

G. OVERALL EVALUATION AND CRITERIA

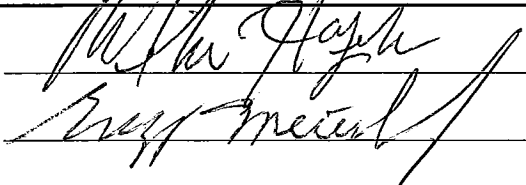
In accordance with accepted standards of competitive sealed bid awards as set forth in the Minnesota Procurement Code, competitive sealed bids/awards will be made to responsible vendors whose bids are determined in writing to be the most advantageous to NJPA and its NJPA Members. To qualify for the final 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.

Evaluation for: Sampson Equipment Inc.

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

	1000 Maximum Available Points	Points Awarded
Conformance to terms and conditions to include documentation	25	20
Pricing	400	380
Qualifications as a responding vendor	25	25
References and past performance information (PPI), to include past member approval	25	25
Selection and variety of products and equipment and manufactured products offered.	225	200
Value added features of overall vendor program as developed to best serve the NJPA Member's purchasing experience.	50	40
Industry standard market place successes and reputation.	100	100
Ability to sell, market, and service NJPA Members through a national distribution network of authorized sales reps, field reps, and telemarketing.	100	100
Industry standard product and/or service awards	25	25
Description of national cooperative marketing program to be facilitated in cooperation with NJPA to promote contract.	25	25
Total Points	1000	940

COMMENTS
<p>Sampson has provided a very strong response here in the area of weight training equipment. Sampson is an industry leader in this type of exercise equipment. It should be noted that prices bid do not include delivery and set-up as requested. Members are reminded to request quotes for delivery and set-up prior to issuing a purchase order.</p>

Reviewed by: 

Its Director of Business Dev
 Its Coord. of Bids + Contracts