# 2018 Landscape Tradeoff Analysis

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

## 2018 Landscape Tradeoff Analysis

Vendors Rating 1-4 Worst 1 Best 4											
Criteria	1	2	3	4	5	6	Ideal	Incumbent	Previous		
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			
Total	0	0	0	0	0	0	94	28	0		
Total Cost							\$440,000	\$418,554			
Number Of Houses	397	397	397	397	397	397	397	397	397		
Cost Per House Per Year	\$0	\$0	\$0	\$0	\$0	\$0	\$1,108	\$1,054	\$0		
Cost Per House Per Month	\$0	\$0	\$0	\$0	\$0	\$0	\$92	\$88	\$0		
Cost Per House Per Season Month (May-Oct)	\$0	\$0	\$0	\$0	\$0	\$0	\$185	\$176	\$0		
Measure Of Effectiveness (MOE)	0.00	0.00	0.00	0.00	0.00	0.00	1.02	0.32	0.00		
Normalized MOE	0	0	0	0	0	0	100	31	0		

#### Instructions:

Call team meeting 1

Give the matrix to each person on source selection committee  $% \left( x\right) =\left( x\right) +\left( x\right$ 

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

**Copyright 2018 Walter Sobkiw.** All Rights Are Reserved Except As Noted. Non Profits can freely use and distribute this material. All for profit companies are strictly forbidden from using this material in their business operations in full or in part in any form without a license from the copyright holder. For example non profit home owner associations (HOA) are free to use and distribute this material but HOA for profit management companies

are forbidden from using this material but they may distribute this material

to home owners as directed by a non profit HOA.

# 2018 Landscape Tradeoff 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 Wors	t 1 Best	: 4				
1	2	3	4	5	6	Ideal	Incumbent	Previous

## Example

# **Example - What if Analysis**

Vendors Rating 1-4 Worst 1 Best 4									
Criteria	1	2	3	4	5	6	Ideal	Incumbent	Previous
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 - What if Analysis**

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

#### 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 **Copyright 2018 Walter Sobkiw.** All Rights Are Reserved Except As Noted. Non Profits can freely use and distribute this material. All for profit companies are strictly forbidden from using this material in their business operations in full or in part in any form without a license from the copyright holder. For example non profit home owner associations (HOA) are free to use and distribute this material but HOA for profit management companies are forbidden from using this material but they may distribute this material

to home owners as directed by a non profit HOA.

## 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 Wors	t 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) Vendors . . . Rating 1-4 . . . Worst 1 . . . Best 4

