

Ranking Methodology: Weighting of Criteria

- Weight for each criterion is data “adaptive”
 - Adaptive means that the value for the weight depends on the variability (spread) of the raw scores for the Offers received
 - The formula for the weight is fixed in advance of the Offers being received, but the value for the weight is not fixed
 - **How:** If an individual qualitative criterion’s raw scores have little spread, weight of that criterion is reduced
 - **Why:** An individual criterion with small spread implies little difference among the Offers, for that particular criterion. Do not want little difference to have big impact on ranking.

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Ranking Methodology: Illustration of Adaptive Weights

Example 1: Broad distribution of scores in all non-Market Value criteria



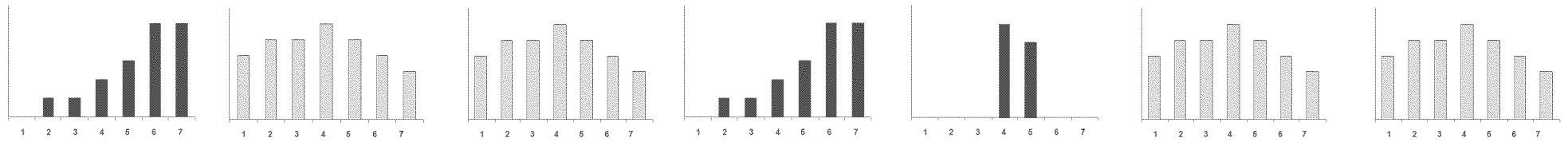
Resulting weighting is the maximum possible for all criteria:

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Percentage weighting (Sum of weights across all criteria is 100):

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Example 2: Narrow distribution of scores in some criteria



Resulting weighting is less than the maximum for criteria with a more narrow distribution of scores:

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Percentage weighting (Sum of weights across all criteria is 92.5):

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