

The Local Government Purchasing Cooperative

For the Period 6/1/2006 to 5/31/2009

Preliminary Catalog Award Report for Audio Visual Equipment and Supplies #242-06

I Discount Off Catalog for Audio Visual Equipment

| Vendor | Vendor Catalog Info | Percent Discount | Award |
|---------------------------------|---|-------------------------|--------------|
| OfficeMax | Various Discounts | Various | Yes |
| General Binding Corporation | Various Discounts Off GBC Catalog for Audio Visual Equipment | Various | No |
| AVES Audio Visual Systems, Inc. | Various Discounts Off Audio Visual Equipment | Various | Yes |
| Digital Southwest | 5-35% Discount Off Online Catalog for Audio Visual Equipment | 5% to 35% | No |
| Computer Express | 5-20% Discount Off Computer Express Product Catalog for Audio Visual Equipment | 5% to 20% | No |
| VALIANT IMC | 5% Discount Off Valiant Catalog for Audio Visual Equipment | 5% | Yes |
| Best Computer Supplies, Inc. | 5% Discount Off Best Computer Supplies Catalog for Audio Visual Equipment | 5% | No |
| School Specialty | 40% Discount Off Califone Catalog for Audio Visual Equipment | 40% | No |
| Melhart Music Center | 30-40% Discount Off Phonic, Wharfdale and American DJ Pricelists for Audio Visual Equipment | 30% to 40% | No |
| School Specialty | 30% Discount Off Bretford Basics Catalog for Audio Visual Equipment | 30% | No |
| School Specialty | 25% Discount Off School Specialty Education Essentials Catalog (In-stock items only) for Audio Visual Equipment | 25% | No |
| CCS Presentation Systems | 25% Discount Off CCS Pricelist for Audio Visual Equipment | 25% | Yes |
| AVC-AUDIOVISUAL CENTER | 20-70% Discount Off AVC Audio Visual Catalog for Audio Visual Equipment | 20% to 70% | Yes |
| Troxell Communications, Inc. | 20% Discount Off Troxell Online Catalog for Audio Visual Equipment | 20% | Yes |
| Boxlight Corporation | 19% Discount Off Audio Visual Equipment | 19% | Yes |

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| | | | |
|----------------------------------|--|------------|-----|
| Gaylord Bros Inc. | 15% Discount Off Gaylord Bros. General Reference Catalog for Audio Visual Equipment | 15% | No |
| Brodart Company | 15% Discount Off Brodart Co. Catalog for Audio Visual Equipment | 15% | No |
| Demco, Inc. | 15% Discount Off Demco Full Line Catalog for Audio Visual Equipment | 15% | No |
| Highsmith, Inc. | 13% Discount Off Highsmith Catalog for Audio Visual Equipment | 13% | Yes |
| Kaplan Early Learning Company | 13% Discount Off Kaplan Early Childhood & Primary Learning Catalog for Audio Visual Equipment | 13% | No |
| Lubbock Audio Visual Inc. | 12% Discount Off Canon, Tecnec, Sharp, Da-Lite, Panasonic, Lumens, Elmo, GTCO CalComp, 3M, AVAS, Electrograph, Dukane Magic Box and Vaddio Pricelists for Audio Visual Equipment | 12% | No |
| Commercial Sales & Service, Inc. | 11-77% Discount Off Catalog for Audio Visual Equipment | 11% to 77% | No |
| Industrial Audio Video | 10-20% Discount Off Industrial Audio Video Pricelist for Audio Visual Equipment | 10% to 20% | No |
| Flaghouse Inc | 10% Discount Off Flaghouse Physical Education & Recreation Catalog for Audio Visual Equipment | 10% | No |
| Long's Electronics | 10% Discount Off Long's Electronics Catalog for Audio Visual Equipment | 10% | Yes |
| School Specialty | 10% Discount Off School Specialty Education Essentials Catalog (drop ship items only) for Audio Visual Equipment | 10% | No |
| Audio Visual Aids Corp. | 0-72% Discount Off Audio Visual Technology & Multimedia Catalog for Audio Visual Equipment | 0% to 72% | Yes |
| Epson America, Inc. | 0% Discount Off BrighterFuture Education Catalog for Audio Visual Equipment | 0% | Yes |

