

**TRANSMITTAL 4
SCORING MATRIX**

Firm	WRITTEN PROPOSAL			SHORT-LIST INTERVIEW			Total Scores	Average	LBE	Total	Final Rank
	Rater 1	Rater 2	Rater 3	Rater 1	Rater 2	Rater 3					
BIRDI & ASSOCIATES, INC.	92	95	92	100	100	100	579	96.50	8	104.50	1
SIERRA CYBERNETICS, INC.	92	92	92	94	88	88	546	91.00	8	99.00	2
LANCESOFT, INC.	76	51	69	97	100	100	493	82.17	0	82.17	3
Consultant A	66	75	72	70	70	73	426	71.00	8	79.00	4
Consultant B	81	74	72	67	67	73	434	72.33	0	72.33	5
Consultant C	75	63	74	65	65	65	407	67.83	0	67.83	6
Consultant D	52	67	59				178	59.33	8	67.33	7
Consultant E	57	61	52				170	56.67	8	64.67	8
Consultant F	52	58	60				170	56.67	8	64.67	8
Consultant G	49	52	49				150	50.00	8	58.00	9
Consultant H	52	66	55				173	57.67	0	57.67	10
Consultant I	52	57	55				164	54.67	0	54.67	11
Consultant J	52	46	60				158	52.67	0	52.67	12