



**Proposal Evaluation**  
**Heavy Construction Equipment with Related Attachments and Technology RFP #011723**

|                                                               |       | Caterpillar, Inc. | CNH Industrial America, LLC | Doosan Infracore North America | Gradall Industries, Inc. | Grove U.S., LLC | Hitachi Construction Machinery America's, Inc. | Hi-Vac Corporation | Hyundai Construction Equipment Americas, Inc. | John Deere Shared Services, LLC |
|---------------------------------------------------------------|-------|-------------------|-----------------------------|--------------------------------|--------------------------|-----------------|------------------------------------------------|--------------------|-----------------------------------------------|---------------------------------|
| Possible Points                                               |       |                   |                             |                                |                          |                 |                                                |                    |                                               |                                 |
| Conformance to RFP Requirements                               | 50    | 44                | 40                          | 39                             | 43                       | 36              | 40                                             | 39                 | 40                                            | 41                              |
| Pricing                                                       | 400   | 329               | 338                         | 316                            | 333                      | 278             | 333                                            | 319                | 333                                           | 339                             |
| Financial Viability and Marketplace Success                   | 75    | 67                | 65                          | 62                             | 63                       | 59              | 60                                             | 61                 | 62                                            | 62                              |
| Ability to Sell and Deliver Service                           | 100   | 90                | 82                          | 78                             | 80                       | 79              | 79                                             | 75                 | 78                                            | 87                              |
| Marketing Plan                                                | 50    | 43                | 41                          | 40                             | 40                       | 38              | 40                                             | 39                 | 41                                            | 41                              |
| Value Added Attributes                                        | 75    | 66                | 64                          | 61                             | 58                       | 58              | 61                                             | 55                 | 58                                            | 64                              |
| Warranty                                                      | 50    | 44                | 41                          | 40                             | 41                       | 41              | 44                                             | 40                 | 42                                            | 41                              |
| Depth and Breadth of Offered Equipment, Products, or Services | 200   | 174               | 167                         | 162                            | 154                      | 139             | 161                                            | 140                | 162                                           | 171                             |
| Total Points                                                  | 1,000 | 857               | 838                         | 798                            | 812                      | 728             | 818                                            | 768                | 816                                           | 846                             |
| Rank Order                                                    |       | 1                 | 4                           | 14                             | 11                       | 16              | 9                                              | 15                 | 10                                            | 3                               |

|                                                               |       | Kobelco Construction Machinery, USA | Komatsu America Corp. | LBX Company, LLC | Liebherr USA Co. | Link-Belt Cranes | LiuGong Construction Machinery North America, LLC | MAZIO ATTACHMENTS, LLC | SANY America | Volvo Construction Equipment North America |
|---------------------------------------------------------------|-------|-------------------------------------|-----------------------|------------------|------------------|------------------|---------------------------------------------------|------------------------|--------------|--------------------------------------------|
| Possible Points                                               |       |                                     |                       |                  |                  |                  |                                                   |                        |              |                                            |
| Conformance to RFP Requirements                               | 50    | 43                                  | 43                    | 36               | 38               | 41               | 42                                                |                        | 41           | 44                                         |
| Pricing                                                       | 400   | 348                                 | 343                   | 265              | 336              | 329              | 340                                               |                        | 329          | 334                                        |
| Financial Viability and Marketplace Success                   | 75    | 62                                  | 63                    | 55               | 57               | 62               | 55                                                |                        | 59           | 64                                         |
| Ability to Sell and Deliver Service                           | 100   | 80                                  | 83                    | 73               | 75               | 81               | 80                                                |                        | 79           | 85                                         |
| Marketing Plan                                                | 50    | 41                                  | 43                    | 35               | 37               | 41               | 41                                                |                        | 42           | 43                                         |
| Value Added Attributes                                        | 75    | 65                                  | 63                    | 56               | 58               | 60               | 60                                                |                        | 60           | 64                                         |
| Warranty                                                      | 50    | 42                                  | 43                    | 40               | 43               | 41               | 44                                                |                        | 42           | 44                                         |
| Depth and Breadth of Offered Equipment, Products, or Services | 200   | 154                                 | 166                   | 146              | 165              | 154              | 158                                               |                        | 168          | 159                                        |
| Total Points                                                  | 1,000 | 835                                 | 847                   | 706              | 809              | 809              | 820                                               |                        | 820          | 837                                        |
| Rank Order                                                    |       | 6                                   | 2                     | 17               | 12.5             | 12.5             | 7.5                                               |                        | 7.5          | 5                                          |

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