

Competitor 1 Team Ranking

Potential Customer Evaluation Criteria	Ranking (+, 0, -)	Rationale
Written Requirements		
Factor 1: Mission Capability (Support continuity)	+	
Staffing plan	+	Already have personnel in place
Asset mgmt	+	Have established chain
Logistics Support	+	Have enough airplanes to stage in HI
Information Assurance for Maintaining support		
Factor 2: Past Performance	+	Were there anymore mishaps? Do they have a high sortie completion rate? Is the customer happy with their performance?
Factor 3: SB Participation Plan		
Factor 4: Price		
Unwritten Requirements		
Minimizing risk of interruption	-	
Flight safety	-	

Home Team's and Competitors' Aggregate Ranking Against Evaluation Criteria

Customer Evaluation Criteria	Air Wings	Draken	ATAC	Top Aces
Written Requirements				
Factor 1: Mission Capability	+	+	+	0
Factor 2: Past Performance	0	0	+	0
Factor 3: Small Business Participation Plan	+	+	+	+
Factor 4: Price	-	+	0	-
Unwritten Requirements				
Low risk of interrupting training exercises	+	-	+	0
Flight safety	+	-	-	+
Total Score:	+	0	+	-