



**Proposal Evaluation**  
**Public Safety Communications Technology and Hardware Solutions RFP #042021**

Possible Points		AT&T Mobility National Accounts, LLC	Avèro LLC dba Avèro Advisors	Discount Two-Way Radio Corporation	East Coast Awakening, LLC dba ECA	Eventide, Inc.	GetWireless, LLC	Icom America, Inc.	IP Access International, LLC	L3Harris Technologies, Inc.	Motorola Solutions, Inc.	NEWCOM Wireless Services, LLC	Power Products Unlimited, LLC
Conformance to RFP Requirements	50	30	39	40	19	36	40	43	43	43	42	35	38
Pricing	400	273	311	332	276	320	306	338	341	324	340	308	324
Financial Viability and Marketplace Success	75	66	58	64	51	59	65	63	63	65	65	56	52
Ability to Sell and Deliver Service	100	78	75	73	55	75	78	83	81	85	85	62	78
Marketing Plan	50	41	36	36	35	38	39	40	43	39	43	31	35
Value Added Attributes	75	66	56	52	53	55	57	61	60	59	61	44	54
Warranty	50	41	24	41	37	42	41	44	41	43	40	34	42
Depth and Breadth of Offered Equipment, Products, or Services	200	160	123	155	108	151	153	171	151	175	178	146	135
<b>Total Points</b>	<b>1,000</b>	<b>755</b>	<b>722</b>	<b>793</b>	<b>634</b>	<b>776</b>	<b>779</b>	<b>843</b>	<b>823</b>	<b>833</b>	<b>854</b>	<b>716</b>	<b>758</b>
<b>Rank Order</b>		<b>15</b>	<b>20</b>	<b>10</b>	<b>23</b>	<b>13</b>	<b>12</b>	<b>3</b>	<b>6</b>	<b>5</b>	<b>1</b>	<b>21</b>	<b>16.5</b>

Possible Points		PowerTrunk, Inc.	Prairie Mobile Communications	PURVIS Systems, Incorporated	RACOM Corporation	RadioMobile, Inc.	Rescue 42, Incorporated	Tessco, Incorporated	US Digital Designs, Inc.	Utility Associates, Inc.	Westnet, Inc.	Zetron, Inc.
Conformance to RFP Requirements	50	36	35	43	40	41	40	36	44	42	43	36
Pricing	400	314	231	324	330	338	289	311	281	303	344	328
Financial Viability and Marketplace Success	75	54	52	65	62	59	57	59	60	61	62	61
Ability to Sell and Deliver Service	100	75	61	79	68	80	79	75	79	80	77	82
Marketing Plan	50	36	35	40	32	45	40	40	42	41	45	43
Value Added Attributes	75	51	43	63	52	66	61	46	58	63	65	63
Warranty	50	43	33	40	39	45	42	36	40	42	43	40
Depth and Breadth of Offered Equipment, Products, or Services	200	161	160	166	171	174	149	155	158	154	161	169
<b>Total Points</b>	<b>1,000</b>	<b>770</b>	<b>650</b>	<b>820</b>	<b>794</b>	<b>848</b>	<b>757</b>	<b>758</b>	<b>762</b>	<b>786</b>	<b>840</b>	<b>822</b>
<b>Rank Order</b>		<b>14</b>	<b>22</b>	<b>8</b>	<b>9</b>	<b>2</b>	<b>18</b>	<b>16.5</b>	<b>15</b>	<b>11</b>	<b>4</b>	<b>7</b>

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