



Selection Process for Proposed Products

Selection criteria

Weighting / Selection criteria														
Required minimum quota:														
Regular		30,00				30,00	60,00				30,00	10,00	40,00	100,00
Speciality		45,00				30,00	75,00				15,00	10,00	25,00	100,00
		1- Quality-price ratio					2- Market knowledge, reputation and sales forecast					3- Financial performance: Merchandising, promotion, and additional revenue		
Catalogue		1.1 - Taste-test score												
		1.2 - Quality-price ratio												
		2.1 - Awards, medals, media reviews												
		2.2 - Position in other markets												
		2.3 - Projected potential of the Québec market												
		Total score for criteria 2.1 to 2.3												
		Subtotal: Sections 1 and 2												
		3.1 - Promotional campaign												
		3.2 - Gross margin (SRP - GST - QST - store cost)												
		3.3 - Payment terms												
		Total score for criteria 3.1 to 3.3												
		3.4 - Sales target												
		Subtotal: Section 3												
		Grand Total												

SRP: Suggested retail price
 GST: Goods and Services Tax