Criteria         1         2         3         4         5         6         Idead Incument         Previous           Head Landscaper Education         -		venuors	. varing T	-4 WOISU	. I Dest	+				
Head Inrigation Education         2           Head Irrigation Certs         3           Previous Quality Level (references)         3         1           Head Landscaper Travel Distance         3         1           Head Landscaper Travel Distance         3         1           Head Landscaper Experience with our environment Years         3         1           Head Irrigation Experience with our environment Years         3         1           Head Irrigation Experience with our environment Years         3         1           Cuts per season         3         1           Read Irrigation Experience with our environment Years         3         1           Cuts per season         3         1           Fertifizations per season         2         1           Acration per season         2         1           Edgings per season         3         1           Blade Sharpenings per season         3         1           Blade Sharpenings per season         3         1           Cutting speed         3         1           Cutting speed         3         1           Safety gates down at all times and locations         3         1           Damages Graciously Accepted         3 <td< td=""><td>Criteria</td><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>Ideal</td><td>Incumbent</td><td>Previous</td></td<>	Criteria	1	2	3	4	5	6	Ideal	Incumbent	Previous
Head Irrigation Education         2           Head Irrigation Education         3           Head Irrigation Education         3           Previous Quality Level (references)         3           Head Landscaper Travel Distance         3           Head Irrigation Travel Distance         3           Head Irrigation Experience with our environment Years         3           Head Irrigation Experience with our environment Years         3           Cuts per season         3           Baggings per season         3           Baggings per season         2           Fertilizations per season         2           1 Acration per season         2           1 Bade Sharpenings per season         3           1 Bade Sharpenings per season         3           1 Suffery gates down at all times and locations         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 Cost of the person of the	Head Landscaper Education							2		
Head Irrigation Certs         3         1           Previous Quality Level (references)         3         1           Head Landscaper Travel Distance         3         1           Head Irrigation Travel Distance         3         1           Head Irrigation Experience with our environment Years         3         1           Head Irrigation Experience with our environment Years         3         1           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 Irrigation visits / inspections per season         3         1           Does not plant annuals (humans replace yearly)         3         1 <t< td=""><td>Head Landscaper Certs</td><td></td><td></td><td></td><td></td><td></td><td></td><td>3</td><td></td><td></td></t<>	Head Landscaper Certs							3		
Previous Quality Level (references)         3         1           Head Landscaper Travel Distance         3         1           Head Landscaper Experience with our environment Years         3         1           Head Landscaper Experience with our environment Years         3         1           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 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	Head Irrigation Education							2		
Head Landscaper Travel Distance         3         1           Head Irrigation Travel Distance         3         1           Head Landscaper Experience with our environment Years         3         1           Head Irrigation Experience with our environment Years         3         1           Cuts per season         3         1           Baggings per season         2         1           Aeration per season         2         1           Aeration 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 Traivel Distance         3         1	Head Irrigation Certs							3		
Head Irrigation Travel Distance         3         1           Head Landscaper Experience with our environment Years         3         1           Head Irrigation Experience with our environment Years         3         1           Cuts per season         3         1           Baggings per season         2         1           Fertilizations 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           Only Plant Pernnials (numans replace yearly)         3         1           Only Plant Pernnials (comes back yearly)         3         1           Staff Travel Distance         3         1           Staff Travel Distance         3         1 <td>Previous Quality Level (references)</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>3</td> <td>1</td> <td></td>	Previous Quality Level (references)							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       2       1         Fertilizations 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         Head Irrigation visits / inspections per season       3       1         Only Plant Pennials (comes back yearly)       3       1         Staff Travel Distance       3       1         Equipment Travel Distance       3       1         Staff Travel Distance       3       1         Staff Travel Distance       3       1         Staff Travel Distance	Head Landscaper Travel Distance							3	1	
Head Irrigation Experience with our environment Years   3	Head Irrigation Travel Distance							3	1	
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 Irrigation visits / inspections per season       3       1         Does not plant annuals (humans replace yearly)       3       1         Only Plant Perennials (comes back yearly)       3       1         Only Plant Perennials (comes back yearly)       3       1         Staff Travel Distance       3       1         Equipment Travel Distance       3       1         Staff Identify defects at Cutting Time       2       1         Staff Ireindliness       3       1         Has Quality Mgmt Program (defect ID and tracking)       3       1	Head Landscaper Experience with our environment Years							3		
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 Identify defects at Cutting Time         2         1           Staff Lidentify defects at Cutting Time         2         1           Has Quality Mgmt Program (defect ID and tracking)         3         1 <td>Head Irrigation Experience with our environment Years</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>3</td> <td></td> <td></td>	Head Irrigation Experience with our environment Years							3		
