



## Proposal Evaluation

### Utility, Transport, Golf, and Recreation Vehicles with Related Accessories, Equipment, and Services RFP #122220

Possible Points		ASW LLC dba American Landmaster	Club Car LLC.	Columbia Vehicle Group	Cruise Car Inc.	IAS (International Automated Systems)	Jacobsen	Kubota Tractor Corporation	Polaris Sales Inc.
Conformance to RFP Requirements	50	40	42	40	44	39	41	44	45
Pricing	400	318	335	316	334	310	325	312	330
Financial Viability and Marketplace Success	75	54	63	61	58	53	61	67	68
Ability to Sell and Deliver Service	100	75	80	71	77	74	80	88	89
Marketing Plan	50	39	43	36	44	35	37	44	45
Value Added Attributes	75	59	63	52	64	58	62	65	67
Warranty	50	39	43	38	45	38	41	42	44
Depth and Breadth of Offered Equipment, Products, or Services	200	161	175	165	172	162	169	159	182
<b>Total Points</b>	<b>1,000</b>	<b>785</b>	<b>844</b>	<b>779</b>	<b>838</b>	<b>769</b>	<b>816</b>	<b>821</b>	<b>870</b>
<b>Rank Order</b>		<b>8</b>	<b>2</b>	<b>9.5</b>	<b>3</b>	<b>11.5</b>	<b>5</b>	<b>4</b>	<b>1</b>

Possible Points		Tropos Technologies Inc.	TRU NORTH RV AUTO & MARINE SALES LP	Vantage Vehicle International Inc.	Westward Industries Ltd	Yamaha Golf-Car Company
Conformance to RFP Requirements	50	39	36	38	43	39
Pricing	400	333	311	329	336	302
Financial Viability and Marketplace Success	75	49	52	55	60	60
Ability to Sell and Deliver Service	100	65	60	65	79	77
Marketing Plan	50	34	39	33	43	40
Value Added Attributes	75	54	50	52	57	53
Warranty	50	43	34	40	42	41
Depth and Breadth of Offered Equipment, Products, or Services	200	162	143	157	151	182
<b>Total Points</b>	<b>1,000</b>	<b>779</b>	<b>725</b>	<b>769</b>	<b>811</b>	<b>794</b>
<b>Rank Order</b>		<b>9.5</b>	<b>13</b>	<b>11.5</b>	<b>6</b>	<b>7</b>

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