

G. OVERALL EVALUATION AND CRITERIA


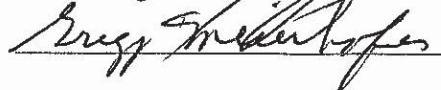
In accordance with accepted standards of competitive sealed bid awards as set forth in the Minnesota Procurement Code, competitive sealed bids/awards will be made to responsible vendors whose bids are determined in writing to be the most advantageous to NJPA and its NJPA Members. To qualify for the final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

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

	Maximum Available Points	Points Awarded
Is Bid "Responsive" according to the terms and conditions of the IFB? If not, do not continue with this evaluation.	Y/N	Y
Pricing	300	0
Bidder qualifications including financial condition, past experience with NJPA, and experience in the industry	50	40
Bidder product line including variety, completeness and effectiveness in serving its target audience.	50	50
Bidder's use of technology to enhance availability of product and communication with the target audience	50	50
Bidder's value-added features including effectiveness and appropriateness to its target audience	50	50
Bidder's proposed marketing plan including its perceived effectiveness and plausibility	300	225
Bidder's availability of staff to both sell and service to the proposed target audience effectively.	150	125
Bidder's experience in serving the type of customers proposed as the target audience.	25	20
Bidder's quality of products, industry awards for both products, services, and value-added options	25	25
Total Points	1000	585

COMMENTS

Reviewed by  Its MANAGER - Risk Management Pool
 Its Word of Bids + Contracts