



Proposal Evaluation
Class 4-8 Chassis with Related Equipment, Accessories, and Services
 RFP # 060920

| Possible Points | | 72 Hour, LLC | Adomani, Inc. | Amthor International | Autocar Truck, LLC | Boyer Ford Trucks, Inc. | BYD Motors, LLC | Certified Stainless Service, Inc. | Chas S Wimmer, Inc. | Crane Carrier Company | Daimler Trucks North America | Don Brown Bus Sales | Eco Vehicle Systems | Federal Contracts Corp. |
|---|--------------|--------------|---------------|----------------------|--------------------|-------------------------|-----------------|-----------------------------------|---------------------|-----------------------|------------------------------|---------------------|---------------------|-------------------------|
| Conformance to Terms/ Conditions to Include Documentation | 50 | 44 | 36 | 33 | 42 | 41 | 42 | 43 | 33 | 41 | 40 | 35 | 37 | 40 |
| Pricing | 400 | 358 | 355 | 358 | 355 | 321 | 309 | 345 | 175 | 334 | 295 | 284 | 339 | 206 |
| Financial, Industry and Marketplace Successes | 75 | 68 | 54 | 55 | 62 | 57 | 62 | 63 | 51 | 61 | 62 | 57 | 54 | 60 |
| Bidder's Ability to Sell/ Service Contract Nationally | 100 | 88 | 60 | 51 | 88 | 71 | 69 | 71 | 52 | 80 | 87 | 67 | 61 | 74 |
| Bidder's Marketing Plan | 50 | 46 | 36 | 41 | 42 | 41 | 40 | 45 | 24 | 41 | 39 | 40 | 38 | 40 |
| Value Added Attributes | 75 | 64 | 49 | 52 | 64 | 52 | 69 | 63 | 28 | 63 | 61 | 60 | 61 | 66 |
| Warranty Coverages and Information | 50 | 42 | 41 | 34 | 44 | 40 | 41 | 41 | 25 | 40 | 43 | 39 | 41 | 40 |
| Selection and Variety of Products and Services Offered | 200 | 187 | 140 | 93 | 150 | 165 | 140 | 169 | 115 | 161 | 156 | 126 | 155 | 105 |
| Total Points | 1,000 | 897 | 751 | 517 | 847 | 785 | 772 | 840 | 503 | 821 | 783 | 708 | 786 | 635 |
| Rank Order | | 3 | 10 | 22 | 5 | 14 | 17 | 7 | 24 | 3 | 16 | 20 | 11 | 21 |

| Possible Points | | Hino Motors Sales USA | Industrial Power, LLC | Kenworth Truck Company | Lion Buses, Inc. | Los Angeles Truck Centers | Mack Trucks | Navistar | Peterbilt Motors Company | Phoenix Cars, LLC | Redhead Equipment | Structural Metal Fabricators | Volvo Trucks North America |
|---|--------------|-----------------------|-----------------------|------------------------|------------------|---------------------------|-------------|----------|--------------------------|-------------------|-------------------|------------------------------|----------------------------|
| Conformance to Terms/ Conditions to Include Documentation | 50 | 39 | 41 | 44 | 42 | 42 | 44 | 45 | 45 | 40 | 31 | 30 | 31 |
| Pricing | 400 | 334 | 342 | 358 | 341 | 321 | 335 | 338 | 360 | 313 | 135 | 224 | 320 |
| Financial, Industry and Marketplace Successes | 75 | 56 | 54 | 67 | 59 | 62 | 67 | 69 | 69 | 57 | 47 | 50 | 65 |
| Bidder's Ability to Sell/ Service Contract Nationally | 100 | 79 | 65 | 92 | 83 | 59 | 88 | 94 | 93 | 71 | 36 | 64 | 86 |
| Bidder's Marketing Plan | 50 | 33 | 43 | 39 | 41 | 40 | 43 | 45 | 40 | 19 | 28 | 28 | 43 |
| Value Added Attributes | 75 | 55 | 54 | 66 | 66 | 60 | 67 | 68 | 71 | 61 | 40 | 46 | 65 |
| Warranty Coverages and Information | 50 | 43 | 39 | 42 | 45 | 42 | 44 | 44 | 43 | 41 | 27 | 34 | 43 |
| Selection and Variety of Products and Services Offered | 200 | 165 | 167 | 170 | 151 | 169 | 161 | 174 | 171 | 120 | 91 | 110 | 139 |
| Total Points | 1,000 | 804 | 800 | 882 | 826 | 796 | 846 | 875 | 897 | 752 | 426 | 586 | 792 |
| Rank Order | | 10 | 11 | 3 | 8 | 12 | 6 | 4 | 1 | 15 | 18 | 25 | 22 |

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