

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: Steelcase, Inc.

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

	1000 Maximum Available Points	Points Awarded
Pricing	400	350
Qualifications as a responding vendor	25	25
References and past performance information (PPI), to include past member approval	25	20
Selection and variety of products and equipment and manufactured products offered.	225	210
Value added features of overall vendor program as developed to best serve the NJPA Member's purchasing experience.	50	45
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	923

COMMENTS

This is a very strong response with a very strong product line and reputation in this market space.

Reviewed by:

Greg Meyer 1/20/07 Its *Coord of Procurement Contracts*
Michael Hapke 1/22/07 Its *Director of Business*