

Selection Criteria		ACS Comments
<b>Organizational Capability</b>	Ability to apply best resources to partnership	<ul style="list-style-type: none"> <li>- ACS indicated that it can form a team of top resources from its Government Solution Group for the COD solution</li> <li>- Can also leverage resources from its eServicing group as needed during different phases of COD</li> </ul>
	Long-term goals/strategic plan	<ul style="list-style-type: none"> <li>- Plans to make advances in eBusiness via web development, web hosting, etc.</li> <li>- Lack of measurable, interim goals</li> <li>- Long term goals focus on expansion rather than diversification strategy (capitalizing on core competency)</li> </ul>
	Resource development/capabilities development	<ul style="list-style-type: none"> <li>- Conducted briefing to ED management on delivering high quality customer service via web technology</li> <li>- Develop and train ACS staff through best practice focus</li> </ul>

Selection Criteria		AFSA Comments
<b>Organizational Capability</b>	Ability to apply best resources to partnership	<ul style="list-style-type: none"> <li>- AFSA indicated that it is willing to bring its best people to the partnership with Modernization Partner and SFA</li> <li>- Additional discussion is needed to determine the level of fit between AFSA's people/resource skills and those needed for COD solution</li> </ul>
	Long-term goals/strategic plan	<ul style="list-style-type: none"> <li>- Continuous development and deployment of products and services for higher education</li> <li>- Investment in products using new technology/internet as distribution channel</li> <li>- No measurable goals mentioned in response</li> </ul>
	Resource development/capabilities development	<ul style="list-style-type: none"> <li>- Strategic plan includes active participation in FDSLPL, FFEL and Perkins communities</li> <li>- No specific examples of building capabilities in partners</li> </ul>

Selection Criteria		EDS Comments
<b>Organizational Capability</b>	Ability to apply best resources to partnership	<ul style="list-style-type: none"> <li>- EDS has indicated that the COD solution team would be composed of its best resources, both within and outside of its government business group</li> <li>- Additional discussion is needed to determine past history of pulling cross-business unit resources, strategy for forming and maintaining the proposed team over COD timeline, and EDS' leadership position on forming cross-unit teams</li> </ul>
	Long-term goals/strategic plan	<ul style="list-style-type: none"> <li>- Lack of measurable, interim goals</li> <li>- Key components of EDS vision include focus on digital economy and partnering with clients</li> <li>- Detailed strategic plan exists (contingent on non-disclosure agreement)</li> </ul>
	Resource development/capabilities development	<ul style="list-style-type: none"> <li>- EDS employs center of excellence model to provide individual, customer specific support</li> </ul>

Selection Criteria		Total Systems Comments
<b>Organizational Capability</b>	Ability to apply best resources to partnership	<ul style="list-style-type: none"> <li>- Total Systems has indicated that it will be 100% committed, and bring its best people, or it won't get involved in the COD solution</li> <li>- Additional discussion is needed to determine the level of fit between Total System's people/resource skills and those needed for COD solution</li> </ul>
	Long-term goals/strategic plan	<ul style="list-style-type: none"> <li>- Long term goals and strategic plan are incompatible with ED objectives</li> <li>- Relationship with Fair, Isaac - leading credit bureau with strengths in credit-related behavioral studies</li> </ul>
	Resource development/capabilities development	<ul style="list-style-type: none"> <li>- Strong training programs indicate capacity to build partner capabilities</li> <li>- Core business capabilities are not readily transferable to Modernization objectives</li> </ul>