

**Attachment C: Criteria for Awarding Points for the Discussion and Total Score Worksheet**

DISCUSSION		MAXIMUM SCORE	ACTUAL SCORE
	<b>Presentation</b> <ul style="list-style-type: none"> <li>Does the presentation demonstrate an understanding of the requirements to deliver the services in the First and Second Phases?</li> <li>Does the presentation demonstrate an understanding of the challenges inherent in a project of this scope and complexity?</li> <li>Do all Key Personnel participate in the presentation in the roles that they would fill on the Early Train Operator team?</li> <li>Does the Proposer team articulate a clear path to reaching the Second Phase?</li> </ul>		
	<b>Procurement Term Sheets</b> <ul style="list-style-type: none"> <li>Does feedback on the HSR Trains term sheet demonstrate market experience, insight and added value to the Authority?</li> <li>Does feedback on the Track and Systems term sheet demonstrate market experience, insight and added value to the Authority?</li> <li>Does feedback on the 2016 Business Plan demonstrate market experience, insight and added value to the Authority?</li> <li>How effectively did Key Personnel communicate above feedback?</li> </ul>		
	<b>Questions and Answers</b> <ul style="list-style-type: none"> <li>Does the Proposer team provide clear and responsive answers to questions presented?</li> </ul>		
<b>Total:</b>		<b>350</b>	

Total Score for the Proposal and the Discussion	MAXIMUM SCORE	ACTUAL SCORE
<b>Total Proposal Score</b>	650	
<b>Total Discussion Score</b>	350	
<b>TOTAL COMBINED SCORE</b>	<b>1000</b>	

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