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OVERALL EVALUATION AND CRITERIA

Responding Company Name BSN Sports

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	25	25
Competitive pricing line items, to include cost evaluation rating	400	375
Qualifications as a responding vendor	25	25
References and past performance information (PPI), to include past member approval	25	25
Selection of current products and the variety of manufactured products offered	225	225
Value added features of overall vendor program as developed to best serve the NJPA member's purchasing experience	50	50
Industry standard market place success and reputation	100	100
Ability to sell and service qualified members through a national distribution network of authorized sales reps, field reps and telemarketing	100	100
Industry standard product and/or service awards	25	15
Description of a national cooperative marketing program to be facilitated in cooperation with NJPA to promote contract	25	20
Total Points	1000	960

M. H. Haple
Reviewed by

[Signature]
Reviewed by

Strong response
Comments

These guys look great!
Comments