



**Proposal Evaluation**  
**Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories RFP #010720**

Possible Points	Applied Concepts, Inc.	Axon Enterprise, Inc.	Best Enterprises	COBAN Technologies, Inc.	Convergint Technologies LTD	Delco Automation INC.	Digital Ally, Inc.	Getac Video Solutions, Inc.	Industrial Video & Control Co., LLC	Kustom Signals, Inc.	Laser Aiming Systems Corp.	Marcomm Integrated Business Solutions
Conformance to Terms/ Conditions to Include												
Documentation	50	42	43	41	41	31	33	44	45	44	39	43
Pricing	400	299	330	300	322	247	219	333	302	315	304	346
Financial, Industry and Marketplace Successes	75	58	66	57	61	55	55	55	62	57	62	60
Bidder's Ability to Sell/ Service Contract Nationally	100	78	82	74	77	78	71	77	82	74	71	82
Bidder's Marketing Plan	50	37	37	36	37	36	35	43	40	38	39	44
Value Added Attributes	75	60	67	61	54	52	52	63	64	65	57	65
Warranty Coverages and Information	50	44	43	44	45	40	38	45	44	43	42	44
Selection and Variety of Products and Services Offered	200	154	172	131	169	126	125	153	169	139	160	146
<b>Total Points</b>	<b>1,000</b>	<b>772</b>	<b>840</b>	<b>744</b>	<b>806</b>	<b>665</b>	<b>628</b>	<b>813</b>	<b>808</b>	<b>775</b>	<b>774</b>	<b>830</b>
<b>Rank Order</b>	<b>16</b>	<b>3</b>	<b>19.5</b>	<b>9</b>	<b>22</b>	<b>23</b>	<b>7</b>	<b>8</b>	<b>13</b>	<b>14.5</b>	<b>4</b>	<b>19.5</b>

Possible Points	Miller Electric Company	Motorola Solutions Inc (US)	Motorola Solutions Inc. (CND)	Paladin Technologies	Panasonic i-PRO Sensing Solutions Corporation of America	Portable Computer Systems, Inc.	ProLogic ITS, LLC	Pro-Vision Solutions, LLC	Safety Vision	WatchGuard Video, Inc.	Word Systems, Inc.
Conformance to Terms/ Conditions to Include											
Documentation	50	44	39	39	34	45	44	41	43	44	39
Pricing	400	324	320	320	327	341	303	298	326	316	339
Financial, Industry and Marketplace Successes	75	61	67	67	63	62	62	57	58	57	66
Bidder's Ability to Sell/ Service Contract Nationally	100	77	77	77	76	82	76	80	78	78	84
Bidder's Marketing Plan	50	42	42	42	37	45	41	41	36	37	36
Value Added Attributes	75	58	64	64	62	67	60	62	62	58	64
Warranty Coverages and Information	50	43	41	41	44	46	42	41	46	43	45
Selection and Variety of Products and Services Offered	200	149	167	167	151	174	135	146	156	141	170
<b>Total Points</b>	<b>1,000</b>	<b>798</b>	<b>817</b>	<b>817</b>	<b>794</b>	<b>862</b>	<b>763</b>	<b>766</b>	<b>805</b>	<b>774</b>	<b>847</b>
<b>Rank Order</b>	<b>11</b>	<b>5.5</b>	<b>5.5</b>	<b>12</b>	<b>1</b>	<b>18</b>	<b>17</b>	<b>10</b>	<b>14.5</b>	<b>2</b>	<b>21</b>

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 Chris Robinson, CPSM, Sourcewell

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