

**2018 Landscape Tradeoff Analysis**

Criteria	Vendors . . . Rating 1-4 . . . Worst 1 . . . Best 4						Ideal	Incumbent	Previous
	1	2	3	4	5	6			
Head Landscaper Education							2		
Head Landscaper Certs							3		
Head Irrigation Education							2		
Head Irrigation Certs							3		
Previous Quality Level (references)							3	1	
Head Landscaper Travel Distance							3	1	
Head Irrigation Travel Distance							3	1	
Head Landscaper Experience with our environment Years							3		
Head Irrigation Experience with our environment Years							3		
Cuts per season							3	1	
Baggings per season							3	1	
Fertilizations per season							2	1	
Aeration per season							2	2	
Edgings per season							3	1	
Blade Sharpenings per season							3	1	
Number of Staff on site per cut							3	1	
Cutting speed							3	1	
Safety gates down at all times and locations							3	1	
Damages Graciously Accepted							3	1	
Equipment Matched to Terrain and Environment							3	1	
Head Landscaper visits / inspections per season							3	1	
Head Irrigation visits / inspections per season							3	1	
Does not plant annuals (humans replace yearly)							3	1	
Only Plant Perennials (comes back yearly)							3	1	
Staff Travel Distance							3	1	
Equipment Travel Distance							3	1	
Staff Training							2		
Staff Identify defects at Cutting Time							2	1	
Staff Friendliness							3	1	
Has Quality Mgmt Program (defect ID and tracking)							3	1	
Accepts poor quality penalties (\$100 per green sheet)							2	1	

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Criteria	Vendors . . . Rating 1-4 . . . Worst 1 . . . Best 4						Ideal	Incumbent	Previous
	1	2	3	4	5	6			
Accepts quality incentives (\$200 for excellent inspections)							2	1	
Accepts costs for damaged sprinklers							3	1	
Recommends Bad Grading Fixes (for DRHorton Claims)							3	1	
<b>Total</b>	0	0	0	0	0	0	94	28	0
<b>Total Cost</b>							<b>\$440,000</b>	<b>\$418,554</b>	
<b>Number Of Houses</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>
<b>Cost Per House Per Year</b>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$1,108</i>	<i>\$1,054</i>	<i>\$0</i>
<b>Cost Per House Per Month</b>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$92</i>	<i>\$88</i>	<i>\$0</i>
<b>Cost Per House Per Season Month (May-Oct)</b>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$185</i>	<i>\$176</i>	<i>\$0</i>
<b>Measure Of Effectiveness (MOE)</b>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>1.02</i>	<i>0.32</i>	<i>0.00</i>
<b>Normalized MOE</b>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>100</i>	<i>31</i>	<i>0</i>

**Instructions:**

Call team meeting 1  
 Give the matrix to each person on source selection committee  
 Explain how tradeoff works  
 Update criteria together, add, delete, modify, clarify  
 End meeting and give them following assignment  
 Have them fill out their ratings for each vendor, do not include cost data  
 Team meeting not to exceed 2 hours

Call team meeting 2  
 Prepare master matrix with ratings  
 Once ratings are complete, provide the cost data  
 Examine the MOE  
 Play with the ratings  
 Team meeting not to exceed 2 hours

Call team meeting 3-n  
 Meet again to see if team has further insights  
 Modify matrix

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**2018 Landscape Tradeoff Analysis**

Criteria	Vendors . . .	Rating 1-4 . . .	Worst 1 . . .	Best 4					
	1	2	3	4	5	6	Ideal	Incumbent	Previous
Team subsequent meetings not to exceed 1 hour									
Repeat until there is point of diminishing returns									
Pick the vendor based on highest MOE									

Example

Example - What if Analysis

Criteria	Vendors . . . Rating 1-4 . . . Worst 1 . . . Best 4						Ideal	Incumbent	Previous
	1	2	3	4	5	6			
Head Landscaper Education	1	3					2		
Head Landscaper Certs	1	3					3		
Head Irrigation Education	1	3					2		
Head Irrigation Certs	1	3					3		
Previous Quality Level (references)	1	3					3	1	
Head Landscaper Travel Distance	1	3					3	1	
Head Irrigation Travel Distance	1	3					3	1	
Head Landscaper Experience with our environment Years	1	3					3		
Head Irrigation Experience with our environment Years	1	3					3		
Cuts per season	1	3					3	1	
Baggings per season	1	3					3	1	
Fertilizations per season	1	3					2	1	
Aeration per season	1	3					2	2	
Edgings per season	1	3					3	1	
Blade Sharpenings per season	1	3					3	1	
Number of Staff on site per cut	1	3					3	1	
Cutting speed	1	3					3	1	
Safety gates down at all times and locations	1	3					3	1	
Damages Accepted	1	3					3	1	
Equipment Matched to Terrain and Environment	1	3					3	1	
Head Landscaper visits / inspections per season	1	3					3	1	
Head Irrigation visits / inspections per season	1	3					3	1	
Does not plant annuals (humans replace yearly)	1	3					3	1	
Only Plant Perennials (comes back yearly)	1	3					3	1	
Staff Travel Distance	1	3					3	1	
Equipment Travel Distance	1	3					3	1	
Staff Training	1	3					2		
Staff ID defects at Cutting Time	1	3					2	1	
Staff Friendliness	1	3					3	1	
Has Quality Mgmt Program (defect ID and tracking)	1	3					3	1	
Accepts poor quality penalties (\$100 per green sheet)	1	3					2	1	

