



Proposal Evaluation
Aftermarket Vehicle Parts and Supplies RFP #100124

		AutoZone Parts, Inc.	Buyers Products Company, Inc.	Cummins Inc.	DG Technologies	Doc's Diesel	Elliott Auto Supply Co Inc.	Genuine Parts Company dba NAPA auto Parts	Global Wholesale Machinery Inc.	Golden Supply Inc	Henderson Products Inc
Possible Points	Pass/Fail										
Conformance to RFP Requirements	Pass/Fail	Pass	Pass			Pass	Pass	Pass	Pass	Pass	
Financial Viability and Marketplace Success	50	39	37			29	36	45	36	35	
Ability to Sell and Deliver Service	150	129	117			91	122	134	103	96	
Marketing Plan	100	79	74			58	80	87	61	58	
Value Added Attributes	100	79	62			47	79	87	55	59	
Depth and Breadth of Offered Equipment, Products, or Services	200	165	116			85	163	173	119	95	
Pricing	400	294	254			256	265	321	240	270	
Total Points	1,000	784	659			566	744	847	613	612	
Rank Order		4	12			17	7	1	15	16	

		Ice Glen Holdings, Inc.	Imperial Supplies Holdings Inc	Jasper Engine Exchange	O'Reilly Auto Enterprises LLC	Paccar Parts (PACCAR, Inc.)	PAI Holdco, Inc.	Parts For Trucks, Inc.	Radio Engineering Industries, Inc. (REI)	TerriCorp Inc	Utilitac Equipment and Upfitting	Vehicle Maintenance Program
Possible Points	Pass/Fail											
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass	Pass		Pass	Pass	Pass
Financial Viability and Marketplace Success	50	34	41	43	44	41	35	35		34	37	36
Ability to Sell and Deliver Service	150	99	126	127	129	128	108	113		104	109	110
Marketing Plan	100	66	84	78	76	82	59	63		63	70	62
Value Added Attributes	100	69	84	83	82	81	67	64		72	63	62
Depth and Breadth of Offered Equipment, Products, or Services	200	151	168	159	173	160	168	144		115	138	141
Pricing	400	245	312	251	281	285	314	211		285	278	237
Total Points	1,000	664	815	741	784	776	749	629		673	693	649
Rank Order		11	2	8	3	5	6	14		10	9	13

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