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         1           Staff Identify defects at Cutting Time         2         1           Staff Friendliness         3         1	Cuts per season							3	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       1         Staff Identify defects at Cutting Time       2       1         Staff Friendliness       3       1	Baggings per season							3	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       1         Staff Identify defects at Cutting Time       2       1         Staff Friendliness       3       1								2	1	
Edgings per season 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 Head Landscaper visits / inspections per season Head Irrigation visits / inspections per season Joes not plant annuals (humans replace yearly) Only Plant Perennials (comes back yearly)  Staff Travel Distance Equipment Travel Distance Staff Training Staff Training Staff Training Staff Irriendliness  Has Quality Mgmt Program (defect ID and tracking) 3 1 Staff Staff Mgmt Program (defect ID and tracking)	-							2	2	
Blade Sharpenings per season Number of Staff on site per cut 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 Head Landscaper visits / inspections per season Head Irrigation visits / inspections per season Head Irrigation visits / inspections per season Joes not plant annuals (humans replace yearly) Only Plant Perennials (comes back yearly) Staff Travel Distance Equipment Travel Distance Staff Training Staff Training Staff Training Staff Irriendliness 3 1 Staff Friendliness 3 1 Staff Priendliness 3 1 Staff Program (defect ID and tracking) 3 1								3	1	
Number of Staff on site per cut Cutting speed 3 1 Safety gates down at all times and locations Damages Graciously Accepted 3 1 Equipment Matched to Terrain and Environment Head Landscaper visits / inspections per season Head Irrigation visits / inspections per season Boes not plant annuals (humans replace yearly) Only Plant Perennials (comes back yearly)  Staff Travel Distance Equipment Travel Distance Staff Training Staff Identify defects at Cutting Time Staff Friendliness  Bunder of Staff on site per cut Staff Land Staff Program (defect ID and tracking)  1 1 Staff Friendliness 1 2 1 1 Staff Program (defect ID and tracking) 3 1 Staff Program (defect ID and tracking) 3 1								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 1 Staff Training 3 1 Staff Irendliness 3 1  Has Quality Mgmt Program (defect ID and tracking) 3 1								3	1	
Safety gates down at all times and locations Damages Graciously Accepted 3 1  Equipment Matched to Terrain and Environment Head Landscaper visits / inspections per season Head Irrigation visits / inspections per season Boes not plant annuals (humans replace yearly) Booly Plant Perennials (comes back yearly) Staff Travel Distance Equipment Travel Distance Staff Training Staff Identify defects at Cutting Time Staff Friendliness Base Auguality Mgmt Program (defect ID and tracking) 3 1  Has Quality Mgmt Program (defect ID and tracking) 3 1  Staff Privated Distance Page Program (defect ID and tracking)	·							3	1	
Damages Graciously Accepted  Equipment Matched to Terrain and Environment  Head Landscaper visits / inspections per season  Head Irrigation visits / inspections per season  Does not plant annuals (humans replace yearly)  Only Plant Perennials (comes back yearly)  Staff Travel Distance  Equipment Travel Distance  Equipment Travel Distance  Staff Training  Staff Identify defects at Cutting Time  Staff Friendliness  Has Quality Mgmt Program (defect ID and tracking)  3 1  Has Quality Mgmt Program (defect ID and tracking)								3	1	
Equipment Matched to Terrain and Environment  Head Landscaper visits / inspections per season  Head Irrigation visits / inspections per season  Does not plant annuals (humans replace yearly)  Only Plant Perennials (comes back yearly)  Staff Travel Distance  Equipment Travel Distance  Staff Training  Staff Training  Staff Training  Staff Training  Staff Identify defects at Cutting Time  Staff Friendliness  Has Quality Mgmt Program (defect ID and tracking)  3 1  Has Quality Mgmt Program (defect ID and tracking)	• -							3	1	
Head Landscaper visits / inspections per season  Head Irrigation visits / inspections per season  Does not plant annuals (humans replace yearly)  Only Plant Perennials (comes back yearly)  Staff Travel Distance  Equipment Travel Distance  Equipment Travel Distance  Staff Training  Staff Identify defects at Cutting Time  Staff Friendliness  Has Quality Mgmt Program (defect ID and tracking)  3 1  Has Quality Mgmt Program (defect ID and tracking)										
Head Landscaper visits / inspections per season  Head Irrigation visits / inspections per season  Does not plant annuals (humans replace yearly)  Only Plant Perennials (comes back yearly)  Staff Travel Distance  Equipment Travel Distance  Equipment Travel Distance  Staff Training  Staff Identify defects at Cutting Time  Staff Friendliness  Has Quality Mgmt Program (defect ID and tracking)  3 1  Has Quality Mgmt Program (defect ID and tracking)	Equipment Matched to Terrain and Environment							3	1	
Head Irrigation visits / inspections per season  Does not plant annuals (humans replace yearly)  Only Plant Perennials (comes back yearly)  Staff Travel Distance  Equipment Travel Distance  Equipment Travel Distance  Staff Training  Staff Identify defects at Cutting Time  Staff Friendliness  Has Quality Mgmt Program (defect ID and tracking)  3 1  Has Quality Mgmt Program (defect ID and tracking)								3	1	
Does not plant annuals (humans replace yearly)  Only Plant Perennials (comes back yearly)  Staff Travel Distance  Equipment Travel Distance  Staff Training  Staff Indentify defects at Cutting Time  Staff Friendliness  Has Quality Mgmt Program (defect ID and tracking)  3 1  1 1  1 1  1 1  1 1  1 1  1 1  1								3	1	
Only Plant Perennials (comes back yearly)  Staff Travel Distance 3 1  Equipment Travel Distance 3 1  Staff Training 2 2  Staff Identify defects at Cutting Time 2 1  Staff Friendliness 3 1  Has Quality Mgmt Program (defect ID and tracking) 3 1	Does not plant annuals (humans replace yearly)							3	1	
Equipment Travel Distance31Staff Training21Staff Identify defects at Cutting Time21Staff Friendliness31Has Quality Mgmt Program (defect ID and tracking)31								3	1	
Equipment Travel Distance31Staff Training21Staff Identify defects at Cutting Time21Staff Friendliness31Has Quality Mgmt Program (defect ID and tracking)31										
Staff Training Staff Identify defects at Cutting Time Staff Friendliness 2 1 Staff Friendliness 3 1 Has Quality Mgmt Program (defect ID and tracking) 3 1	Staff Travel Distance							3	1	
Staff Identify defects at Cutting Time 2 1 Staff Friendliness 3 1 Has Quality Mgmt Program (defect ID and tracking) 3 1	Equipment Travel Distance							3	1	
Staff Friendliness 3 1 Has Quality Mgmt Program (defect ID and tracking) 3 1	Staff Training							2		
Has Quality Mgmt Program (defect ID and tracking)  3 1	Staff Identify defects at Cutting Time							2	1	
								3	1	
	Has Quality Mgmt Program (defect ID and tracking)							3	1	
	Accepts poor quality penalties (\$100 per green sheet)							2	1	

