





## Proposal Evaluation

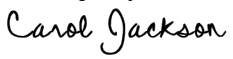
### Forklifts, Lift Trucks with Related Software and Services RFP #053024

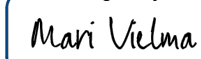
	Possible Points	Atlas Toyota Material Handling, LLC.	Crown Equipment Corporatin	DD DANNAR, LLC	Doosan Industrial Vehicle America Corp	Equipter LLC	First Green Industries
Conformance to RFP Requirements	50	40	38		42	29	
Financial Viability and Marketplace Success	75	56	55		63	48	
Ability to Sell and Deliver Service	100	75	76		87	60	
Marketing Plan	50	37	39		44	32	
Value Added Attributes	75	62	64		65	47	
Warranty	50	38	42		43	36	
Depth and Breadth of Offered Equipment, Products, or Services	200	163	156		163	119	
Pricing	400	289	340		338	235	
<b>Total Points</b>	<b>1,000</b>	<b>760</b>	<b>810</b>		<b>845</b>	<b>606</b>	
<b>Rank Order</b>		<b>7</b>	<b>4</b>		<b>1</b>	<b>10</b>	

	Possible Points	Hyster-Yale Group, Inc.	Hyundai Construction Equipment Americas INC	LiuGong Construction Machinery North America, LLC	Manitou North America, Inc.	Mitsubishi Logisnext	Western Materials Handling & Equipment Ltd.
Conformance to RFP Requirements	50	39	40	38	39	41	37
Financial Viability and Marketplace Success	75	59	61	55	57	62	55
Ability to Sell and Deliver Service	100	79	80	78	78	84	52
Marketing Plan	50	39	42	43	41	40	38
Value Added Attributes	75	60	61	57	61	63	55
Warranty	50	40	42	42	40	42	41
Depth and Breadth of Offered Equipment, Products, or Services	200	159	163	150	146	157	159
Pricing	400	298	334	271	320	334	304
<b>Total Points</b>	<b>1,000</b>	<b>773</b>	<b>823</b>	<b>734</b>	<b>782</b>	<b>823</b>	<b>741</b>
<b>Rank Order</b>		<b>6</b>	<b>2.5</b>	<b>9</b>	<b>5</b>	<b>2.5</b>	<b>8</b>

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