



**Proposal Evaluation**  
**Electrical Energy Power Generation Equipment with Related Parts, Supplies, and Services RFP #092222**

| Possible Points   |              | Caterpillar | Cummins Inc. | DD DANNAR, LLC | Fermata LLC | Generac Power Systems |
|---|--------------|-------------|--------------|----------------|-------------|-----------------------|
| Conformance to RFP Requirements                               | 50           | 44          | 42           | 42             | 38          | 44                    |
| Pricing   | 400          | 315         | 329          | 315            | 308         | 338                   |
| Financial Viability and Marketplace Success                   | 75           | 68          | 64           | 55             | 51          | 67                    |
| Ability to Sell and Deliver Service                           | 100          | 91          | 84           | 72             | 68          | 83                    |
| Marketing Plan  | 50           | 44          | 38           | 43             | 39          | 45                    |
| Value Added Attributes  | 75           | 67          | 65           | 66             | 57          | 65                    |
| Warranty  | 50           | 43          | 43           | 44             | 41          | 43                    |
| Depth and Breadth of Offered Equipment, Products, or Services | 200          | 183         | 178          | 144            | 123         | 169                   |
| <b>Total Points</b>   | <b>1,000</b> | <b>855</b>  | <b>843</b>   | <b>781</b>     | <b>725</b>  | <b>854</b>            |
| Rank Order  |              | 1           | 3            | 7              | 9           | 2                     |

| Possible Points   |              | Kohler Power Systems | PowerSecure Inc | Rolls-Royce Solutions America Inc. | TAYLOR POWER SYSTEMS | The X-Group of companies |
|---|--------------|----------------------|-----------------|------------------------------------|----------------------|--------------------------|
| Conformance to RFP Requirements                               | 50           | 44                   | 43              | 40                                 | 40                   | 36                       |
| Pricing   | 400          | 305                  | 298             | 325                                | 270                  | 220                      |
| Financial Viability and Marketplace Success                   | 75           | 64                   | 62              | 63                                 | 53                   | 49                       |
| Ability to Sell and Deliver Service                           | 100          | 86                   | 75              | 82                                 | 65                   | 64                       |
| Marketing Plan  | 50           | 44                   | 43              | 36                                 | 36                   | 33                       |
| Value Added Attributes  | 75           | 66                   | 62              | 53                                 | 53                   | 51                       |
| Warranty  | 50           | 44                   | 41              | 41                                 | 42                   | 39                       |
| Depth and Breadth of Offered Equipment, Products, or Services | 200          | 181                  | 167             | 165                                | 167                  | 125                      |
| <b>Total Points</b>   | <b>1,000</b> | <b>834</b>           | <b>791</b>      | <b>805</b>                         | <b>726</b>           | <b>617</b>               |
| Rank Order  |              | 4                    | 6               | 5                                  | 8                    | 10                       |

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