



Proposal Evaluation

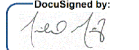
Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services RFP #030321

Possible Points		ARC Document Solutions	DEX Imaging	Digitex Canada, Inc.	Epson America, Inc.	HP, Inc.	Konica Minolta Business Solutions U.S.A. Inc.	Kyocera Document Solutions America, Inc.	Lexmark International, Inc.
		Conformance to RFP Requirements	50	39	38	40	42	40	41
Pricing	400	320	259	333	335	345	324	327	318
Financial Viability and Marketplace Successes	75	61	54	62	68	68	67	60	58
Ability to Sell and Deliver Service	100	79	74	83	86	88	87	83	70
Marketing Plan	50	44	36	29	39	45	43	41	39
Value Added Attributes	75	62	60	58	67	69	66	65	63
Warranty	50	42	43	41	44	45	44	39	42
Depth and Breadth of Offered Equipment, Products, or Services	200	170	145	161	168	181	178	167	173
Total Points	1,000	817	709	807	849	881	850	823	800
Rank Order		10	14	11	7	3.5	6	9	12

Possible Points		Performix	PrinterWorks West, Inc.	Ricoh, USA, Inc.	RISO, Inc.	Sharp Electronics Corporation	Toshiba America Business Solutions, Inc.	Xerox Corporation
		Conformance to RFP Requirements	50	32	35	43	43	45
Pricing	400	236	350	348	340	366	343	347
Financial Viability and Marketplace Successes	75	46	54	71	65	68	69	68
Ability to Sell and Deliver Service	100	53	56	92	86	92	87	87
Marketing Plan	50	28	36	41	44	46	44	46
Value Added Attributes	75	55	57	69	66	71	67	69
Warranty	50	39	40	40	42	46	42	44
Depth and Breadth of Offered Equipment, Products, or Services	200	96	158	178	153	180	181	179
Total Points	1,000	585	786	882	839	914	877	881
Rank Order		15	13	2	8	1	5	3.5

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