



**Proposal Evaluation**  
**Rental Equipment, Products, and Related Services RFP #040924**  
 Category 1

Possible Points	Altec Industries, Inc.		Capacity Truck & Crane Services, Inc.		Caterpillar, Inc.		Compactor Rentals of Amercia, LLC		H&E Equipment Services, Inc.		Herc Rentals, Inc.		Sennebogen, LLC		Sunbelt Rentals		UNITED RENTALS		Whites Welding, LLC	
	<b>Conformance to RFP Requirements</b>	50	41	38	31	42	38	36	40	31	43	41	35							
<b>Pricing</b>	400	350	311	241	320	331	329	311	240	338	315	298								
<b>Financial Viability and Marketplace Success</b>	75	59	62	51	64	54	56	62	58	65	67	53								
<b>Ability to Sell and Deliver Service</b>	100	80	74	63	89	81	76	84	74	86	89	65								
<b>Marketing Plan</b>	50	42	35	32	43	40	37	39	38	43	43	33								
<b>Value Added Attributes</b>	75	64	57	54	66	58	57	62	58	63	67	55								
<b>Warranty and Performance Standards or Guarantees</b>	50	35	36	25	43	42	38	40	39	39	42	33								
<b>Depth and Breadth of Offered Equipment, Products, or Services</b>	200	150	141	134	172	142	135	173	136	175	176	141								
<b>Total Points</b>	1,000	822	756	629	839	787	763	811	674	852	840	713								
<b>Rank Order</b>		4	8	11	3	6	7	5	10	1	2	9								

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## Proposal Evaluation

### Rental Equipment, Products, and Related Services RFP #040924

Category 2



	Possible Points	First Green Industries	Holt Machinery Company	JAPA Equipment Rentals, Inc.	Spectrum Equipment, Inc.
Conformance to RFP Requirements	50	30	30	38	31
Pricing	400	235	243	329	258
Financial Viability and Marketplace Success	75	48	48	56	48
Ability to Sell and Deliver Service	100	63	56	70	59
Marketing Plan	50	33	28	36	29
Value Added Attributes	75	57	46	55	46
Warranty and Performance Standards or Guarantees	50	34	28	40	30
Depth and Breadth of Offered Equipment, Products, or Services	200	134	144	153	120
<b>Total Points</b>	<b>1,000</b>	<b>634</b>	<b>621</b>	<b>777</b>	<b>619</b>
<b>Rank Order</b>		<b>2</b>	<b>3</b>	<b>1</b>	<b>4</b>

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# Proposal Evaluation

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### Category 3



	Possible Points	Federal Signal Corporation	Scranton Manufacturing Co., Inc.
Conformance to RFP Requirements	50	41	39
Pricing	400	324	331
Financial Viability and Marketplace Success	75	63	59
Ability to Sell and Deliver Service	100	85	83
Marketing Plan	50	43	41
Value Added Attributes	75	66	61
Warranty and Performance Standards or Guarantees	50	40	36
Depth and Breadth of Offered Equipment, Products, or Services	200	162	147
<b>Total Points</b>	<b>1,000</b>	<b>822</b>	<b>796</b>
<b>Rank Order</b>		<b>1</b>	<b>2</b>

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