

TRANSMITTAL 2 - SCORING MATRIX

Firm	Rater 1	Rater 2	Rater 3	Average	Sum	LBE	Total	RANK
International Business Machines Corporation	90	94	94	92.7	278	3	281	1
Consultant A	86	82	80	82.7	248	8	256	2
Consultant B	68	60	62	63.3	190	8	198	3
Consultant C	50	44	46	46.7	140	0	140	4