

## Proposal Evaluation

### Employee Loans and Related Financial Services



|   |              | DNN Advisory Services, LLC | Sunrise Banks, NA |
|---|--------------|----------------------------|-------------------|
| Possible Points   |              |                            |                   |
| Conformance to Terms/<br>Conditions to Include<br>Documentation | 50           | —                          | 35                |
| Pricing   | 400          | —                          | 340               |
| Financial, Industry and<br>Marketplace Successes                | 75           | —                          | 62                |
| Bidder's Ability to Sell/<br>Service Contract Nationally        | 100          | —                          | 78                |
| Bidder's Marketing Plan   | 50           | —                          | 44                |
| Value Added Attributes  | 75           | —                          | 68                |
| Warranty Coverages and<br>Information                           | 50           | —                          | 50                |
| Selection and Variety of<br>Products and Services Offered       | 200          | —                          | 180               |
| <b>Total Points</b>   | <b>1,000</b> | —                          | 857               |
| <b>Rank Order</b>   |              |                            | <b>1</b>          |

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