

Nationwide Deployment Partner Vendor Scorecard

22 criteria for comparing national IT deployment and field-services firms — side by side, on one page.

Built by SRS Networks — nationwide enterprise infrastructure deployment since 1996. 900+ deployments · 10,000+ sites · 50 states · partners@srsnetworks.com · (866) 224-3636

How to use this scorecard

You're evaluating two or more firms to deploy or service technology across multiple sites. Most capabilities decks look identical on paper, so this scorecard scores the things that actually separate a clean multi-site rollout from a callback list.

1. List each vendor across the top of the scoring sheet (last page).
2. Score every criterion 0–5 using the anchors below (0 = can't do it / won't answer; 5 = documented, proven, in writing).
3. Multiply each score by the category weight, total the columns, and compare.
4. Treat any **0 in a non-negotiable criterion (🚩) as a disqualifier**, regardless of total score — those are the ones that turn into stop-work orders and blown go-lives.

This works without SRS. Score us with everyone else.

The criteria

1. Coverage & scale

WEIGHT ×3

1.1 Geographic coverage 🚩

Do they self-perform across every state you operate in, or broker it out per market? Ask for the actual state list. 5 = all your states under one contract; 0 = “we'll find someone.”

1.2 Single vs. multi-site model

Is multi-site rollout their core business or a side service? 5 = multi-site is the core; 2 = mostly single-site break-fix.

1.3 Surge capacity

Can they staff 20 simultaneous sites in one week if the schedule compresses? Ask for the largest concurrent-site count they've run.

2. Workforce model

WEIGHT ×3

2.1 W-2 vs. 1099 🚩

Are the leads W-2 employees or a 1099/gig marketplace? A marketplace sends whoever accepts the ticket that day. 5 = W-2 leads + vetted, agreement-bound sub bench; 1 = open 1099 marketplace.

2.2 Subcontractor vetting

Are subs under written service agreements with non-competes, or one-off gig acceptances? 5 = signed multi-year sub agreements; 0 = none.

2.3 Technician consistency

Will the same standard travel to every site, or does each market reset? 5 = one documented install standard enforced everywhere.

3. Insurance & compliance

WEIGHT ×3

3.1 COI on file before dispatch 🚩

Do they audit every technician's Certificate of Insurance before the tech reaches the site? A failed COI check on a Fortune 500 jobsite is a multi-day stop-work order and a five-figure margin hit. 5 = COI audited pre-dispatch, every tech; 0 = “we can get one.”

3.2 Coverage limits

Do their general liability and workers' comp limits meet your GC's and landlords' requirements? Ask for sample certificates.

3.3 Background / drug screening

Available where your sites require it (banking, healthcare, government, K-12)? 5 = documented screening program.

4. Service levels (SLA)

WEIGHT ×2

4.1 Defined response tiers

Do they publish real response tiers, or just say “fast”? 5 = written tiers (e.g. 4-hour, next-business-day, 5-day) with hours of coverage; 1 = “we’ll get someone out.”

4.2 After-hours / 24x7

Can they hit an emergency response overnight and on weekends? 5 = 24/7 emergency dispatch.

4.3 Escalation path

Is there one named escalation contact, or a queue? 5 = single named escalation owner.

5. Logistics & staging

WEIGHT ×2

5.1 Pre-stage vs. drop-ship

Do they pre-stage and configure gear before it reaches the site, or drop-ship to the store? Roughly 1 in 6 direct-to-site shipments fails on first delivery, and each failed receipt is a return trip you pay for. 5 = gear configured, labeled, shipped to a named recipient; 1 = drop-ship only.

5.2 Staging footprint

Do they have staging capacity near your regions to cut transit and failed receipts? 5 = multi-region staging.

5.3 Asset tracking

Serial/asset capture and per-site labeling at closeout? 5 = documented asset tracking.

6. Project management & visibility

WEIGHT ×2

6.1 Dedicated PM

One project manager across all sites, or a different coordinator per job? 5 = single dedicated PM/PMO.

6.2 Real-time portal

Can you see ticket status, COI audit, and milestone signoff in a portal, or wait for email updates? 5 = live client portal; 1 = email only.

6.3 Closeout documentation

As-built docs, test/certification reports, and labeling delivered at closeout? 5 = full closeout package standard; 0 = none.

7. Commercial terms

WEIGHT ×1

7.1 Pricing transparency

Published, transparent rates and structure, or “call for quote” on everything? 5 = transparent rate card.

7.2 Payment terms

Clear terms (e.g. NET 30) and a milestone billing structure for project work? 5 = written NET terms + milestone schedule.

7.3 Channel / wholesale pricing

If you're an MSP/VAR/GC reselling, do they offer wholesale channel-partner pricing and written deal protection? 5 = documented channel pricing + deal registration.

8. Track record

WEIGHT ×1

8.1 Years operating & references

How long have they run multi-site deployments, and will they give references in your vertical? 5 = decade-plus + relevant references.

8.2 Safety program

A real safety program if your sites require it? 5 = documented program.

Scoring sheet

#	Criterion	Wt	Vendor A	Vendor B	Vendor C
1.1	Geographic coverage 🚩	×3			
1.2	Single vs. multi-site model	×3			
1.3	Surge capacity	×3			
2.1	W-2 vs. 1099 🚩	×3			
2.2	Subcontractor vetting	×3			
2.3	Technician consistency	×3			
3.1	COI on file before dispatch 🚩	×3			
3.2	Coverage limits	×3			
3.3	Background / drug screening	×3			
4.1	Defined response tiers 🚩	×2			
4.2	After-hours / 24x7	×2			
4.3	Escalation path	×2			
5.1	Pre-stage vs. drop-ship 🚩	×2			
5.2	Staging footprint	×2			
5.3	Asset tracking	×2			
6.1	Dedicated PM	×2			
6.2	Real-time portal 🚩	×2			
6.3	Closeout documentation	×2			
7.1	Pricing transparency	×1			
7.2	Payment terms	×1			
7.3	Channel / wholesale pricing	×1			
8.1	Years operating & references	×1			
8.2	Safety program	×1			
Weighted total					

Worked example: a vendor scoring 4 on Geographic coverage (×3) earns 12 points on that line. Maximum possible weighted score is 250. Any 🚩 line scored 0 is a disqualifier — drop the vendor regardless of total.

When to call SRS Networks. If you're scoping nationwide multi-site rollouts, channel-partner overflow, or a job that needs W-2 leads, audited COIs, and one PM across every state, score us on this sheet and send the completed scorecard to partners@srsnetworks.com. Cheryl returns scoping calls within one business day. If your work is a single site in one metro, hire a local installer — our coordination model doesn't pay back under roughly 25 sites, and we'll tell you that on the call.

About SRS Networks. SRS Networks is a nationwide enterprise infrastructure deployment firm headquartered in South San Francisco, California, deploying structured cabling, network, POS, digital signage, security, and low-voltage systems for multi-site businesses and channel partners across 50 states since 1996. 900+ deployments · 10,000+ sites · in-house W-2 leads + a vetted W-9 subcontractor bench · West and East Coast staging · COI audited before every dispatch in the Project Command Center.

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This scorecard is a vendor-evaluation tool, not legal or procurement advice. Adapt the weights to your own requirements.