1. Do we have an existing relationship with the client? Or have we met with the client a couple of times before hearing about this opportunity?

YES (1 Point) NO (0 Points)

1. We have done three to five projects or provided services in the past three to five years exactly like the project or service outlined in the scope of work for a similar contract value.

YES (1 Point) NO (0 Points)

1. We have great references for a similar project with similar challenges.

YES (1 Point) NO (0 Points)

1. Our team members have provided services or completed projects similar to the scope of work.

YES (1 Point) NO (0 Points)

1. **We were profitable completing projects and services similar to the scope of work specified in the RFP.**

YES (1 Points) NO (0 Points)

TOTAL POINTS \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_