



**Proposal Evaluation  
Forklifts and Lift Trucks with Related Services RFP #091520**

Possible Points	Crown Equipment Corp	Doosan Industrial	Hyster-Yale Group	Hyundai Construction	Komatsu America	Manitou North America	Mitsubishi Caterpillar	OCTANE Forklifts	Tobroco Machinery	Toromont Material	Western Materials	
Conformance to Terms/ Conditions to Include Documentation	50	40	43	36	41	37	33	43	35	32	40	41
Pricing	400	253	356	311	337	325	273	355	328	323	291	341
Financial, Industry and Marketplace Successes	75	61	65	58	66	59	59	66	46	53	59	50
Bidder's Ability to Sell/ Service Contract Nationally	100	81	83	83	83	78	75	87	69	68	68	55
Bidder's Marketing Plan	50	39	45	44	43	39	34	44	32	35	40	41
Value Added Attributes	75	64	67	65	61	61	54	67	47	49	61	59
Warranty Covers and Information	50	41	44	41	43	42	39	43	40	35	41	43
Selection and Variety of Products and Services Offered	200	164	166	168	172	153	148	169	171	101	171	170
Total Points	1,000	743	869	806	846	794	715	874	768	696	771	800
Rank Order		9	2	4	3	6	10	1	8	11	7	5

DocuSigned by:  
*Greg Grunig*  
7DDDCFFA61E4A0...

Greg Grunig, Procurement Lead Analyst

DocuSigned by:  
*Carol Jackson*  
8EE83AEDED5F46E...

Carol Jackson, Procurement Analyst

DocuSigned by:  
*James Voelker*  
15F8CCFFA61E4A0...

James Voelker, CPCM, CFCM Procurement Lead Analyst

DocuSigned by:  
*Stephanie Haataya*  
755BA3F379B5409...

Stephanie Haataya, CPIM, Procurement Analyst