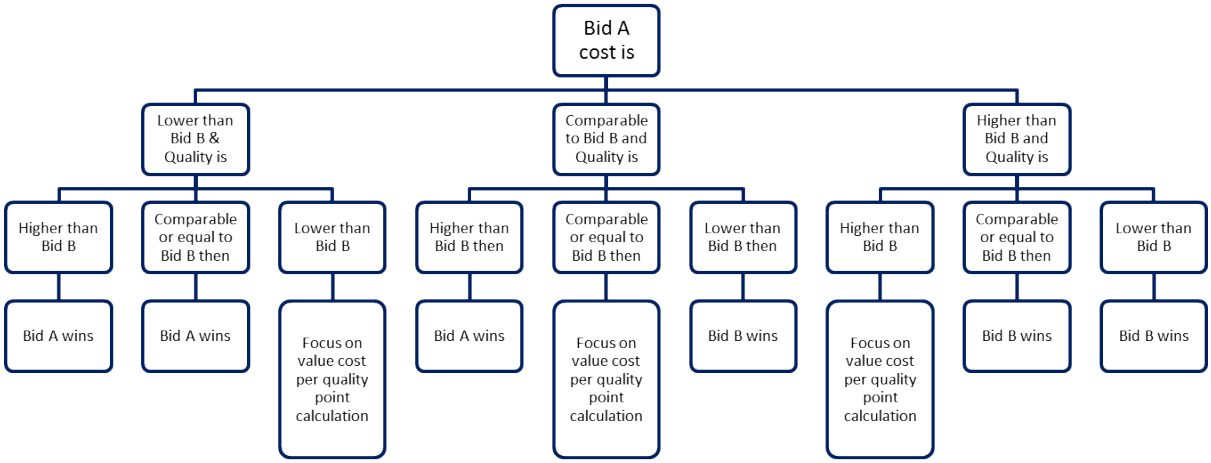
Appendix 2


Bid A cost is
Lower than Bid B & Quality is
Comparable to Bid B and Quality is
Higher than Bid B and Quality is
Higher than Bid B
Comparable or equal to Bid B then
Lower than Bid B
Higher than Bid B then
Comparable or equal to Bid B then
Lower than Bid B then
Higher than Bid B
Comparable or equal to Bid B then
Lower than Bid B
Bid A wins
Bid A wins
Focus on value cost per quality point calculation
Bid A wins
Focus on value cost per quality point calculation
Bid B wins
Focus on value cost per quality point calculation
Bid B wins
Bid B wins

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