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| | | | |
|-----------------------------------|---|----|-----|
| ACP Direct | 0% Discount Off Computer & Audio Visual Products for Education Catalog for Audio Visual Equipment | 0% | Yes |
| Presentation Resources | 0% Discount Off Catalog for Audio Visual Equipment. Catalog pricing includes discount. | 0% | Yes |
| B & H Photo-Video Pro Audio, Inc. | 0% Discount Off B&H Catalog for Audio Visual Equipment | 0% | Yes |

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2 Discount Off Catalog for Audio Visual Furniture

| Vendor | Vendor Catalog Info | Percent Discount | Award |
|---------------------------------|---|-------------------------|--------------|
| AVES Audio Visual Systems, Inc. | Various Discounts Off Audio Visual Furniture | Various | Yes |
| Digital Southwest | 5-35% Discount Off Online Catalog for Audio Visual Furniture | 5% to 35% | No |
| Computer Express | 5-20% Discount Off Computer Express Product Catalog for Audio Visual Furniture | 5% to 20% | No |
| VALIANT IMC | 5% Discount Off Valiant Catalog for Audio Visual Furniture | 5% | Yes |
| Best Computer Supplies, Inc. | 5% Discount Off Best Computer Supplies Catalog for Audio Visual Furniture | 5% | No |
| School Specialty | 35% Discount Off Bretford Basics Catalog for Audio Visual Furniture | 35% | No |
| School Specialty | 25% Discount Off School Specialty Education Essentials Catalog (In-stock items only) for Audio Visual Furniture | 25% | No |
| CCS Presentation Systems | 25% Discount Off various manufacturers pricelists for Audio Visual Furniture | 25% | Yes |
| AVC-AUDIOVISUAL CENTER | 20-70% Discount Off AVC Audio Visual Catalog for Audio Visual Furniture | 20% to 70% | Yes |
| Troxell Communications, Inc. | 20% Discount Off Troxell Online Catalog for Audio Visual Furniture | 20% | Yes |
| Gaylord Bros Inc. | 15% Discount Off Gaylord Bros. General Reference Catalog for Audio Visual Furniture | 15% | No |
| Brodart Company | 15% Discount Off Brodart Co. Catalog for Audio Visual Furniture | 15% | No |
| Demco, Inc. | 15% Discount Off Demco Full Line Catalog for Audio Visual Furniture | 15% | No |
| Kaplan Early Learning Company | 13% Discount Off Kaplan Early Childhood & Primary Learning Catalog for Audio Visual Furniture | 13% | No |
| Highsmith, Inc. | 13% Discount Off Highsmith Catalog for Audio Visual Furniture | 13% | Yes |
| Lubbock Audio Visual Inc. | 12% Discount Off Bretford, Spectrum, Winsted, Chief and Luxor Pricelists for Audio Visual Furniture | 12% | No |

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| | | | |
|-------------------------|--|-----------|-----|
| Long's Electronics | 10% Discount Off Long's Electronics Catalog for Audio Visual Furniture | 10% | Yes |
| School Specialty | 10% Discount Off School Specialty Education Essentials Catalog (drop ship items only) for Audio Visual Furniture | 10% | No |
| Audio Visual Aids Corp. | 0-72% Discount Off Audio Visual Technology & Multimedia Catalog for Audio Visual Furniture | 0% to 72% | Yes |
| Melhart Music Center | 0% Discount Off Melhart Pricelist for Audio Visual Furniture | 0% | No |
| Presentation Resources | 0% Discount Off Catalog for Audio Visual Furniture. Catalog pricing includes discount. | 0% | Yes |
| ACP Direct | 0% Discount Off Computer & Audio Visual Products for Education Catalog for Audio Visual Furniture | 0% | Yes |

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Preliminary Catalog Award Report for Audio Visual Equipment and Supplies #242-06

