



**Proposal Evaluation
Medium Duty and Compact Construction Equipment with Related Attachments RFP #020223**

| Possible Points | | Acela, Inc. | Avant Tecno USA | Buyers Products Company, Inc. | Caterpillar, Inc. | Clark Equipment Company | DD DANNAR, LLC | Doosan Infracore North America | First Green Industries | Gradall Industries, Inc. | Hyundai Construction Equipment Americas, Inc. |
|---|--------------|-------------|-----------------|-------------------------------|-------------------|-------------------------|----------------|--------------------------------|------------------------|--------------------------|---|
| Conformance to RFP Requirements | 50 | 36 | 41 | | 43 | 45 | 40 | 38 | 39 | 42 | 43 |
| Pricing | 400 | 270 | 298 | | 324 | 340 | 318 | 303 | 258 | 335 | 338 |
| Financial Viability and Marketplace Success | 75 | 55 | 61 | | 67 | 67 | 56 | 60 | 53 | 62 | 64 |
| Ability to Sell and Deliver Service | 100 | 67 | 77 | | 87 | 87 | 74 | 80 | 71 | 80 | 82 |
| Marketing Plan | 50 | 35 | 41 | | 44 | 44 | 43 | 42 | 40 | 41 | 42 |
| Value Added Attributes | 75 | 48 | 57 | | 66 | 65 | 63 | 63 | 58 | 57 | 59 |
| Warranty | 50 | 38 | 42 | | 43 | 43 | 40 | 42 | 41 | 42 | 43 |
| Depth and Breadth of Offered Equipment, Products, or Services | 200 | 116 | 167 | | 181 | 181 | 123 | 128 | 141 | 152 | 161 |
| Total Points | 1,000 | 665 | 784 | | 855 | 872 | 757 | 756 | 701 | 811 | 832 |
| Rank Order | | 17 | 9 | | 2 | 1 | 12 | 13 | 15 | 6 | 3 |

| Possible Points | | JCB, Inc. | LiuGong Construction Machinery North America, LLC | Manitou North America, Inc. | MAZIO ATTACHMENTS, LLC | Mecalac North America, LLC | Nexpro Trucks & Equipment Corp. | Takeuchi Mfg. US Ltd. | Tobroco Machinery, LLC | Triple E Equipment, Inc. | XCMG NORTH AMERICA CORPORATION |
|---|--------------|------------|---|-----------------------------|------------------------|----------------------------|---------------------------------|-----------------------|------------------------|--------------------------|--------------------------------|
| Conformance to RFP Requirements | 50 | 42 | 42 | 38 | | 41 | 33 | 36 | 40 | 32 | 37 |
| Pricing | 400 | 324 | 340 | 319 | | 306 | 286 | 260 | 328 | 243 | 300 |
| Financial Viability and Marketplace Success | 75 | 62 | 57 | 54 | | 52 | 52 | 56 | 61 | 48 | 57 |
| Ability to Sell and Deliver Service | 100 | 84 | 81 | 79 | | 74 | 63 | 76 | 77 | 65 | 77 |
| Marketing Plan | 50 | 41 | 43 | 40 | | 39 | 30 | 34 | 39 | 25 | 34 |
| Value Added Attributes | 75 | 60 | 60 | 60 | | 57 | 49 | 49 | 60 | 53 | 57 |
| Warranty | 50 | 42 | 43 | 42 | | 41 | 37 | 41 | 41 | 31 | 41 |
| Depth and Breadth of Offered Equipment, Products, or Services | 200 | 174 | 155 | 154 | | 159 | 126 | 151 | 158 | 140 | 176 |
| Total Points | 1,000 | 829 | 821 | 786 | | 769 | 676 | 703 | 804 | 637 | 779 |
| Rank Order | | 4 | 5 | 8 | | 11 | 16 | 14 | 7 | 18 | 10 |

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