



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

| Possible Points | Altec Industries, Inc. | Big Truck Rental, LLC | 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 |
|--|--|-----------------------|---------------------------------------|-------------------|-----------------------------------|------------------------------|--------------------|-----------------|-----------------|----------------|---------------------|
| | Conformance to RFP Requirements | 41 | 38 | 31 | 42 | 38 | 36 | 40 | 31 | 43 | 41 |
| Pricing | 400 | 350 | 311 | 241 | 320 | 331 | 329 | 311 | 240 | 338 | 298 |
| Financial Viability and Marketplace Success | 75 | 59 | 62 | 56 | 64 | 62 | 61 | 62 | 58 | 71 | 53 |
| Ability to Sell and Deliver Service | 100 | 80 | 74 | 55 | 89 | 70 | 67 | 84 | 74 | 75 | 65 |
| Marketing Plan | 50 | 42 | 35 | 36 | 43 | 44 | 41 | 39 | 38 | 48 | 33 |
| Value Added Attributes | 75 | 64 | 57 | 50 | 66 | 55 | 53 | 62 | 58 | 58 | 55 |
| Warranty and Performance Standards or Guarantees | 50 | 35 | 36 | 52 | 43 | 69 | 61 | 40 | 39 | 74 | 33 |
| Depth and Breadth of Offered Equipment, Products, or Services | 200 | 150 | 141 | 110 | 172 | 117 | 115 | 173 | 136 | 152 | 141 |
| Total Points | 1,000 | 822 | 756 | 629 | 839 | 787 | 763 | 811 | 674 | 852 | 713 |
| Rank Order | | 4 | 8 | 11 | 3 | 6 | 7 | 5 | 10 | 1 | 9 |

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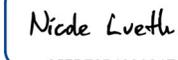
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 Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst

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Proposal Evaluation

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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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