
State of Florida Agency for Workforce Innovation Unemployment Compensation Program

UC Modernization Project - Phase 2-B ITN #10-ITN-001-SS

UC Negotiation Team Vendor Analysis Summary (For Internal Use Only)

Author:	The North Highland Team
Vendor:	The North Highland Company
Version:	1.2
Date	October 4, 2010

Vendor Analysis Overall Summary

			Accenture	IBM	Deloitte	Tata
Category 1	Fit of the vendor's solution to the business need.	Total Count	8	0	15	7
		Overall Numerical Rank	2	4	1	3
		Overall Subjective Rating	Satisfactory	Marginal	Very Good	Satisfactory
Category 2	Strength and track record as a systems integrator.	Total Count	9	2	15	4
		Overall Numerical Rank	2	4	1	3
		Overall Subjective Rating	Satisfactory	Satisfactory	Very Good	Satisfactory
Category 3	Strength of the vendor's proposed team.	Total Count	7	0	15	8
		Overall Numerical Rank	3	4	1	2
		Overall Subjective Rating	Very Good	Marginal	Exceptional	Very Good
Category 4	Knowledge of UC.	Total Count	9	1	15	5
		Overall Numerical Rank	2	4	1	3
		Overall Subjective Rating	Very Good	Marginal	Exceptional	Very Good
Category 5	Implementation risk.	Total Count	9	0	15	6
		Overall Numerical Rank	2	4	1	3
		Overall Subjective Rating	Satisfactory	Marginal	Very Good	Satisfactory
Category 6	Strength of system architecture / tool set.	Total Count	7	3	15	5
		Overall Numerical Rank	2	4	1	3
		Overall Subjective Rating	Satisfactory	Satisfactory	Very Good	Very Good
Category 7	Strength of project approach and supporting services.	Total Count	8	2	15	5
		Overall Numerical Rank	2	4	1	3
		Overall Subjective Rating	Satisfactory	Satisfactory	Exceptional	Satisfactory
Category 8	Ability of the vendor to deliver against budget.	Total Count	10	1	15	4
		Overall Numerical Rank	2	4	1	3
		Overall Subjective Rating	Very Good	Marginal	Exceptional	Marginal
Category 9	Impact on AWI and UC staff.	Total Count	11	1	14	4
		Overall Numerical Rank	2	4	1	3
		Overall Subjective Rating	Very Good	Marginal	Very Good	Satisfactory
Overall	Overall Numerical Rank	Overall Numerical Rank	2	4	1	3
Overall	Overall Subjective Rating.	Overall Subjective Rating	Very Good	Satisfactory	Exceptional	Very Good

Vendor Analysis Summary AWI Advisor's Input

Advisor's Name:		McCullion	Jennings	Collazo	Timpson	Samani	
Category 1: Fit of the vendor's solution to the business need.	Count	Accenture	2	1	1	2	2
		IBM	0	0	0	0	0
		Deloitte	3	3	3	3	3
		Tata	1	2	2	1	1
	Rank	Accenture	2	3	3	2	2
		IBM	4	4	4	4	4
		Deloitte	1	1	1	1	1
		Tata	3	2	2	3	3
	Rating	Accenture	Satisfactory	Satisfactory	Satisfactory	Satisfactory	Satisfactory
		IBM	Marginal	Unsatisfactory	Marginal	Marginal	Marginal
		Deloitte	Very Good	Exceptional	Very Good	Very Good	Exceptional
		Tata	Satisfactory	Very Good	Very Good	Satisfactory	Satisfactory
Category 2: Strength and track record as a systems integrator.	Count	Accenture	2	1	2	2	2
		IBM	1	0	0	0	1
		Deloitte	3	3	3	3	3
		Tata	0	2	1	1	0
	Rank	Accenture	2	3	2	2	2
		IBM	3	4	4	4	3
		Deloitte	1	1	1	1	1
		Tata	4	2	3	3	4
	Rating	Accenture	Very Good	Satisfactory	Very Good	Satisfactory	Satisfactory
		IBM	Very Good	Unsatisfactory	Satisfactory	Marginal	Very Good
		Deloitte	Very Good	Exceptional	Very Good	Very Good	Exceptional
		Tata	Satisfactory	Very Good	Very Good	Satisfactory	Satisfactory

Vendor Analysis Summary AWI Advisor's Input

Advisor's Name:			McCullion	Jennings	Collazo	Timpson	Samani
Category 3: Strength of the vendor's proposed team.	Count	Accenture	1	2	1	1	2
		IBM	0	0	0	0	0
		Deloitte	3	3	3	3	3
		Tata	2	1	2	2	1
	Rank	Accenture	3	2	3	3	2
		IBM	4	4	4	4	4
		Deloitte	1	1	1	1	1
		Tata	2	3	2	2	3
	Rating	Accenture	Very Good	Very Good	Very Good	Satisfactory	Satisfactory
		IBM	Satisfactory	Unsatisfactory	Satisfactory	Satisfactory	Marginal
		Deloitte	Exceptional	Exceptional	Exceptional	Very Good	Exceptional
		Tata	Very Good	Satisfactory	Very Good	Very Good	Satisfactory
Category 4: Knowledge of UC	Count	Accenture	2	1	2	2	2
		IBM	0	0	0	1	0
		Deloitte	3	3	3	3	3
		Tata	1	2	1	0	1
	Rank	Accenture	2	3	2	2	2
		IBM	4	4	4	3	4
		Deloitte	1	1	1	1	1
		Tata	3	2	3	4	3
	Rating	Accenture	Very Good	Satisfactory	Very Good	Very Good	Very Good
		IBM	Marginal	Unsatisfactory	Satisfactory	Satisfactory	Satisfactory
		Deloitte	Very Good	Exceptional	Exceptional,	Exceptional	Exceptional
		Tata	Satisfactory	Very Good	Exceptional,	Satisfactory	Very Good

