

SCORECARD

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|---|------|------------------|-------------------------|------------------|-----------|
| Firm Name: | | | Primary Contact: | | |
| Category | Poor | Below Average | Average | Above Average | Excellent |
| Personnel | 1 | 2 | 3 | 4 | 5 |
| Comments: | | | | | |
| Expertise/Industry Concentration | 1 | 2 | 3 | 4 | 5 |
| Comments: | | | | | |
| Services | 1 | 2 | 3 | 4 | 5 |
| Comments: | | | | | |
| Marketing Process | 1 | 2 | 3 | 4 | 5 |
| Comments: | | | | | |
| TOTAL SCORE: | | | | | |