

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 Bidders whose bids are determined in writing to be responsive and also be the most advantageous to NJPA and its NJPA Members. To qualify for the final evaluation, a Bidder must have been deemed responsive as a result of the criteria set for "Bidder Responsiveness." A bid must have been submitted on time and materially satisfy all mandatory requirements identified in this document.


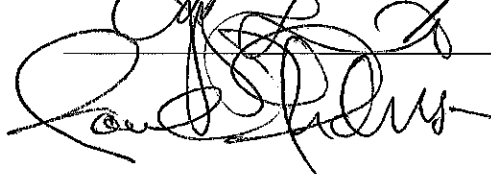
Evaluation for: Highland Bids


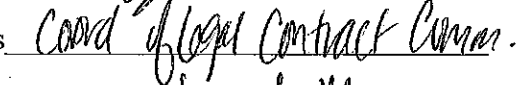
The evaluation criteria for this solicitation, **not** arranged in order of importance:

	Available Points	Points Awarded
Conformance to terms and conditions to include documentation	25	23
Pricing	300	280
Qualifications as a responding vendor	50	48
References and past performance information (PPI), to include past member approval	25	23
Selection and variety of products and equipment and manufactured products offered.	225	220
Value added features of overall vendor program as developed to best serve the NJPA Member's purchasing experience.	125	100
Industry standard market place successes and reputation.	75	70
Ability to sell, market, and service NJPA Members through a national distribution network of authorized sales reps, field reps, and telemarketing.	100	10
Industry standard product and/or service awards	25	20
Description of national cooperative marketing program to be facilitated in cooperation with NJPA to promote contract.	25	5
Total Points	1000	799
Bonus Points awarded for:		
Bidders "Green" characteristics	50	30
Bidders WBME or SBE characteristics	50	30

Overall Evaluation Points

859

Reviewed by: 


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 Its 
 Contract Manager