

Financial  
Services

# Pricing Objectives Prioritization Process



Rate Advisory Committee  
19 February 2009



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# Process for Completing Prioritization

- Complete Survey Form
- Consultant will calculate scores
- Discuss and finalize survey results
- Goal is to rank the 12 pricing objectives evenly distributed among the four weight categories: Essential, Very Important, Important and Least Important
  - *There must be three pricing objectives per weight*

# Discussing & Finalizing Results

- Results will be shown on-screen after survey completion
  - The 12 Pricing Objectives will be displayed in order of raw score in descending order (as in RFC's presentation example)
  - Top three will be considered “Essential”, next three will be considered “Very Important”, next three will be classed as “Important” with bottom three grouped as “Least Important”

# Discussing & Finalizing Results (continued)

- Making changes to displayed results
  - A member wishing to adjust the order of the pricing objectives may make a proposal to the committee during discussion
  - Proposal must state the desired new rank(s) of the pricing objective(s) under consideration
  - For proposal to be approved, consensus of RAC is desirable; in lieu of consensus, a majority vote of members present is needed
  - If proposal approved, depending on the placement of the newly ranked objective(s), the ranks of all other objectives will move upward or downward based on their previous relative position
  - This is a zero sum process: at the conclusion of the discussion, there still must be three pricing objectives per weight category

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