3 Discount Off Catalog for Audio Visual Lamps

| Vendor | Vendor Catalog Info | Percent Discount | Award |
|---------------------------------|---|-------------------------|--------------|
| Melhart Music Center | Various Discounts Off Audio Visual Lamps | Various | No |
| AVES Audio Visual Systems, Inc. | Various Discounts Off Audio Visual Lamps | Various | Yes |
| Long's Electronics | 60% Discount Off Long's Electronics Catalog for Audio Visual Lamps | 60% | Yes |
| Digital Southwest | 5-35% Discount Off Online Catalog for Audio Visual Lamps | 5% to 35% | No |
| Computer Express | 5-20% Discount Off Computer Express Product Catalog for Audio Visual Lamps | 5% to 20% | No |
| VALIANT IMC | 5% Discount Off Valiant Catalog for Audio Visual Lamps | 5% | Yes |
| School Specialty | 25% Discount Off School Specialty Education Essentials Catalog (in-stock items only) for Audio Visual Lamps | 25% | No |
| AVC-AUDIOVISUAL CENTER | 20-70% Discount Off AVC Audio Visual Catalog for Audio Visual Lamps | 20% to 70% | Yes |
| Troxell Communications, Inc. | 20% Discount Off Troxell Online Catalog for Audio Visual Lamps | 20% | Yes |
| Brodart Company | 15% Discount Off Brodart Co. Catalog for Audio Visual Lamps | 15% | No |
| Demco, Inc. | 15% Discount Off Demco Full Line Catalog for Audio Visual Lamps | 15% | No |
| Gaylord Bros Inc. | 15% Discount Off Gaylord Bros. General Reference Catalog for Audio Visual Lamps | 15% | No |
| Kaplan Early Learning Company | 13% Discount Off Kaplan Early Childhood & Primary Learning Catalog for Audio Visual Lamps | 13% | No |
| Highsmith, Inc. | 13% Discount Off Highsmith Catalog for Audio Visual Lamps | 13% | Yes |
| CCS Presentation Systems | 10% Discount Off various manufacturers pricelists for Audio Visual Lamps | 10% | Yes |
| Audio Visual Aids Corp. | 0-80% Discount Off Lamp Ordering Guide for Audio Visual Lamps | 0% to 80% | Yes |

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| | | | |
|------------------------|---|----|-----|
| ACP Direct | 0% Discount Off Computer & Audio Visual Products for Education Catalog for Audio Visual Lamps | 0% | Yes |
| Presentation Resources | 0% Discount Off Catalog for Audio Visual Lamps. Catalog pricing includes discount. | 0% | Yes |

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4 Discount Off Catalog for Audio Visual Supplies

| Vendor | Vendor Catalog Info | Percent Discount | Award |
|---------------------------------|--|-------------------------|--------------|
| AVES Audio Visual Systems, Inc. | Various Discounts Off Audio Visual Supplies | Various | Yes |
| General Binding Corporation | Various Discounts Off GBC Catalog for Audio Visual Supplies | Various | No |
| Digital Southwest | 5-35% Discount Off Online Catalog for Audio Visual Supplies | 5% to 35% | No |
| Computer Express | 5-20% Discount Off Computer Express Product Catalog for Audio Visual Supplies | 5% to 20% | No |
| Best Computer Supplies, Inc. | 5% Discount Off Best Computer Supplies Catalog for Audio Visual Supplies | 5% | No |
| VALIANT IMC | 5% Discount Off Valiant Catalog for Audio Visual Supplies | 5% | Yes |
| Chip Taylor Communications | 40% Discount Off Catalog for Audio Visual Supplies | 40% | No |
| School Specialty | 25% Discount Off School Specialty Education Essentials Catalog (in-stock items only) for Audio Visual Supplies | 25% | No |
| AVC-AUDIOVISUAL CENTER | 20-70% Discount Off AVC Audio Visual Catalog for Audio Visual Supplies | 20% to 70% | Yes |
| Troxell Communications, Inc. | 20% Discount Off Troxell Online Catalog for Audio Visual Supplies | 20% | Yes |
| Demco, Inc. | 20% Discount Off Demco Full Line Catalog for Audio Visual Supplies | 20% | No |
| Brodart Company | 15% Discount Off Brodart Co. Catalog for Audio Visual Supplies | 15% | No |
| Gaylord Bros Inc. | 15% Discount Off Gaylord Bros. General Reference Catalog for Audio Visual Supplies | 15% | No |
| Kaplan Early Learning Company | 13% Discount Off Kaplan Early Childhood & Primary Learning Catalog for Audio Visual Supplies | 13% | No |
| Lubbock Audio Visual Inc. | 12% Discount Off Bretford and Tecneq Pricelists for Audio Visual Supplies | 12% | No |
| Long's Electronics | 10% Discount Off Long's Electronics Catalog for Audio Visual Supplies | 10% | Yes |

