

## Distributor Aggregate Scorecard

### Percentage of Points

Section	Section	Weight	Fisher Scientific	VWR	Neta Scientific	Thomas Scientific	Medline	Genesee	DOT Scientific
1C	Discount Structure (3A) & Expanded Discounts	9.0%	33%	52%	0%	0%	30%	20%	40%
4A	Market Basket	22.5%	100%	95%	98%	100%	40%	40%	40%
4B	Private Label	13.5%	100%	86%	72%	88%	40%	40%	20%
3A	Value Added Service	4.5%	94%	76%	55%	45%	66%	46%	55%
3B	Emergency Preparedness	1.5%	43%	47%	47%	47%	47%	23%	23%
3C	Equipment Maintenance Service	4.5%	40%	40%	40%	20%	20%	20%	20%
4	Campus Partnership	4.5%	80%	80%	30%	20%	20%	20%	20%
5	Sustainability	15%	82%	76%	68%	39%	73%	60%	37%
6	eCommerce	10%	88%	87%	76%	72%	73%	69%	63%
	National Contract	15%	100%	80%	60%	60%	20%	40%	20%
		<b>100%</b>	<b>85%</b>	<b>79%</b>	<b>65%</b>	<b>61%</b>	<b>44%</b>	<b>42%</b>	<b>35%</b>
		<b>Ranking</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>