

| <b>Title: Secure Email</b>  |                                     |                  |                              |                               |                           |
|---|-------------------------------------|------------------|------------------------------|-------------------------------|---------------------------|
| <b>Evaluation Committee Member:</b>   |                                     |                  |                              |                               |                           |
| <b>Vendor Name:</b>   |                                     |                  |                              |                               |                           |
| <b>Criteria<br/>(as listed in RFP Section 3 ("Method of Evaluation"))</b>   | <b>Source<br/>(RFP<br/>Section)</b> | <b>Score 1-5</b> | <b>(x) weight<br/>(1-50)</b> | <b>(=) Weighted<br/>Score</b> | <b>Maximum<br/>Points</b> |
| <b>Criteria: 2.1. User Impact</b>   |                                     |                  |                              |                               |                           |
| Criteria 2.1.1. Pre-registry of internal users                              | 2.1.1.                              |                  | 5                            | 0                             | 25                        |
| Criteria 2.1.2. Pre-registry of external users                              | 2.1.2                               |                  | 6                            | 0                             | 30                        |
| Criteria 2.1.3. Interoperability capacity                                   | 2.1.3                               |                  | 6                            | 0                             | 30                        |
| Criteria 2.1.4. Integration with ZixVPM                                     | 2.1.4                               |                  | 4                            | 0                             | 20                        |
| Criteria 2.1.5. Retrieval process   | 2.1.5                               |                  | 2                            | 0                             | 10                        |
| Criteria 2.1.6. Required end user h/w or s/w                                | 2.1.6                               |                  | 8                            | 0                             | 40                        |
| Criteria 2.1.7. Encryption method   | 2.1.7                               |                  | 4                            | 0                             | 20                        |
| Criteria 2.1.8. Send-to-Anyone Registration method                          | 2.1.8                               |                  | 4                            | 0                             | 20                        |
| Criteria 2.1.9. Reading secure messages offline                             | 2.1.9                               |                  | 6                            | 0                             | 30                        |
| <b>Criteria: 2.2. Flexibility/Choice</b>                                    |                                     |                  |                              |                               |                           |
| Criteria: 2.2.1. Secure communications via all methods                      | 2.2.1                               |                  | 5                            | 0                             | 25                        |
| Criteria: 2.2.2. Ability to interoperate with other messaging systems       | 2.2.2                               |                  | 5                            | 0                             | 25                        |
| Criteria: 2.2.3. Delivery methods   | 2.2.3                               |                  | 4                            | 0                             | 20                        |
| <b>Criteria: 2.3. Ease of Deployment/Adoption of System</b>                 |                                     |                  |                              |                               |                           |
| Criteria: 2.3.1. In-house or outsourced solution                            | 2.3.1                               |                  | 8                            | 0                             | 40                        |
| Criteria: 2.3.2. Average deployment time                                    | 2.3.2                               |                  | 5                            | 0                             | 25                        |
| Criteria: 2.3.3. Hardware requirements                                      | 2.3.3                               |                  | 4                            | 0                             | 20                        |
| Criteria: 2.3.4. Infrastructure requirements                                | 2.3.4                               |                  | 6                            | 0                             | 30                        |
| Criteria: 2.3.5. Required components  | 2.3.5                               |                  | 6                            | 0                             | 30                        |
| Criteria: 2.3.6. Recipient ability to reply w/o extra costs                 | 2.3.6                               |                  | 4                            | 0                             | 20                        |
| Criteria: 2.3.7. Personnel requirements                                     | 2.3.7                               |                  | 4                            | 0                             | 20                        |
| Criteria: 2.3.8. Partners ability to comm w/o addtl infrastructure          | 2.3.8                               |                  | 3                            | 0                             | 15                        |
| Criteria: 2.3.9. Enterprise communication program                           | 2.3.9                               |                  | 1                            | 0                             | 5                         |
| <b>Criteria: 2.4. Scalability</b>   |                                     |                  |                              |                               |                           |
| Criteria: 2.4.1. Performance specs and latency expectations                 | 2.4.1                               |                  | 4                            | 0                             | 20                        |
| Criteria: 2.4.2. Customer deployments                                       | 2.4.2                               |                  | 4                            | 0                             | 20                        |
