

SUMMARY RATING SHEET
RFP # FY 2019-2020-010 STATE LOBBYIST SERVICES

	RATER 1	RATER 1	RATER 2	RATER 2	RATER 3	RATER 3
	BALLARD PARTNERS INC.	THE SOUTHERN GROUP	BALLARD PARTNERS INC.	THE SOUTHERN GROUP	BALLARD PARTNERS INC.	THE SOUTHERN GROUP
Firm's Qualifications and Experience Maximum 20 Points	20.0	19.0	20.0	15.0	20.0	20.0
Project Team's Experience/Qualifications Maximum 15 Points	15.0	15.0	15.0	15.0	15.0	15.0
Past Performance (References) Maximum 20 Points	20.0	20.0	18.0	19.0	20.0	15.0
Approach to the Project and Sepcial Projects Maximum Points 25	25.0	24.0	20.0	25.0	18.8	25.0
Cost Proposal Maximum Points 10	9.0	10.0	9.0	10.0	9.0	10.0
Key Partnerships Maximum Points 10	10.0	10.0	7.0	5.0	10.0	10.0
TOTAL POINTS	99.0	98.0	89.0	89.0	92.8	95.0
	BALLARD PARTNERS INC.	THE SOUTHERN GROUP				
RATER 1 TOTAL	99.0	98.0				
RATER 2 TOTAL	89.0	89.0				
RATER 3 TOTAL	92.8	95.0				
TOTAL ALL RATERS	280.8	282.0				
RANK	2	1				

The Evaluation Committee recommends the highest ranked Firm for contract award and negotiations.