

Responding Company Name Spaw Industries

G. OVERALL EVALUATION AND CRITERIA

In accordance with accepted standards of competitive sealed bid awards as set forth in the Minnesota Procurement Code, competitive sealed bids/awards will be made to responsible vendors whose bids are determined in writing to be the most advantageous to NJPA and its qualified members. To qualify for the final evaluation, a vendor must have been deemed responsive as a result of the criteria set for "Vendor Responsiveness." A bid must have been submitted on time and materially satisfy all mandatory requirements identified in this document.

The evaluation criteria for this solicitation, **not** arranged in order of importance:

	1000 Maximum Available Points	Points Acquired
Conformance to terms and conditions, to include documentation <i>Tab 1</i>	25	25
Competitive pricing line items, to include cost evaluation rating <i>Tab 4</i>	400	400
Qualifications as a responding vendor <i>Tab 3</i>	25	20
References and past performance information (PPI), to include past member approval <i>Tab 3</i>	25	20
Selection of current products and the variety of manufactured products offered <i>Including in pricing under Tab 4</i>	225	200
Value added features of overall vendor program as developed to best serve the NJPA member's purchasing experience <i>Tab 4</i>	50	45
Industry standard market place success and reputation <i>Tab 3</i>	100	180
Ability to sell and service qualified members through a national distribution network of authorized sales reps, field reps and telemarketing <i>Tab 6</i>	100	100
Industry standard product and/or service awards <i>Tab 6</i>	25	25
Description of a national cooperative marketing program to be facilitated in cooperation with NJPA to promote contract <i>Tab 6</i>	25	25
Total Points	1000	960

Reviewed By Melissa Hanson
 Reviewed By Mark Hager

Comments Strong response -
 Comments