



Proposal Evaluation
Aboveground Fuel and Fluid Storage with Related Hardware, Software and Services RFP #092920

| Possible Points | | Acterra Group | Balcrank Corp. | E.J. Ward | Eagle Tanks, Inc. | Fireball Equipment | FuelCloud OPCO | Gilbarco, Inc. | Graco, Inc. | JF Acquisition | MakLoc Buildings |
|---|--------------|---------------|----------------|------------|-------------------|--------------------|----------------|----------------|-------------|----------------|------------------|
| Conformance to Terms/ Conditions to Include Documentation | 50 | 42 | 34 | 44 | 35 | 35 | 41 | 43 | 41 | 41 | |
| Pricing | 400 | 309 | 343 | 357 | 289 | 239 | 311 | 360 | 328 | 336 | - |
| Financial, Industry and Marketplace Successes | 75 | 63 | 58 | 65 | 53 | 53 | 57 | 69 | 63 | 63 | - |
| Bidder's Ability to Sell/ Service Contract Nationally | 100 | 73 | 78 | 82 | 63 | 67 | 71 | 86 | 84 | 80 | - |
| Bidder's Marketing Plan | 50 | 40 | 30 | 43 | 32 | 35 | 37 | 43 | 44 | 42 | - |
| Value Added Attributes | 75 | 62 | 44 | 62 | 53 | 54 | 54 | 62 | 66 | 61 | - |
| Warranty Coverages and Information | 50 | 41 | 38 | 40 | 40 | 35 | 40 | 43 | 41 | 38 | - |
| Selection and Variety of Products and Services Offered | 200 | 171 | 130 | 163 | 138 | 155 | 138 | 171 | 163 | 180 | - |
| Total Points | 1,000 | 801 | 755 | 856 | 703 | 673 | 749 | 877 | 830 | 841 | - |
| Rank Order | | 10 | 12 | 4 | 16 | 17 | 13 | 2 | 8 | 7 | 15 |

| Possible Points | | Modern Welding | Multiforce System | OMNTEC Mfg. | OPW Fuel Management | Polystar, Inc. | Southern Pump | Syn-Tech Systems, Inc. | Titan Chemical Transfer | Western International |
|---|--------------|----------------|-------------------|-------------|---------------------|----------------|---------------|------------------------|-------------------------|-----------------------|
| Conformance to Terms/ Conditions to Include Documentation | 50 | 32 | 42 | 35 | 43 | 36 | 35 | 45 | 45 | 44 |
| Pricing | 400 | 236 | 356 | 333 | 334 | 318 | 318 | 323 | 363 | 358 |
| Financial, Industry and Marketplace Successes | 75 | 50 | 63 | 58 | 66 | 51 | 57 | 68 | 67 | 63 |
| Bidder's Ability to Sell/ Service Contract Nationally | 100 | 73 | 78 | 77 | 86 | 65 | 76 | 88 | 91 | 78 |
| Bidder's Marketing Plan | 50 | 31 | 41 | 36 | 40 | 34 | 39 | 39 | 44 | 43 |
| Value Added Attributes | 75 | 35 | 64 | 56 | 64 | 46 | 35 | 66 | 68 | 65 |
| Warranty Coverages and Information | 50 | 34 | 40 | 40 | 41 | 37 | 39 | 44 | 41 | 42 |
| Selection and Variety of Products and Services Offered | 200 | 138 | 165 | 152 | 168 | 128 | 136 | 155 | 181 | 175 |
| Total Points | 1,000 | 629 | 849 | 787 | 842 | 715 | 735 | 828 | 900 | 868 |
| Rank Order | | 18 | 5 | 11 | 6 | 15 | 14 | 9 | 1 | 3 |

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