

**Port of Los Angeles, Business Trade Development**

**RFP SCORE MATRIX**

International Business Development Representatives

Proposal   Interview  
Max. Pts   Max. Pts   Combined  
500            225            725

update: 2/17/11

REGION	Applicant*	Evaluator 1		Evaluator 2		Evaluator 3		Evaluator 4		Evaluator 5		TOTAL			%
		Proposal	Interview	Proposal	Interview	Proposal	Interview	Proposal	Interview	Proposal	Interview	Proposal	Interview	FINAL	
Korea	Dolphin Logistics (26 yrs)	77	31	68	31	58	31	86	33	81	34	370	160	530	73%
Korea	TSE Global*	71	30	49	30	55.5	30	60	30	60	25	296	145	441	61%
Korea	Jones Lang LaSalle	52		39		69		44		45		249	n/a	249	34%
N. China - Shanghai	Inchcape (3 yr)	80	35	76	35	66	35	87	33	71	36	380	174	554	76%
N. China - Shanghai	Jardine Shipping Svcs*	69	27	80	27	75	27	72	26	85	27	381	134	515	71%
N. China - Shanghai	Jones Lang LaSalle	52		39		69		44		45		249	n/a	249	34%
S. China - Hong Kong	Aquiline (20 yrs)	66	32	72	32	59.5	32	95	32	90	36	383	164	547	75%
S. China - Hong Kong	Jardine Shipping Svcs*	69	26	80	26	75	26	72	29	85	26	381	133	514	71%
S. China - Hong Kong	Inchcape Shipping Svcs*	54	27	56	27	53	28	87	28	80	36	330	146	476	66%
S. China - Hong Kong	Jones Lang LaSalle	52		39		69		44		45		249	n/a	249	34%
So/E Asia Singapore	Piers Port Mktg (19 yrs)	76	29	68	29	62	29	91	29	86	27	383	143	526	73%
So/E Asia Singapore	Jardine Shipping Svcs	69	27	80	29	75	29	72	29	85	27	381	141	522	72%
So/E Asia Singapore	Jones Lang LaSalle	52		39		69		44		45		249	n/a	249	34%
Taiwan	UEIC (35 yrs)	56	43	48	43	58	43	92	43	76	36	330	208	538	74%
Taiwan	Jardine Shipping Svcs	69	27	80	27	75	27	72	27	85	27	381	135	516	71%
Taiwan	Inchcape Shipping Svcs	54	24	56	24	53	24	87	24	80	36	330	132	462	64%
Taiwan	Jones Lang LaSalle	52		39		69		44		45		249	n/a	249	34%
South America	Anthony Wylie (9 yrs)	52	34	53	34	52	34	82	36	71	34	310	172	482	66%
South America	Inchcape Shipping Svcs	74	33	56	33	51	33	77	31	60	30	318	160	478	66%
South America	GBD Consulting Svcs*	44		25		56.5		75		45		246	n/a	246	34%
South America	Jones Lang LaSalle*	52		39		69		44		45		249	n/a	249	34%
U.S. E.C. NY/NJ	INF Marketing (8 yrs)	70		85		76		96		95		422	n/a	422	58%
U.S. E.C. NY/NJ	Jones Lang LaSalle*	52		39		69		44		45		249	n/a	249	34%
Japan	Toshin Int'l (9 yrs)	66		67		64		87		81		365	n/a	365	50%
Japan	Jones Lang LaSalle*	52		39		69		44		45		249	n/a	249	34%

\*For Interview: Need a qualifying proposal score of 250 points and above. Non-qualifying proposers were not granted an interview.