



**Proposal Evaluation**  
**Industrial and Workplace Storage Systems with Related Accessories RFP #010920**

Possible Points	DATUM Filing Systems	SBD (U.S.) INC.	DEBOURGH MFG CO.	JMIS, INC.	Kardex Remstar, LLC	Acme Visible Filing	GearGrid, LLC	Wenger Corp	Spacesaver Corp	Kipper Tool Co	Montel Aetnastak, Inc.	
Conformance to RFP Requirements	50	38	40	44	34	42	34	38	37	45	42	41
Pricing	400	329	281	358	300	321	221	310	316	290	296	
Financial Viability and Marketplace Success	75	60	65	67	49	64	50	57	58	62	58	49
Ability to Sell and Deliver Service	100	69	79	85	71	84	53	73	67	86	74	81
Marketing Plan	50	34	33	42	32	41	26	37	35	46	39	34
Value Added Attributes	75	57	54	67	50	61	55	51	58	71	58	66
Warranty	50	44	42	46	39	41	43	32	42	41	42	43
Depth and Breadth of Offered Equipment, Products, or Services	200	174	173	160	148	169	128	148	145	177	168	158
<b>Total Points</b>	<b>1,000</b>	<b>805</b>	<b>767</b>	<b>869</b>	<b>723</b>	<b>823</b>	<b>620</b>	<b>746</b>	<b>758</b>	<b>844</b>	<b>771</b>	<b>768</b>
<b>Rank Order</b>		<b>4</b>	<b>7</b>	<b>1</b>	<b>10</b>	<b>3</b>	<b>11</b>	<b>9</b>	<b>8</b>	<b>2</b>	<b>5</b>	<b>6</b>

DocuSigned by:  
  
 7DD0CEFD8B3D45D...  
 Greg Grunig, Sourcewell

DocuSigned by:  
  
 6EE63AEDE9F46E...  
 Carol Jackson, Sourcewell

DocuSigned by:  
  
 7BCA93CDE377421...  
 Brandon Town, CPSM, CPSD, Sourcewell

DocuSigned by:  
  
 7F41572C858B4BA...  
 Craig West, Sourcewell