



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

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

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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
Total Points	1,000	634	621	777	619
Rank Order		2	3	1	4

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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
Total Points	1,000	822	796
Rank Order		1	2

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