

**RFP # - 2016.248 FEDERAL LOBBYING SERVICES EVALUATION**

**CONTRACTOR: Dentons US LLP- Washington DC**

CATEGORY: (project specific)	Total Available Points	Evaluator 1	Evaluator 2					CATEGORY TOTALS
Approach/Methodology	3	2.4	2.1					4.5
Familiarity with Political Process	3	2.1	2.4					4.5
Experience, Key Personnel, Qualifications	2.5	2	2					4
Pricing	1.5	1.29	1.29					2.58
<b>TOTALS:</b>	<b>10</b>	<b>7.79</b>	<b>7.79</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>15.58</b>

**TOTAL SCORE:** 15.58

**TOTAL AVG. SCORE:** 7.790

**CONTRACTOR: The Normandy Group, LLC-Washington DC**

CATEGORY: (project specific)	Total Available Points	Evaluator 1	Evaluator 2					CATEGORY TOTALS
Approach/Methodology	3	2.1	3					5.1
Familiarity with Political Process	3	2.1	2.7					4.8
Experience, Key Personnel, Qualifications	2.5	2	2.25					4.25
Pricing	1.5	1.5	1.5					3
<b>TOTALS:</b>	<b>10</b>	<b>7.7</b>	<b>9.45</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>17.15</b>

**TOTAL SCORE:** 17.15

**TOTAL AVG. SCORE:** 8.575

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Cost
\$126,000.00

Cost
\$108,000.00