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

vendors Rating 1-4 Worst 1 Best 4									
Criteria	1	2	3	4	5	6	Ideal	Incumbent	Previous
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	
Total	0	0	0	0	0	0	94	28	0
Total Cost							\$440,000	\$418,554	
Number Of Houses	397	397	397	397	397	397	397	397	397
Cost Per House Per Year	\$0	<i>\$0</i>	\$0	\$0	\$0	\$0	\$1,108	\$1,054	<i>\$0</i>
Cost Per House Per Month	\$0	<i>\$0</i>	\$0	\$0	\$0	\$0	\$92	\$88	<i>\$0</i>
Cost Per House Per Season Month (May-Oct)	\$0	\$0	\$0	\$0	\$0	\$0	\$185	\$176	\$0
Measure Of Effectiveness (MOE)	0.00	0.00	0.00	0.00	0.00	0.00	1.02	0.32	0.00
Normalized MOE	0	0	0	0	0	0	100	31	0

#### 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 Copyright 2018 Walter Sobkiw. All Rights Are Reserved Except As Noted.

Non Profits can freely use and distribute this material. All for profit companies are strictly forbidden from using this material in their business operations in full or in part in any form without a license from the copyright holder. For example non profit home owner associations (HOA) are free to use and distribute this material but HOA for profit management companies are forbidden from using this material but they may distribute this material to home owners as directed by a non profit HOA.

Template

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

Vendors . . . Rating 1-4 . . . Worst 1 . . . Best 4

Criteria 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