



## Proposal Evaluation Heavy Construction Equipment with Related Attachments and Technology RFP #011723

Possible Points		Caterpillar, Inc.	CNH Industrial America, LLC	Doosan Infracore North America	Gradall Industries, Inc.	Grove U.S., LLC	Hitachi Construction Machinery America's, Inc.	Hi-Vac Corporation	Hyundai Construction Equipment Americas, Inc.	John Deere Shared Services, LLC
Conformance to RFP Requirements	50	44	40	39	43	36	40	39	40	41
Pricing	400	329	338	316	333	278	333	319	333	339
Financial Viability and Marketplace Success	75	67	65	62	63	59	60	61	62	62
Ability to Sell and Deliver Service	100	90	82	78	80	79	79	75	78	87
Marketing Plan	50	43	41	40	40	38	40	39	41	41
Value Added Attributes	75	66	64	61	58	58	61	55	58	64
Warranty	50	44	41	40	41	41	44	40	42	41
Depth and Breadth of Offered Equipment, Products, or Services	200	174	167	162	154	139	161	140	162	171
<b>Total Points</b>	<b>1,000</b>	<b>857</b>	<b>838</b>	<b>798</b>	<b>812</b>	<b>728</b>	<b>818</b>	<b>768</b>	<b>816</b>	<b>846</b>
<b>Rank Order</b>		<b>1</b>	<b>4</b>	<b>14</b>	<b>11</b>	<b>16</b>	<b>9</b>	<b>15</b>	<b>10</b>	<b>3</b>

Possible Points		Kobelco Construction Machinery, USA	Komatsu America Corp.	LBX Company, LLC	Liebherr USA Co.	Link-Belt Cranes	LiuGong Construction Machinery North America, LLC	MAZIO ATTACHMENTS, LLC	SANY America	Volvo Construction Equipment North America
Conformance to RFP Requirements	50	43	43	36	38	41	42		41	44
Pricing	400	348	343	265	336	329	340		329	334
Financial Viability and Marketplace Success	75	62	63	55	57	62	55		59	64
Ability to Sell and Deliver Service	100	80	83	73	75	81	80		79	85
Marketing Plan	50	41	43	35	37	41	41		42	43
Value Added Attributes	75	65	63	56	58	60	60		60	64
Warranty	50	42	43	40	43	41	44		42	44
Depth and Breadth of Offered Equipment, Products, or Services	200	154	166	146	165	154	158		168	159
<b>Total Points</b>	<b>1,000</b>	<b>835</b>	<b>847</b>	<b>706</b>	<b>809</b>	<b>809</b>	<b>820</b>		<b>820</b>	<b>837</b>
<b>Rank Order</b>		<b>6</b>	<b>2</b>	<b>17</b>	<b>12.5</b>	<b>12.5</b>	<b>7.5</b>		<b>7.5</b>	<b>5</b>

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