

OVERALL EVALUATION AND CRITERIA

NJPA IFB #021806-040408

Possible Points

| | Possible Points | GE | Midwest Security |
|--|-----------------|--------|------------------|
| Conformance to terms and conditions to include documentation | 25 | 16.25 | 22.50 |
| Pricing | 300 | 300.00 | 262.50 |
| Qualifications as a responding vendor | 50 | 47.50 | 15.00 |
| References and past performance information (PPI), to include past member approval | 25 | 14.63 | 11.88 |
| Selection and variety of products and equipment and manufactured products offered. | 225 | 187.50 | 212.50 |
| Value added features of overall vendor program as developed to best serve the NJPA Member's purchasing experience. | 125 | 59.38 | 43.75 |
| Industry standard market place successes and reputation. | 75 | 63.13 | 30.63 |
| Ability to sell, market, and service NJPA Members through a national distribution network of authorized sales reps, field reps, and telemarketing. | 100 | 72.50 | 27.50 |
| Industry standard product and/or service awards | 25 | 3.13 | 9.38 |
| Description of national cooperative marketing program to be facilitated in cooperation with NJPA to promote contract. | 25 | 22.50 | 19.38 |
| Total Points | 1000 | 786.50 | 655.00 |
| Bonus Points awarded for: | | | |
| Bidders "Green" characteristics | 50 | 6.25 | 18.75 |
| Bidders WBME or SBE characteristics | 50 | 6.25 | 0.00 |
| Overall Evaluation Points | 1100 | 799.00 | 673.75 |

Overall Evaluation Points

Catherine S. Bunko
Brian M. Mendenhall
John P. Hoyle

Date 4/22/08
 Date 4/22/08
 Date 4-22-08