

APPENDIX 2

CONTRACT FOR THE SUPPLY AND SUPPORT OF MICROSOFT AZURE SERVICES

EVALUATION GRID

Screening Questions – Pass/Fail	Contractor A	Contractor B
3.1 – Accredited partner	Pass	Pass
3.2 – Advanced specialisation accreditation	Pass	Pass

Quality/Added Value		Weighting	Contractor A		Contractor B	
			Score	Result	Score	Result
	4.1 CSP Status and Commercial Delivery Model –	5%	4	4.00%	4	4.00%
	4.2 Azure Billing Model and Pricing Transparency –	10%	3	6.00%	3	6.00%
	4.3 Reseller Margin, Pricing Structure and Additional Fees	10%	5	10.00%	3	6.00%

4.4 Management of Price Changes and Microsoft Incentives	10%	3	6.00%	4	8.00%
4.5 Billing, Reporting and Consumption Visibility	20%	4	16.00%	4	16.00%
4.6 Management of Price Changes and Microsoft Incentives	15%	4	12.00%	4	12.00%
4.7 Support and Account Management (Advisory Only)	10%	3	6.00%	3	6.00%
4.8 Compliance and Governance Advisory	5%	3	3.00%	3	3.00%
4.9 Strategic Value-Add Capability (MCI and MACC)	5%	4	4.00%	4	4.00%
Total out of 90%	90%		67.00%		65.00%

Social Value	Weighting	Contractor A		Contractor B	
		Score	Result	Score	Result

	Social Value 10%	10%	4	8.00%	4	8.00%
	Total out of 10%	10%		8.00%		8.00%

Summary	Weighting	Contractor A	Contractor B
Quality/ Added Value	90%	67.00%	65.00%
Social Value	10%	8.00%	8.00%
Total	100%	75.00%	73.00%

Ranking	1	2
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