

Scoring Tool



		Score each company for each criteria, 0-10 scale (10 is best)						
		Weighting (0-10)	ABC, Inc	Company B	Company C	Company D	Company E	Company F
#	Scoring Criterion:	SCORE:	R,Y,G=1,2,3	R,Y,G=1,2,3	R,Y,G=1,2,3	R,Y,G=1,2,3	R,Y,G=1,2,3	R,Y,G=1,2,3
1	Alignment - Vision, Mission, Core Values	5	2	0	0	0	0	0
2	Partnership Success Pyramid	8	3	0	0	0	0	0
3	Alignment of Partnership Goals	10	3	0	0	0	0	0
4	Quality of Products & Services	8	3	0	0	0	0	0
5	Scale and Capacity to Produce	9	2	0	3	0	0	0
6	Track Record of Performance	8	3	0	0	0	0	0
7	Relationships and Brand Strength	9	2	0	0	0	3	0
8	Financial Health	7	3	0	0	0	0	0
9	Profitability Opportunity (Biz Terms)	7	3	0	0	0	0	0
10	Overall Contractual Terms	8	1	0	0	0	0	0
11	Have National Salesforce	5	2	0	0	0	0	0
12	Have a Partner Relationship Management system	6	3	0	0	0	0	0
13	Will do press release	6	2	0	0	0	0	0
14	Criteria D	0						
15	Criteria E	0						
16	Criteria F	0						
17	Criteria G	0						
18	Criteria H	0						
19	Criteria I	0						
20	Criteria J	0						
21	Criteria K	0						
22	Criteria L	0						
23	Criteria M	0						
24	Criteria N	0						
25	Criteria O	0						
Total Weight Points=		96						