



**Proposal Evaluation**  
**Public Safety Catalog Solutions RFP #051226**  
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|                                             | Possible Points | 911 Supply & Adventure Gear | Botach, Inc. | Concordance Healthcare Solutions, LLC | Courage Tactical, LLC dba CopsPlus | CSS Mindshare, LLC | Dan Enterprises Team, LLC | Dronetag s.r.o. | Echo Incorporated | Ethos Fire, LLC |
|---------------------------------------------|-----------------|-----------------------------|--------------|---------------------------------------|------------------------------------|--------------------|---------------------------|-----------------|-------------------|-----------------|
| Conformance to RFP Requirements             | Pass/Fail       | PASS                        | PASS         | PASS                                  | PASS                               |                    | PASS                      |                 |                   | PASS            |
| Financial Viability and Marketplace Success | 50              | 34                          | 40           | 36                                    | 34                                 |                    | 41                        |                 |                   | 35              |
| Ability to Sell and Deliver Solutions       | 150             | 115                         | 126          | 123                                   | 110                                |                    | 124                       |                 |                   | 111             |
| Marketing Plan                              | 100             | 77                          | 80           | 81                                    | 75                                 |                    | 83                        |                 |                   | 76              |
| Value Added Attributes                      | 100             | 76                          | 75           | 73                                    | 72                                 |                    | 82                        |                 |                   | 72              |
| Depth and Breadth of Offered Solutions      | 200             | 149                         | 164          | 161                                   | 163                                |                    | 160                       |                 |                   | 149             |
| Pricing                                     | 400             | 314                         | 341          | 324                                   | 319                                |                    | 334                       |                 |                   | 233             |
| Total Points                                | 1,000           | 765                         | 826          | 798                                   | 773                                |                    | 824                       |                 |                   | 676             |
| Rank Order                                  |                 | 17                          | 6            | 14                                    | 16                                 |                    | 7                         |                 |                   | 27              |

|                                             | Possible Points | Fire Catt, LLC | Firefighter One, LLC | FireTech Supplies | Fotokite US, LLC | G T Distributors, Inc. | Galls, LLC | J&I Stephens, LLC | Kilo North Custom | L.N. Curtis & Sons |
|---------------------------------------------|-----------------|----------------|----------------------|-------------------|------------------|------------------------|------------|-------------------|-------------------|--------------------|
| Conformance to RFP Requirements             | Pass/Fail       |                | PASS                 |                   |                  | PASS                   | PASS       | PASS              |                   | PASS               |
| Financial Viability and Marketplace Success | 50              |                | 40                   |                   |                  | 35                     | 40         | 32                |                   | 41                 |
| Ability to Sell and Deliver Solutions       | 150             |                | 121                  |                   |                  | 116                    | 134        | 105               |                   | 123                |
| Marketing Plan                              | 100             |                | 86                   |                   |                  | 77                     | 80         | 71                |                   | 75                 |
| Value Added Attributes                      | 100             |                | 82                   |                   |                  | 63                     | 80         | 71                |                   | 80                 |
| Depth and Breadth of Offered Solutions      | 200             |                | 156                  |                   |                  | 144                    | 169        | 149               |                   | 170                |
| Pricing                                     | 400             |                | 330                  |                   |                  | 266                    | 336        | 280               |                   | 326                |
| Total Points                                | 1,000           |                | 815                  |                   |                  | 701                    | 839        | 708               |                   | 815                |
| Rank Order                                  |                 |                | 9                    |                   |                  | 25                     | 3          | 24                |                   | 9                  |

