

Appendix 1 - Comparison

PRICE 25 %	SUPPLIER 1	SUPPLIER 2	SUPPLIER 3	Martin Williams
Comparison price	42 728,00 €	38 300,00 €	49 660,00 €	41 075,00 €
Comparison points - price	22,4	25,0	19,3	23,3

QUALITY 75 %	SUPPLIER 1	SUPPLIER 2	SUPPLIER 3	Martin Williams
Durability	2	4	3	1
Usability	2	4	3	1
Installation	2	4	3	1

Altogether rank	6	12	9	3
Comparison points quality	37,5	18,8	25,0	75,0

ALTOGETHER COMPARISON POINTS	59,9	43,8	44,3	98,3
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COMMENTS FROM THE TRIAL	Supplier 1	Supplier 2	Supplier 3	Martin Williams
<b>DURABILITY</b> - durability in use - stain tolerance - cleaning of the fabric	No visible detrition. No problems in cleaning of the fabric.	Visible marks due to use (nails, jewelry, keys). No problems in cleaning of the fabric.	No visible detrition. Some problems in cleaning of the fabric: Still a visible stain after cleaning.	No visible detrition. The layout is particularly stain tolerant and easy to clean.
<b>USABILITY</b> - slide of the cards on the layout - appearance of the layout - tidiness of the print	Slide of the cards ok. Appearance clear and distinct, though visible marks from folding.	Slide ok towards the dealer, but some friction in the slide towards the players. Some detrition on the layouts already on arrival.	Slide of the cards ok. The print a bit unclear: the print has moved a bit and produced an extra silhouette.	Slide of the cards ok. Good appearance and tidiness.
<b>INSTALLATION</b> - the ease of the installation of the layout	Easy to install. Good thickness and elasticity.	Very thick and stiff layout compared to the others. The hardest layout to install. Impossible to install on the poker table.	Seems to stretch more than the other layouts, which causes the layout to wave on the sides and surface. Otherwise ok.	The easiest to install. Steady/solid.