Expectations	The response does not address the criteria or simply re-states the criteria. Weaknesses are significant and numerous. Meets few to none of the criteria with few or no clear strengths.