



**BRONWYN REID**  
*Small Company, Big Business*



## RATING SCALE

Criteria	CRITERIA RATING SCALE											Score
	0	1	2	3	4	5	6	7	8	9	10	
<b>Does the client know you?</b>	They've never heard of us before.		They've heard of us, but we haven't talked about this particular project.		They know us & we've talked to them, or done one or two projects			They know and like us. We've worked with them successfully on several occasions.				
	Comment:											
<b>The Scope of Works?</b>	We don't have very much experience on this work - if any.				We know how to do this - we have team members who have done this before, or we can use subcontractors for critical pieces.			We have done this before.		This is what we do - what we're best at.		
	Comment:											
<b>Do you have the experience?</b>	This is new to us.		We will have to rely largely on subcontractors.		We have some experience but will definitely have to use subcontractors as well.			We're all over it. We have the team available for the key elements, and they are trained and competent.				
	Comment:											
<b>Will you get value from this project?</b>	We're not sure, or this is a low priority area for us.				We would like this project, but it is not a key area for us.			This project is in our core area, or where we are looking for growth.				
	Comment:											
<b>Who is going to work on the project?</b>	Project requires team members but we haven't identified who.				We've identified who will work on the project, but they haven't committed yet.			Some of the team members have committed to work on the project.		Everybody who is required is already on-board and ready to go.		
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*By Bronwyn Reid*

