



Proposal Evaluation Critical Care and EMS Equipment RFP #041823

| Possible Points | | Apollo Solutions | Convergence Medical Sciences | DiaMedical USA | FERNO WASHINGTON | Masimo Americas | McKesson MSGS | Medela, LLC | Medline Industries |
|--|--------------|--|------------------------------|----------------|------------------|-----------------|---------------|-------------|--------------------|
| | | Conformance to RFP Requirements | 50 | 37 | 35 | 36 | 40 | 38 | 39 |
| Pricing | 400 | 283 | 285 | 305 | 314 | 290 | 308 | 259 | 291 |
| Financial Viability and Marketplace Success | 75 | 56 | 50 | 58 | 58 | 59 | 64 | 43 | 56 |
| Ability to Sell and Deliver Service | 100 | 71 | 67 | 78 | 81 | 79 | 76 | 65 | 84 |
| Marketing Plan | 50 | 38 | 34 | 34 | 39 | 32 | 36 | 35 | 40 |
| Value Added Attributes | 75 | 56 | 56 | 57 | 62 | 60 | 63 | 54 | 56 |
| Warranty | 50 | 36 | 38 | 37 | 41 | 41 | 36 | 40 | 36 |
| Depth and Breadth of Offered Equipment, Products, or Services | 200 | 148 | 118 | 138 | 157 | 145 | 167 | 129 | 138 |
| Total Points | 1,000 | 725 | 683 | 743 | 792 | 744 | 789 | 660 | 737 |
| Rank Order | | 11 | 14 | 9 | 4 | 8 | 5 | 15 | 10 |

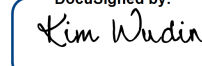
| Possible Points | | NDS Sales | Safeguard US Holdco | School Health Corporation | Spectramedx, Inc. | Stryker Canada, ULC | Stryker Sales, LLC | ZOLL Medical Corp. |
|--|--------------|--|---------------------|---------------------------|-------------------|---------------------|--------------------|--------------------|
| | | Conformance to RFP Requirements | 50 | 38 | 39 | 43 | 38 | 38 |
| Pricing | 400 | 299 | 295 | 334 | 299 | 323 | 320 | 310 |
| Financial Viability and Marketplace Success | 75 | 52 | 52 | 65 | 56 | 51 | 65 | 64 |
| Ability to Sell and Deliver Service | 100 | 69 | 72 | 85 | 76 | 75 | 76 | 82 |
| Marketing Plan | 50 | 35 | 38 | 46 | 37 | 36 | 42 | 39 |
| Value Added Attributes | 75 | 50 | 56 | 65 | 53 | 61 | 60 | 61 |
| Warranty | 50 | 39 | 40 | 43 | 40 | 41 | 43 | 41 |
| Depth and Breadth of Offered Equipment, Products, or Services | 200 | 128 | 155 | 173 | 122 | 149 | 151 | 159 |
| Total Points | 1,000 | 710 | 747 | 854 | 721 | 774 | 798 | 797 |
| Rank Order | | 13 | 7 | 1 | 12 | 6 | 2 | 3 |

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