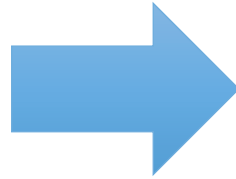




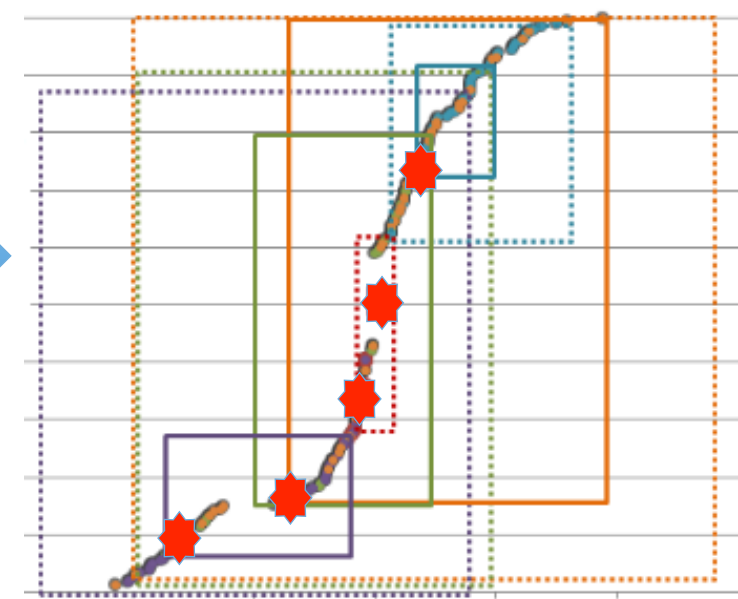
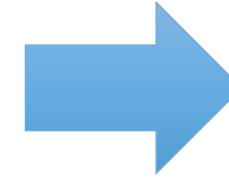
Without past performance data a group of Procurement Officials award contracts to businesses with limited knowledge how they perform, increasing the risk of selecting a poor performer



Fictitious Co.

Poor Performer selected on multiple government contracts

Wins contracts by underbidding contracts in various different local governments, knowing they do not communicate with each other

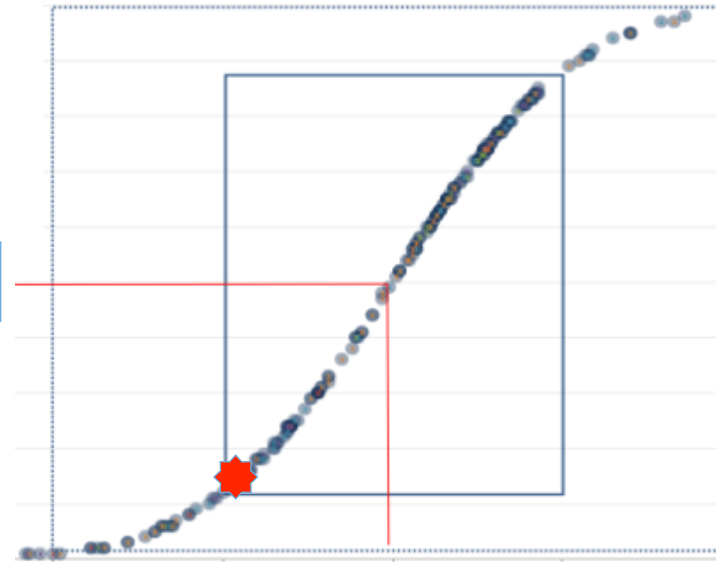
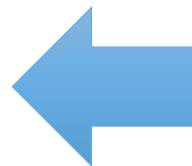


**Future Evaluation
by a Government
Evaluation Team**

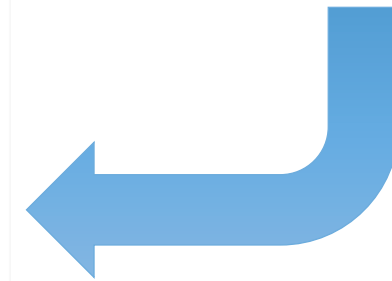
Fictitious Co. : C

Averages in the bottom 20% by Evaluators

Comments: "Fictitious Co. under bid the contract with no intention of meeting proposed budget." ;
"We had to modify Fictitious Co.'s contract twice as much as normal for them to complete the work."



Even if a local government records past performance, without standardization methodology and large repository, grades are of little use.



By creating a universal past performance system in a shared repository and standardizing scores, a statistically objective grade is created and pushed to all local governments