



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	840	713
Rank Order		4	8	11	3	6	7	5	10	1	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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