

COMPARISON WORKSHEET

TECHNICAL

1	Hosting of MNAO and MCI mainframe infrastructure, applications, and data on a 7/24/365 basis	3	2	3	2	2.5	
2	Network Services related to the MNAO mainframe	3	3	3	3	3	
3	Hardware and software contract and license management	3	3	3	3	3	
4	Security and data access related to infrastructure functions (excluding MNAO/MCI users)	3	3	3	3	3	
5	Command Center operations and automation	3	3	3	2	2.75	
6	Scheduling Support	3	3	3	3	3	
7	Disaster Recovery	3	3	3	2	2.75	
8	Change Management	3	2	3	2	2.5	
9	Capacity Performance and Management	2	3	3	2	2.5	
10	Storage management	3	3	3	3	3	
11	z/OS and Database software support	3	3	3	3	3	
12	Client Support Center (Help Desk) services	3	3	3	3	3	

TOTAL - TECHNICAL

SCORE - TECHNICAL

COST

1	Transition	3	3	3	3	3	
2	Infrastructure	3	3	3	3	3	
3	Software Licence	3	3	3	3	3	
4	Software Maintenance	3	3	3	3	3	
5	Any Ancillary	3	3	3	2	2	
6	Client Support Center	3	3	3	3	3	
7	3 Year Total	3	3	2	2	2.5	
8	5 Year Total	3	3	2	2	2.5	
9	Service Cost Flexibility	2	3	1	2	2	

TOTAL - COST

SCORE - COST

CONTRACT TERMS

1	Duration of initial term	3	3	3	1	2.5	
2	Provisions for reduction of services & charges Yr 1 - 3	2	2	0	2	1.5	
3	Provisions for reduction of services & charges Yr 4 - 5	3	3	2	2	2.5	
4	Provisions for usage increase during initial term	2	2	2	2	2	
5	Options for renewal of contract	1	0	2	2	1.25	
6	Cost to get out of contract	1	1	1	1	1	
7	Exclusions, restrictions	3	0	2	2	1.75	
8	Ability to complete contract by 8/29/14	2		2	3	1.75	
9	Ability to complete implementation by 1/19/15	2	2	3	2	2.25	

TOTAL - CONTRACT TERMS

SCORE - CONTRACT TERMS

OTHER

1	Experience providing this type of service	3	3	2	2	2.5	
2	References	2		2	2	1.5	
3	Responsiveness to Mazda's requirements	3	2	2	2	2.25	
4	Company stability	2	3	2	1	2	
5	Location & site accesibility	3	3	3	3	3	

TOTAL - OTHER

SCORE - OTHER

SCORING:

3 Meets or exceeds

BLUE HILL

Kai Wilfred Terry Dave Average Final

3	2	3	2	2.5	
3	3	3	3	3	
3	3	3	3	3	
3	3	3	3	3	
3	3	3	2	2.75	
3	3	3	3	3	
3	3	3	2	2.75	
3	2	3	2	2.5	
2	3	3	2	2.5	
3	3	3	3	3	
3	3	3	3	3	
3	3	3	3	3	

TOTAL - TECHNICAL

SCORE - TECHNICAL

COST

3	3	3	3	3	
3	3	3	3	3	
3	3	3	3	3	
3	3	3	3	3	
3	3	3	2	2	
3	3	3	3	3	
3	3	2	2	2.5	
3	3	2	2	2.5	
2	3	1	2	2	

TOTAL - COST

SCORE - COST

CONTRACT TERMS

3	3	3	1	2.5	
2	2	0	2	1.5	
3	3	2	2	2.5	
2	2	2	2	2	
1	0	2	2	1.25	
1	1	1	1	1	
3	0	2	2	1.75	
2		2	3	1.75	
2	2	3	2	2.25	

TOTAL - CONTRACT TERMS

SCORE - CONTRACT TERMS

OTHER

3	3	2	2	2.5	
2		2	2	1.5	
3	2	2	2	2.25	
2	3	2	1	2	
3	3	3	3	3	

TOTAL - OTHER

SCORE - OTHER

SCORING:

3 Meets or exceeds

FUJITSU

Kai Wilfred Terry Dave Average Final

3	2	3	3	2.75	
3	2	3	3	2.75	
3	2	3	3	2.75	
3	2	3	3	2.75	
3	2	3	2	2.5	
3	2	3	3	2.75	
3	2	3	3	2.75	
3	2	3	3	2.75	
3	2	3	3	2.75	
3	2	3	3	2.75	
3	2	3	3	2.75	
3	2	3	3	2.75	

TOTAL - TECHNICAL

SCORE - TECHNICAL

COST

2	3	2	3	2.5	
3	1	3	3	2.5	
2	3	3	3	2.75	
3	2	3	3	2.75	
2	1	3	3	2.25	
3	2	3	3	2.75	
2	3	3	3	2.75	
3	3	3	3	3	
3	3	3	3	3	

TOTAL - COST

SCORE - COST

CONTRACT TERMS

3	3	3	3	3	
3	3	3	3	3	
3	3	3	3	3	
3	3	3	3	3	
1	3	3	3	2.5	
1	1	3	3	2	
3		3	3	2.25	
3		3	3	2.25	
3	2	3	3	2.75	

TOTAL - CONTRACT TERMS

SCORE - CONTRACT TERMS

OTHER

3	3	3	3	3	
2		2	2	1.5	
3	3	3	3	3	
3	3	3	3	3	
3	3	3	3	3	

TOTAL - OTHER

SCORE - OTHER

SCORING:

3 Meets or exceeds

IBM

Kai Wilfred Terry Dave Average Final

3	3	3	3	3	
3	3	1	3	2.5	
1	0	1	2	1	
3	3	3	3	3	
3	1	3	3	2.5	
3	3	3	3	3	
1	2	2	2	1.75	
3	1	3	3	2.5	
2	1	3	3	2.25	
2	3	3	3	2.75	
3	3	3	3	3	
3	3	3	3	3	

TOTAL - TECHNICAL

SCORE - TECHNICAL

COST

0	0	0	1	0.25	
1	2	1	2	1.5	
0	0	0	1	0.25	
0	3	1	2	1.5	
1	3	1	2	1.75	
3	3	2	3	2.75	
1	0	0	1	0.5	
1	0	1	1	0.75	
1	0	2	2	1.25	

TOTAL - COST

SCORE - COST

CONTRACT TERMS

3	3	3	2	2.75	
3	0	3	2	2	
1	0	2	1	1	
1	3	2	2	2	
1	3	1	2	1.75	
1	2	1	2	1.5	
3		1	2	1.5	
2		2	3	1.75	
1		1	2	1	

TOTAL - CONTRACT TERMS

SCORE - CONTRACT TERMS

OTHER

3	2	3	3	2.75	
2		2	3	1.75	
3	3	2	1	2.25	
3		3	3	2.25	
3		3	3	2.25	

TOTAL - OTHER

SCORE - OTHER

SCORING:

3 Meets or exceeds

COMPARISON WORKSHEET

- 2 Mostly meets
- 1 Meets some
- 0 Does not meet

BLUE HILL

FUJITSU

IBM