Vendor Analysis Summary AWI Advisor's Input

Advisor's Name:

McCullion

Jennings

Collazo

Timpson

Samani

			McCullion	Jennings	Collazo	Timpson	Samani
Category 5: Implementation risk.	Count	Accenture	2	1	2	2	2
		IBM	0	0	0	0	0
		Deloitte	3	3	3	3	3
		Tata	1	2	1	1	1
	Rank	Accenture	2	3	2	2	2
		IBM	4	4	4	4	4
		Deloitte	1	1	1	1	1
		Tata	3	2	3	3	3
	Rating	Accenture	Satisfactory	Satisfactory	Very Good	Satisfactory	Satisfactory
		IBM	Marginal	Marginal	Satisfactory	Marginal	Marginal
		Deloitte	Satisfactory	Exceptional	Very Good	Exceptional	Exceptional
		Tata	Satisfactory	Very Good	Satisfactory	Satisfactory	Marginal
Category 6: Strength of system architecture / tool set.	Count	Accenture	1	1	1	2	2
		IBM	2	0	0	0	1
		Deloitte	3	3	3	3	3
		Tata	0	2	2	1	0
	Rank	Accenture	3	3	3	2	2
		IBM	2	4	4	4	3
		Deloitte	1	1	1	1	1
		Tata	4	2	2	3	4
	Rating	Accenture	Satisfactory	Satisfactory	Very Good	Very Good	Satisfactory
		IBM	Satisfactory	Marginal	Satisfactory	Satisfactory	Satisfactory
		Deloitte	Very Good	Very Good	Exceptional	Very Good	Exceptional
		Tata	Satisfactory	Very Good	Very Good	Very Good	Satisfactory

Vendor Analysis Summary AWI Advisor's Input

Advisor's Name:			McCullion	Jennings	Collazo	Timpson	Samani
Category 7: Strength of project approach and supporting services.	Count	Accenture	1	1	2	2	2
		IBM	0	0	0	1	1
		Deloitte	3	3	3	3	3
		Tata	2	2	1	0	0
	Rank	Accenture	3	3	2	2	2
		IBM	4	4	4	3	3
		Deloitte	1	1	1	1	1
		Tata	2	2	3	4	4
	Rating	Accenture	Satisfactory	Satisfactory	Very Good	Satisfactory	Satisfactory
		IBM	Marginal	Marginal	Satisfactory	Satisfactory	Satisfactory
		Deloitte	Very Good	Exceptional	Exceptional	Very Good	Exceptional
		Tata	Satisfactory	Very Good	Satisfactory	Unsatisfactory	Satisfactory
Category 8: Ability of the vendor to deliver against budget.	Count	Accenture	2	2	2	2	2
		IBM	0	0	0	1	0
		Deloitte	3	3	3	3	3
		Tata	1	1	1	0	1
	Rank	Accenture	2	2	2	2	2
		IBM	4	4	4	3	4
		Deloitte	1	1	1	1	1
		Tata	3	3	3	4	3
	Rating	Accenture	Satisfactory	Very Good	Very Good	Very Good	Satisfactory
		IBM	Marginal	Unsatisfactory	Satisfactory	Marginal	Marginal
		Deloitte	Satisfactory	Exceptional	Exceptional	Exceptional	Exceptional
		Tata	Marginal	Marginal	Satisfactory	Unsatisfactory	Satisfactory

Vendor Analysis Summary AWI Advisor's Input

Advisor's Name:			McCullion	Jennings	Collazo	Timpson	Samani
Category 9: Impact on AWI and UC staff.	Count	Accenture	3	2	2	2	2
		IBM	0	0	0	1	0
		Deloitte	2	3	3	3	3
		Tata	1	1	1	0	1
	Rank	Accenture	1	2	2	2	2
		IBM	4	4	4	3	4
		Deloitte	2	1	1	1	1
		Tata	3	3	3	4	3
	Rating	Accenture	Very Good	Very Good	Very Good	Satisfactory	Satisfactory
		IBM	Marginal	Unsatisfactory	Satisfactory	Satisfactory	Marginal
		Deloitte	Very Good	Very Good	Very Good	Very Good	Exceptional
		Tata	Satisfactory	Satisfactory	Very Good	Marginal	Satisfactory
Overall Subjective Rating:	Rating	Accenture	Satisfactory	Satisfactory	Very Good	Very Good	Very Good
		IBM	Marginal	Marginal	Satisfactory	Satisfactory	Satisfactory
		Deloitte	Very Good	Exceptional	Exceptional	Exceptional	Exceptional
		Tata	Satisfactory	Very Good	Very Good	Very Good	Satisfactory

Vendor Analysis Summary

Subjective Rating Values and Ranges

The following numerical values are assigned to the subjective ratings from each advisor and then averaged across advisors. The average is used to assign a cumulative rating as reflected on the overall summary worksheet.

Rating:	Numerical Value:
Exceptional	5
Very Good	4
Satisfactory	3
Marginal	2
Unsatisfactory	1