

Handout 2 - How to scale and score selection criteria: examples

Example of quantitative criterion		Example of qualitative criterion	
'Potential relevant spend in three years time'	Rating	'Approach to risk and value sharing with suppliers'	Rating
<£25 m	0	Takes win/lose approach	0
£25-49 m	1		
£50-74 m	2	Prepared to work outside contract	2
£75-99 m	3		
£100-124 m	4	Prepared to consider innovative solutions	4
£125-149 m	5		
£150-174 m	6	Partnering: risk equally shared	6
£175-199 m	7		
£200-224 m	8	Risk and rewards equally shared	8
£225-249 m	9		
£250m	10	Trust-based open-book partnerships	10