



**Proposal Evaluation**  
**Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories RFP #101223**

| Possible Points   |              | 365 Labs, LLC | Alltrees, LLC | Axon Enterprise, Inc. | ByteSpeed, LLC | Cardinal Peak Technologies | Cloudastructure, Inc. | COBAN Technologies, Inc. | CompuNet, Inc. | Digital Ally, Inc. | Getac, Inc. | I.K. Systems, Inc. | i-PRO Americas, Inc. | Irex AI, Inc. | Konica Minolta Business Solutions U.S.A., Inc. | LenLock, Inc. | Montel Technologies, LLC |
|---|--------------|---------------|---------------|-----------------------|----------------|----------------------------|-----------------------|--------------------------|----------------|--------------------|-------------|--------------------|----------------------|---------------|--|---------------|--------------------------|
| Conformance to Terms/ Conditions to Include Documentation | 50           | 40            | 38            | 42                    | 38             | 39                         | 36                    | 39                       | 39             | 41                 | 41          | 40                 | 42                   | 33            | 43   | 36            | 38                       |
| Pricing   | 400          | 336           | 273           | 320                   | 314            | 325                        | 244                   | 310                      | 303            | 341                | 295         | 306                | 319                  | 196           | 328  | 279           | 313                      |
| Financial, Industry and Marketplace Successes             | 75           | 50            | 53            | 66                    | 55             | 58                         | 44                    | 56                       | 61             | 59                 | 62          | 58                 | 64                   | 45            | 65   | 52            | 57                       |
| Bidder's Ability to Sell/ Service Contract Nationally     | 100          | 68            | 66            | 85                    | 77             | 80                         | 64                    | 72                       | 75             | 71                 | 78          | 71                 | 86                   | 62            | 84   | 68            | 66                       |
| Bidder's Marketing Plan                                   | 50           | 40            | 34            | 42                    | 40             | 43                         | 31                    | 34                       | 37             | 36                 | 41          | 39                 | 42                   | 28            | 42   | 31            | 42                       |
| Value Added Attributes                                    | 75           | 56            | 50            | 65                    | 51             | 62                         | 51                    | 51                       | 54             | 56                 | 60          | 51                 | 64                   | 53            | 62   | 51            | 61                       |
| Warranty Coverages and Information                        | 50           | 37            | 36            | 41                    | 37             | 42                         | 38                    | 39                       | 38             | 40                 | 41          | 40                 | 41                   | 33            | 40   | 35            | 34                       |
| Selection and Variety of Products and Services Offered    | 200          | 155           | 166           | 170                   | 163            | 150                        | 135                   | 160                      | 143            | 156                | 155         | 171                | 175                  | 159           | 163  | 155           | 161                      |
| <b>Total Points</b>                                       | <b>1,000</b> | <b>782</b>    | <b>716</b>    | <b>831</b>            | <b>775</b>     | <b>799</b>                 | <b>643</b>            | <b>761</b>               | <b>750</b>     | <b>800</b>         | <b>773</b>  | <b>776</b>         | <b>833</b>           | <b>609</b>    | <b>827</b>                                     | <b>707</b>    | <b>772</b>               |
| <b>Rank Order</b>   |              | <b>9</b>      | <b>25</b>     | <b>2</b>              | <b>11</b>      | <b>6</b>                   | <b>30</b>             | <b>16</b>                | <b>19</b>      | <b>5</b>           | <b>12</b>   | <b>10</b>          | <b>1</b>             | <b>31</b>     | <b>3</b>                                       | <b>26</b>     | <b>13</b>                |

| Possible Points   |              | Motorola Solutions, Inc. | NewTech Solutions, Inc. | NZS, Inc.  | Presidio   | Prime Electric | Pro-Vision Solutions, LLC | Quality and Assurance Tech | Radio Engineering Ind | Reconview  | RevealMedia USA, Inc. | Risk Response Team, Inc. | Security Lines US, LLC | Skyline Technology Solutions, LLC | Utility Associates, Inc. | Versatarm Public Safety |
|---|--------------|--------------------------|-------------------------|------------|------------|----------------|---------------------------|----------------------------|-----------------------|------------|-----------------------|--------------------------|------------------------|-----------------------------------|--------------------------|-------------------------|
| Conformance to Terms/ Conditions to include Documentation | 50           | 42                       | 41                      | 38         | 40         | 38             | 39                        | 39                         | 38                    | 34         | 38                    | 39                       | 38                     | 35                                | 40                       | 37                      |
| Pricing   | 400          | 321                      | 300                     | 300        | 279        | 328            | 309                       | 304                        | 305                   | 296        | 304                   | 275                      | 285                    | 286                               | 306                      | 291                     |
| Financial, Industry and Marketplace Successes             | 75           | 65                       | 61                      | 54         | 61         | 52             | 56                        | 59                         | 59                    | 45         | 56                    | 57                       | 51                     | 58                                | 59                       | 54                      |
| Bidder's Ability to Sell/ Service Contract Nationally     | 100          | 88                       | 80                      | 75         | 83         | 51             | 75                        | 66                         | 66                    | 53         | 68                    | 60                       | 67                     | 66                                | 71                       | 73                      |
| Bidder's Marketing Plan                                   | 50           | 42                       | 37                      | 41         | 39         | 29             | 37                        | 32                         | 32                    | 28         | 34                    | 38                       | 37                     | 37                                | 33                       | 39                      |
| Value Added Attributes                                    | 75           | 64                       | 64                      | 52         | 63         | 53             | 54                        | 60                         | 54                    | 40         | 54                    | 53                       | 54                     | 53                                | 61                       | 58                      |
| Warranty Coverages and Information                        | 50           | 41                       | 37                      | 39         | 41         | 33             | 37                        | 37                         | 33                    | 35         | 39                    | 40                       | 39                     | 38                                | 38                       | 40                      |
| Selection and Variety of Products and Services Offered    | 200          | 159                      | 168                     | 136        | 178        | 168            | 156                       | 161                        | 153                   | 139        | 146                   | 168                      | 140                    | 138                               | 157                      | 133                     |
| <b>Total Points</b>                                       | <b>1,000</b> | <b>822</b>               | <b>788</b>              | <b>735</b> | <b>784</b> | <b>752</b>     | <b>763</b>                | <b>758</b>                 | <b>740</b>            | <b>670</b> | <b>739</b>            | <b>730</b>               | <b>711</b>             | <b>711</b>                        | <b>765</b>               | <b>725</b>              |
| <b>Rank Order</b>   |              | <b>4</b>                 | <b>7</b>                | <b>22</b>  | <b>8</b>   | <b>18</b>      | <b>15</b>                 | <b>17</b>                  | <b>20</b>             | <b>29</b>  | <b>21</b>             | <b>23</b>                | <b>26.5</b>            | <b>26.5</b>                       | <b>14</b>                | <b>24</b>               |

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