



Proposal Evaluation

Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment

RFP #021726

		BBA Pumps, Inc	Elgin Sweeper Company dba Vactor Manufacturing, Truvac US Jetting Switch & Go, Westech	GapVax, Inc	Garsite Progress, LLC	Gradall Industries, Inc.	Harben, Inc.	Hazeland Manufacturing, Inc.
	Possible Points							
	Pass/Fail	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Conformance to RFP Requirements								
Financial Viability and Marketplace Success	50	37	41	41	40	41	36	31
Ability to Sell and Deliver Solutions	150	126	123	129	121	126	113	104
Marketing Plan	100	74	76	84	80	80	78	65
Value Added Attributes	100	84	85	83	77	83	72	70
Depth and Breadth of Offered Solutions	200	146	161	170	150	173	136	133
Pricing	400	285	328	326	288	333	313	311
Total Points	1,000	752	814	833	756	836	748	714
Rank Order		20	6.5	3	19	2	21	23

		Hi-Vac Corporation	Holland Pump Company	Honey Bee Hydrovac, Ltd.	JACK DOHENY COMPANIES, INC.	KAISER PREMIER, LLC	Keith Huber Corporation	NORMco Pump & Power, LLC
	Possible Points							
	Pass/Fail	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Conformance to RFP Requirements								
Financial Viability and Marketplace Success	50	37	41	25	37	36	37	35
Ability to Sell and Deliver Solutions	150	129	119	84	107	110	122	109
Marketing Plan	100	76	81	46	80	81	81	75
Value Added Attributes	100	81	81	61	78	78	81	81
Depth and Breadth of Offered Solutions	200	154	153	106	154	153	159	138
Pricing	400	326	326	223	321	321	309	324
Total Points	1,000	803	801	545	777	779	789	762
Rank Order		8	9	26	15.5	14	11	18

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		Power Line Industries, Inc	Ring-O-Matic	Romtec, Inc	Sewer Equipment Co. of America	Super Products, LLC	Thompson Pump and Manufacturing Company, Inc.	Truckcorp, LLC
	Possible Points							
	Pass/Fail	PASS	PASS	PASS	PASS	PASS	PASS	PASS
Conformance to RFP Requirements								
Financial Viability and Marketplace Success	50	32	42	38	41	38	40	40
Ability to Sell and Deliver Solutions	150	103	123	116	131	121	128	111
Marketing Plan	100	72	75	78	84	80	83	82
Value Added Attributes	100	74	76	76	81	77	85	77
Depth and Breadth of Offered Solutions	200	138	169	145	164	160	153	150
Pricing	400	274	335	321	315	309	325	328
Total Points	1,000	693	820	774	816	785	814	788
Rank Order		24	4	17	5	13	6.5	12

		TSE International, Inc. dba Timberland Equipment Ltd.	VAC-CON, INC.	Vermeer Corporation dba Vermeer MV Solutions	WASTEWATER SOLUTIONS, LLC	White's Welding, LLC
	Possible Points					
	Pass/Fail	PASS	PASS	PASS	PASS	PASS
Conformance to RFP Requirements						
Financial Viability and Marketplace Success	50	35	41	40	32	35
Ability to Sell and Deliver Solutions	150	116	129	123	106	127
Marketing Plan	100	78	82	81	67	80
Value Added Attributes	100	78	85	83	69	79
Depth and Breadth of Offered Solutions	200	131	177	154	131	156
Pricing	400	281	335	310	284	300
Total Points	1,000	719	849	791	689	777
Rank Order		22	1	10	25	15.5

Initials:

DS
JR

DS
SD

Initial
MV

Initial
NC