|                                             | Possible Points | Leisure Pro, LTD. | MES Service Company, LLC | Midway Trailers, Inc. | Military Consulting Solutions | More Prepared, LLC | MPGJ, LLC | Noble Supply & Logistics, LLC | Pro-Fit Outfitters | Products360 Strategy & Services, LLC |
|---------------------------------------------|-----------------|-------------------|--------------------------|-----------------------|-------------------------------|--------------------|-----------|-------------------------------|--------------------|--------------------------------------|
| Conformance to RFP Requirements             | Pass/Fail       | PASS              | PASS                     |                       | PASS                          | PASS               | PASS      | PASS                          |                    | PASS                                 |
| Financial Viability and Marketplace Success | 50              | 35                | 38                       |                       | 38                            | 40                 | 32        | 36                            |                    | 33                                   |
| Ability to Sell and Deliver Solutions       | 150             | 116               | 121                      |                       | 119                           | 123                | 103       | 121                           |                    | 95                                   |
| Marketing Plan                              | 100             | 68                | 72                       |                       | 82                            | 83                 | 76        | 77                            |                    | 61                                   |
| Value Added Attributes                      | 100             | 70                | 70                       |                       | 81                            | 79                 | 75        | 76                            |                    | 51                                   |
| Depth and Breadth of Offered Solutions      | 200             | 139               | 166                      |                       | 166                           | 151                | 141       | 165                           |                    | 126                                  |
| Pricing                                     | 400             | 306               | 265                      |                       | 275                           | 325                | 260       | 331                           |                    | 188                                  |
| Total Points                                | 1,000           | 734               | 732                      |                       | 761                           | 801                | 687       | 806                           |                    | 554                                  |
| Rank Order                                  |                 | 22                | 23                       |                       | 19                            | 13                 | 26        | 12                            |                    | 28                                   |

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|                                             |           | Rologard Global Company, LLC | Safe Industries | Safety Source Fire, Inc. | Safeware, Inc. | Sid Tool Co., Inc. dba MSC Industrial Supply Co | Skeeter Brush Trucks, LLC | Stuck Enterprises Inc. | SupplyCore | TacMed Solutions, LLC |
|---------------------------------------------|-----------|------------------------------|-----------------|--------------------------|----------------|-------------------------------------------------|---------------------------|------------------------|------------|-----------------------|
| Possible Points                             | Pass/Fail |                              |                 |                          |                |                                                 |                           |                        |            |                       |
| Conformance to RFP Requirements             |           |                              | PASS            | PASS                     | PASS           | PASS                                            | PASS                      |                        | PASS       |                       |
| Financial Viability and Marketplace Success | 50        |                              | 34              | 37                       | 42             | 42                                              | 40                        |                        | 39         |                       |
| Ability to Sell and Deliver Solutions       | 150       |                              | 120             | 113                      | 131            | 130                                             | 108                       |                        | 128        |                       |
| Marketing Plan                              | 100       |                              | 74              | 81                       | 81             | 80                                              | 74                        |                        | 84         |                       |
| Value Added Attributes                      | 100       |                              | 74              | 82                       | 82             | 82                                              | 71                        |                        | 78         |                       |
| Depth and Breadth of Offered Solutions      | 200       |                              | 166             | 173                      | 169            | 175                                             | 161                       |                        | 166        |                       |
| Pricing                                     | 400       |                              | 296             | 321                      | 329            | 338                                             | 291                       |                        | 313        |                       |
| Total Points                                | 1,000     |                              | 764             | 807                      | 834            | 847                                             | 745                       |                        | 808        |                       |
| Rank Order                                  |           |                              | 18              | 11                       | 4              | 2                                               | 21                        |                        | 10         |                       |

|                                             |           | Vertical Supply Group | VidSourcing, LLC | W.S. Darley & Co. | W.W. Grainger | Witmer Public Safety Group, Inc. |
|---------------------------------------------|-----------|-----------------------|------------------|-------------------|---------------|----------------------------------|
| Possible Points                             | Pass/Fail |                       |                  |                   |               |                                  |
| Conformance to RFP Requirements             |           | PASS                  |                  | PASS              | PASS          | PASS                             |
| Financial Viability and Marketplace Success | 50        | 33                    |                  | 40                | 45            | 42                               |
| Ability to Sell and Deliver Solutions       | 150       | 109                   |                  | 120               | 136           | 125                              |
| Marketing Plan                              | 100       | 77                    |                  | 80                | 85            | 81                               |
| Value Added Attributes                      | 100       | 72                    |                  | 71                | 86            | 81                               |
| Depth and Breadth of Offered Solutions      | 200       | 156                   |                  | 167               | 175           | 174                              |
| Pricing                                     | 400       | 331                   |                  | 269               | 338           | 323                              |
| Total Points                                | 1,000     | 778                   |                  | 747               | 865           | 826                              |
| Rank Order                                  |           | 15                    |                  | 20                | 1             | 6                                |

Initials: 

DS  
FR

DS  
SD

Initial  
MLV

Initial  
NC