

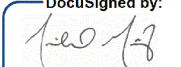
**Proposal Evaluation**  
**Vehicle Lifts, with Garage and Fleet Maintenance Equipment**  
**RFP #013020**



Possible Points	ARI Phoenix	Beecher	BendPak	Genuine Parts-NAPA	Interclean Equipment	Kipper Tool	Liftnow Automotive Eq	Mohawk	NitroFill	NS Corporation	SEFAC USA	Snap-On Industrial	Stertil-Koni USA	Vehicle Service Group	
Conformance to Terms/ Conditions to Include Documentation	50	43	-	37	39	41	40	38	44	36	30	39	38	44	29
Pricing	400	329	-	308	340	281	276	348	309	334	320	306	318	323	278
Financial, Industry and Marketplace Successes	75	62	-	62	71	62	60	59	68	55	54	54	70	70	69
Bidder's Ability to Sell/ Service Contract Nationally	100	82	-	75	88	80	70	74	85	64	70	65	85	89	81
Bidder's Marketing Plan	50	43	-	36	40	36	40	44	44	34	28	33	34	45	33
Value Added Attributes	75	65	-	62	66	60	62	59	70	53	51	57	62	68	65
Warranty Coverages and Information	50	42	-	39	39	39	39	40	46	35	37	40	39	42	40
Selection and Variety of Products and Services Offered	200	168	-	164	182	144	161	184	174	133	135	150	187	165	168
<b>Total Points</b>	<b>1,000</b>	<b>834</b>	<b>-</b>	<b>783</b>	<b>865</b>	<b>743</b>	<b>748</b>	<b>846</b>	<b>840</b>	<b>744</b>	<b>725</b>	<b>744</b>	<b>833</b>	<b>846</b>	<b>763</b>
<b>Rank Order</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>7</b>	<b>1</b>	<b>12</b>	<b>8</b>	<b>2.5</b>	<b>4</b>	<b>10.5</b>	<b>13</b>	<b>10.5</b>	<b>6</b>	<b>2.5</b>	<b>8</b>

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 Greg Grunig, Sourcewell

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