



## Proposal Evaluation Airport Runway Equipment with Related Supplies and Services RFP #111522

| Possible Points   |              | Aebi Schmidt North America | Airport Technologies, Inc. | Alamo Group (USA), Inc. | BOSCHUNG AMERICA, LLC | Broce Manufacturing Company, Inc. | Buyers Products Company, Inc. | Cyclone Technology, LLC | Fortbrand Services | Gamma Scientific, Inc. | Hali-Brite, Inc. | Halliday Technologies, Inc. |
|---|--------------|----------------------------|----------------------------|-------------------------|-----------------------|-----------------------------------|-------------------------------|-------------------------|--------------------|------------------------|------------------|-----------------------------|
| Conformance to RFP Requirements                               | 50           | 44                         | 41                         | 45                      | 41                    | 35                                | 36                            | 40                      | 40                 | 41                     | 36               | 37                          |
| Pricing   | 400          | 339                        | 322                        | 337                     | 290                   | 299                               | 268                           | 305                     | 333                | 319                    | 266              | 305                         |
| Financial Viability and Marketplace Success                   | 75           | 67                         | 61                         | 68                      | 57                    | 54                                | 57                            | 60                      | 61                 | 52                     | 51               | 53                          |
| Ability to Sell and Deliver Service                           | 100          | 85                         | 66                         | 87                      | 66                    | 75                                | 73                            | 72                      | 71                 | 69                     | 66               | 63                          |
| Marketing Plan  | 50           | 45                         | 37                         | 45                      | 38                    | 35                                | 40                            | 39                      | 42                 | 38                     | 33               | 28                          |
| Value Added Attributes  | 75           | 64                         | 62                         | 65                      | 57                    | 51                                | 52                            | 56                      | 59                 | 54                     | 50               | 54                          |
| Warranty  | 50           | 43                         | 42                         | 43                      | 40                    | 39                                | 40                            | 42                      | 42                 | 41                     | 39               | 41                          |
| Depth and Breadth of Offered Equipment, Products, or Services | 200          | 173                        | 159                        | 175                     | 159                   | 125                               | 155                           | 145                     | 162                | 129                    | 140              | 133                         |
| <b>Total Points</b>   | <b>1,000</b> | <b>860</b>                 | <b>790</b>                 | <b>865</b>              | <b>748</b>            | <b>713</b>                        | <b>721</b>                    | <b>759</b>              | <b>810</b>         | <b>743</b>             | <b>681</b>       | <b>714</b>                  |
| <b>Rank Order</b>   |              | <b>2</b>                   | <b>11</b>                  | <b>1</b>                | <b>14</b>             | <b>19</b>                         | <b>17</b>                     | <b>13</b>               | <b>9</b>           | <b>16</b>              | <b>20</b>        | <b>18</b>                   |

| Possible Points   |              | International Cybernetics Company, LP | J.A. Larue | Multihog, Ltd. | Oshkosh Defense, LLC | SASE Company | SB Manufacturing, Inc. | Team Eagle, Ltd. | TYMCO, Inc. | Waterblasting, LLC | Wille North America |
|---|--------------|---------------------------------------|------------|----------------|----------------------|--------------|------------------------|------------------|-------------|--------------------|---------------------|
| Conformance to RFP Requirements                               | 50           | 35                                    | 43         | 43             | 43                   | 35           | 42                     | 42               | 42          | 43                 | 41                  |
| Pricing   | 400          | 329                                   | 306        | 334            | 321                  | 266          | 331                    | 339              | 321         | 335                | 303                 |
| Financial Viability and Marketplace Success                   | 75           | 58                                    | 64         | 65             | 65                   | 52           | 62                     | 64               | 61          | 63                 | 59                  |
| Ability to Sell and Deliver Service                           | 100          | 70                                    | 83         | 79             | 83                   | 64           | 82                     | 78               | 80          | 81                 | 78                  |
| Marketing Plan  | 50           | 36                                    | 43         | 43             | 42                   | 29           | 39                     | 42               | 43          | 43                 | 40                  |
| Value Added Attributes  | 75           | 49                                    | 63         | 64             | 66                   | 47           | 61                     | 60               | 67          | 63                 | 61                  |
| Warranty  | 50           | 32                                    | 44         | 42             | 42                   | 34           | 42                     | 43               | 43          | 43                 | 42                  |
| Depth and Breadth of Offered Equipment, Products, or Services | 200          | 136                                   | 165        | 171            | 171                  | 118          | 149                    | 169              | 158         | 158                | 163                 |
| <b>Total Points</b>   | <b>1,000</b> | <b>745</b>                            | <b>811</b> | <b>841</b>     | <b>833</b>           | <b>645</b>   | <b>808</b>             | <b>837</b>       | <b>815</b>  | <b>829</b>         | <b>787</b>          |
| <b>Rank Order</b>   |              | <b>15</b>                             | <b>8</b>   | <b>3</b>       | <b>5</b>             | <b>21</b>    | <b>10</b>              | <b>4</b>         | <b>7</b>    | <b>6</b>           | <b>12</b>           |

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