

Scoring Matrix – Defib Tender (20185)

1.0 Physio Control (Stryker Canada)

Criteria	Weighting %	Points (0-10)	Weighted Points
Stage 1 - Technical			
Company Profile and Expertise: Qualification of company Past Experience	10%	10	10
Support: Specification Standards Training/Education Preventative Maintenance Warranty IT software/support/licensing (IT/Biomedical Evaluation Assessment Sheet)	30%	9	27
Purchase Proposal: Including financing	30%	10	30
SUBTOTAL – Stage 1	70%		67%
Stage 2 – Field Testing			
'Train the Trainer' Presentation/Trial Evaluation Assessment Sheet	30%	Not required due to status quo	Not required due to status quo
SUBTOTAL – Stage 2	30%	10	30
Total	100%		97%

2.0 Zoll Medical Canada Inc.

Criteria	Weighting %	Points (0-10)	Weighted Points
Stage 1 - Technical			
Company Profile and Expertise: Qualification of company Past Experience	10%	10	10
Support: Specification Standards Training/Education Preventative Maintenance Warranty IT software/support/licensing (IT/Biomedical Evaluation Assessment Sheet)	30%	3	9
Purchase Proposal: Including financing	30%	9	27
SUBTOTAL – Stage 1	70%		46%
Stage 2 – Field Testing			
'Train the Trainer' Presentation/Trial Evaluation Assessment Sheet	30%	Minimum not met	Minimum not met
SUBTOTAL – Stage 2	30%	0	0
Total	100%		46%