| <b>Criteria: 2.5. Security</b>  |                                     |                  |                              |                               |                           |
| Criteria: 2.5.1. Algorithm types  | 2.5.1.                              |                  | 6                            | 0                             | 30                        |
| Criteria: 2.5.2. Storage and protection of symmetric keys                   | 2.5.2.                              |                  | 4                            | 0                             | 20                        |
| Criteria: 2.5.3. Digital signatures   | 2.5.3.                              |                  | 6                            | 0                             | 30                        |
| Criteria: 2.5.4. Conformity to industry standard encryption                 | 2.5.4.                              |                  | 6                            | 0                             | 30                        |
| Criteria: 2.5.5. Certifications   | 2.5.5.                              |                  | 4                            | 0                             | 20                        |
| <b>Criteria: 2.6. Feature Functionality</b>                                 |                                     |                  |                              |                               |                           |
| Criteria: 2.6.1. Risk assessment/analysis                                   | 2.6.1.                              |                  | 1                            | 0                             | 5                         |
| Criteria: 2.6.2. Receipts   | 2.6.2.                              |                  | 4                            | 0                             | 20                        |
| Criteria: 2.6.3. Policy driven encryption or individual                     | 2.6.3.                              |                  | 6                            | 0                             | 30                        |
| Criteria: 2.6.4. Industry specific lexicons                                 | 2.6.4.                              |                  | 6                            | 0                             | 30                        |
| Criteria: 2.6.5. Reporting/tracking   | 2.6.5                               |                  | 1                            | 0                             | 5                         |
| Criteria: 2.6.6. Automatic generation/emailing of reports                   | 2.6.6.                              |                  | 1                            | 0                             | 5                         |
| Criteria: 2.6.7. Transparent solution                                       | 2.6.7.                              |                  | 7                            | 0                             | 35                        |
| Criteria: 2.6.8. Subject keyword encryption                                 | 2.6.8.                              |                  | 7                            | 0                             | 35                        |
| Criteria: 2.6.9. Encryption enable/disable                                  | 2.6.9.                              |                  | 4                            | 0                             | 20                        |
| Criteria: 2.6.10. User notification when sensitive material isn't encrypted | 2.6.10.                             |                  | 5                            | 0                             | 25                        |
| Criteria: 2.6.11. Additional security scripts                               | 2.6.11.                             |                  | 6                            | 0                             | 30                        |
| Criteria: 2.6.12. Ports for communication through firewall                  | 2.6.12.                             |                  | 6                            | 0                             | 30                        |
| Criteria: 2.6.13. Other value features                                      | 2.6.13.                             |                  | 1                            | 0                             | 5                         |
| <b>Criteria: 2.7. Company Information</b>                                   |                                     |                  |                              |                               |                           |
| Criteria: 2.7.1. Current customers  | 2.7.1.                              |                  | 6                            | 0                             | 30                        |
| Criteria: 2.7.2. Company background   | 2.7.2.                              |                  | 4                            | 0                             | 20                        |
| Criteria: 2.7.3. Focus market   | 2.7.3.                              |                  | 6                            | 0                             | 30                        |
| Criteria: 2.7.4. Information security experience                            | 2.7.4.                              |                  | 4                            | 0                             | 20                        |
| Criteria: 2.7.5. Common solution for healthcare industry                    | 2.7.5.                              |                  | 4                            | 0                             | 20                        |
| Criteria: 2.7.6. Facilitate HIPAA regulations                               | 2.7.6.                              |                  | 4                            | 0                             | 20                        |
| <b>Criteria: 2.8. Pricing</b>   |                                     |                  |                              |                               |                           |
|   |                                     |                  | <b>2.8.</b>                  | 50                            | 0                         |
| <b>Criteria: 2.9. References</b>  |                                     |                  |                              |                               |                           |
|   |                                     |                  | <b>2.9</b>                   | 10                            | 0                         |
| <b>Total</b>  |                                     |                  | 0                            | 0                             | 1385                      |