



Proposal Evaluation
Firefighting Equipment and Rescue Tools with Related Supplies and Accessories
 RFP # 040220

Possible Points	CET Fire Pumps Mfg	GearGrid LLC	Guillevin Int Co	Harrington Inc	Height Works Ltd	Heracles Protection, LLC	Holmatro	Husqvarna Professional	International Automated	Kipper Tool Company	L.N. Curtis & Sons	
Conformance to Terms/ Conditions to Include Documentation	50	42	40	34	34	26	41	34	42	37	41	43
Pricing	400	314	315	288	341	310	320	296	312	297	305	299
Financial, Industry and Marketplace Successes	75	61	57	53	48	46	53	51	63	51	64	66
Bidder's Ability to Sell/ Service Contract Nationally	100	82	70	66	63	52	64	76	90	75	73	70
Bidder's Marketing Plan	50	43	38	32	33	41	32	42	33	36	41	42
Value Added Attributes	75	56	55	48	50	45	64	50	66	60	64	60
Warranty Coverages and Information	50	42	39	35	40	41	41	41	41	37	40	41
Selection and Variety of Products and Services Offered	200	154	142	155	156	137	131	154	146	141	170	174
Total Points	1,000	794	756	711	765	689	755	802	802	734	798	795
Rank Order		5	11	15	8	18	12	13	2	14	3	4

Possible Points	Laszlo Corporation	Morooka USA LLC	Motion Industries	Municipal Emergency	North American Fire	Sea-Western Inc	Target Solutions	TNT Rescue Systems	Whelen Engineering	WW Grainger
Conformance to Terms/ Conditions to Include Documentation	50	34	44	38	30	39		43	41	46
Pricing	400	306	281	280	253	274		279	310	319
Financial, Industry and Marketplace Successes	75	45	67	66	49	61		58	56	70
Bidder's Ability to Sell/ Service Contract Nationally	100	58	77	79	67	61		84	83	93
Bidder's Marketing Plan	50	34	42	37	30	34		36	34	46
Value Added Attributes	75	61	67	53	48	50		59	56	70
Warranty Coverages and Information	50	37	40	38	43	36		47	43	40
Selection and Variety of Products and Services Offered	200	130	145	183	145	150		154	153	183
Total Points	1,000	705	763	774	665	705		760	776	867
Rank Order		16.5	9	7	19	16.5		10	6	1

DocuSigned by:

 7DDDCEFD8B3D45D...
 Greg Grunig, Sourcewell

DocuSigned by:

 74344A98E234AE7...
 Chris Robinson, CPSM, Sourcewell

DocuSigned by:

 6EE63AEDED5F46E...
 Carol Jackson, Sourcewell

DocuSigned by:

 7F41572C858B4BA...
 Craig West, Sourcewell