## Example

### Example - What if Analysis

Criteria	Vendors . . . Rating 1-4 . . . Worst 1 . . . Best 4						Ideal	Incumbent	Previous
	1	2	3	4	5	6			
Accepts quality incentives (\$200 for excellent inspections)	1	3					2	1	
Accepts costs for damaged sprinklers	1	3					3	1	
<b>Total</b>	33	99	0	0	0	0	91	27	0
<b>Total Cost</b>	<b>\$323,000</b>	<b>\$523,000</b>					<b>\$440,000</b>	<b>\$418,554</b>	
<b>Number Of Houses</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>
<b>Cost Per House Per Year</b>	<i>\$814</i>	<i>\$1,317</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$1,108</i>	<i>\$1,054</i>	<i>\$0</i>
<b>Cost Per House Per Month</b>	<i>\$68</i>	<i>\$110</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$92</i>	<i>\$88</i>	<i>\$0</i>
<b>Cost Per House Per Season Month (May-Oct)</b>	<i>\$136</i>	<i>\$220</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$185</i>	<i>\$176</i>	<i>\$0</i>
<b>Measure Of Effectiveness (MOE)</b>	<i>0.49</i>	<i>0.90</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.99</i>	<i>0.31</i>	<i>0.00</i>
<b>Normalized MOE</b>	<i>49</i>	<i>92</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>100</i>	<i>31</i>	<i>0</i>

#### Instructions:

Call team meeting 1  
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 Meet again to see if team has further insights  
 Modify matrix

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## Example

### Example - What if Analysis

#### Criteria

Team subsequent meetings not to exceed 1 hour

Repeat until there is point of diminishing returns

Pick the vendor based on highest MOE

Vendors . . .	Rating 1-4 . . .	Worst 1 . . .	Best 4						
1	2	3	4	5	6	Ideal	Incumbent	Previous	

# Template

Template - place year and title, change criteria for different vendors (landscape, pool, management, etc)

Criteria	Vendors . . . Rating 1-4 . . . Worst 1 . . . Best 4						Ideal	Incumbent	Previous
	1	2	3	4	5	6			
Head Landscaper Education							2		
Head Landscaper Certs							3		
Head Irrigation Education							2		
Head Irrigation Certs							3		
Previous Quality Level (references)							3	1	
Head Landscaper Travel Distance							3	1	
Head Irrigation Travel Distance							3	1	
Head Landscaper Experience with our environment Years							3		
Head Irrigation Experience with our environment Years							3		
Cuts per season							3	1	
Baggings per season							3	1	
Fertilizations per season							2	1	
Aeration per season							2	2	
Edgings per season							3	1	
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Equipment Travel Distance							3	1	
Staff Training							2		
Staff Identify defects at Cutting Time							2	1	
Staff Friendliness							3	1	
Has Quality Mgmt Program (defect ID and tracking)							3	1	
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Recommends Bad Grading Fixes (for DRHorton Claims)							3	1	
<b>Total</b>	0	0	0	0	0	0	94	28	0
<b>Total Cost</b>							<b>\$440,000</b>	<b>\$418,554</b>	
<b>Number Of Houses</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>	<b>397</b>
<b>Cost Per House Per Year</b>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$1,108</i>	<i>\$1,054</i>	<i>\$0</i>
<b>Cost Per House Per Month</b>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$92</i>	<i>\$88</i>	<i>\$0</i>
<b>Cost Per House Per Season Month (May-Oct)</b>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$185</i>	<i>\$176</i>	<i>\$0</i>
<b>Measure Of Effectiveness (MOE)</b>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>1.02</i>	<i>0.32</i>	<i>0.00</i>
<b>Normalized MOE</b>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>100</i>	<i>31</i>	<i>0</i>

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Pick the vendor based on highest MOE									