

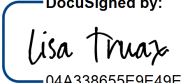
Proposal Evaluation

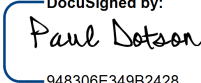
Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services RFP #112124



		ARC Document Solutions	Brother Int'l corp	Canon USA, Inc	DYNAMIC DIGITAL AIR LLC	Eastern Business Solutions, INC.	Enterprise Technology Solutions, Inc.	Epson America, Inc.	HP Inc	Konica Minolta Business Solutions U.S.A., Inc.	Lexmark International Inc.
Possible Points											
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Financial Viability and Marketplace Success	50	41	34	46	25	27	37	40	42	43	40
Ability to Sell and Deliver Solutions	150	118	105	137	80	86	109	116	129	134	125
Marketing Plan	100	87	68	88	37	53	79	63	90	86	79
Value Added Attributes	100	79	79	85	47	64	77	70	88	88	87
Depth and Breadth of Offered Solutions	200	151	151	169	98	135	155	142	159	163	165
Pricing	400	317	326	355	176	260	342	337	343	359	331
Total Points	1,000	793	763	880	463	625	799	768	851	873	827
Rank Order		12	14	1	18	16	11	13	4	2	7

		LMK Computer Services Ltd	Marco Technologies LLC	Positive Proof LLC	Ricoh USA, inc	RISO, Inc.	Sharp Electronics Corporation	Toshiba America Business Solutions, Inc.	vCloud Tech Inc.	Xerox Corporation
Possible Points										
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Financial Viability and Marketplace Success	50	17	35	27	45	42	43	44	35	45
Ability to Sell and Deliver Solutions	150	56	105	78	134	122	130	133	115	127
Marketing Plan	100	34	72	48	73	86	87	79	90	73
Value Added Attributes	100	28	75	43	82	83	90	81	76	83
Depth and Breadth of Offered Solutions	200	91	146	97	142	156	163	149	157	154
Pricing	400	162	304	264	347	345	348	343	346	341
Total Points	1,000	388	737	557	823	834	861	829	819	823
Rank Order		19	15	17	8.5	5	3	6	10	8.5

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