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| | | | |
|-------------------------|--|-----------|-----|
| Audio Visual Aids Corp. | 0-72% Discount Off Audio Visual Technology & Multimedia Catalog for Audio Visual Supplies | 0% to 72% | Yes |
| Presentation Resources | 0% Discount Off Catalog for Audio Visual Supplies. Catalog pricing includes discount. | 0% | Yes |
| ACP Direct | 0% Discount Off Computer & Audio Visual Products for Education Catalog for Audio Visual Supplies | 0% | Yes |

5 Discount Off Catalog for Library Book Security Systems & Supplies

| Vendor | Vendor Catalog Info | Percent Discount | Award |
|---------------------------------|---|------------------|-------|
| AVES Audio Visual Systems, Inc. | Various Discounts Off Library Book Security Systems & Supplies | Various | No |
| Computer Express | 5-20% Discount Off Computer Express Product Catalog for Library Book Security Systems & Supplies | 5% to 20% | No |
| VALIANT IMC | 5% Discount Off Valiant Catalog for Library Security Systems & Supplies | 5% | No |
| Gaylord Bros Inc. | 15% Discount Off Gaylord Bros. General Reference Catalog for Library Book Security Systems & Supplies | 15% | Yes |
| Lubbock Audio Visual Inc. | 12% Discount Off Bretford Pricelist for Library Book Security Systems and Supplies | 12% | No |
| Long's Electronics | 10% Discount Off Long's Electronics Catalog for Library Book Security Systems & Supplies | 10% | No |
| Brodart Company | 0% Discount Off Brodart Co. Catalog for Library Book Security Systems & Supplies | 0% | No |
| Highsmith, Inc. | 0% Discount Off Highsmith Catalog for Library Book Security Systems & Supplies -- EXCLUDES 3M Security Products | 0% | Yes |
| Presentation Resources | 0% Discount Off Catalog for Library Book Security Systems & Supplies. Catalog pricing includes discount. | 0% | No |
| Sentry Technology Corporation | 0% Discount Off Sentry Technology Pricelist for State of Texas for Library Security Systems & Supplies | 0% | Yes |

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6 Discount Off Catalog for all other Audio Visual products

| Vendor | Vendor Catalog Info | Percent Discount | Award |
|---------------------------------|--|-------------------------|--------------|
| General Binding Corporation | Various Discounts Off GBC Catalog for All Other Audio Visual Products | Various | No |
| AVES Audio Visual Systems, Inc. | Various Discounts Off All Other Audio Visual Products | Various | No |
| Digital Southwest | 5-35% Discount Off Online Catalog for All Other Audio Visual Products | 5% to 35% | No |
| Computer Express | 5-20% Discount Off Computer Express Product Catalog for All Other Audio Visual Products | 5% to 20% | No |
| VALIANT IMC | 5% Discount Off Valiant Catalog for All Other Audio Visual Products | 5% | Yes |
| Best Computer Supplies, Inc. | 5% Discount Off Best Computer Supplies Catalog for All Other Audio Visual Products | 5% | No |
| Biz Supplies, Inc. | 30-65% Discount Off United Stationers Full Line Catalog for All Audio Visual Products | 30% to 65% | No |
| Melhart Music Center | 30-60% Discount Off Melhart Pricelist for All Other Audio Visual Products | 30% to 60% | No |
| School Specialty | 25% Discount Off School Specialty Education Essentials Catalog (in-stock items only) for All Other Audio Visual Products | 25% | No |
| LightSPEED Technologies, Inc. | 22% Discount Off LightSPEED LES700 and LES300 Series Audio Visual Products | 22% | Yes |
| AVC-AUDIOVISUAL CENTER | 20-70% Discount Off AVC Audio Visual Catalog for All Other Audio Visual Products | 20% to 70% | Yes |
| Troxell Communications, Inc. | 20% Discount Off Troxell Online Catalog for All Other Audio Visual Products | 20% | Yes |
| CCS Presentation Systems | 20% Discount Off various manufacturers pricelists for All Other Audio Visual Products | 20% | Yes |
| Demco, Inc. | 15-20% Discount Off Demco Full Line Catalog for All Other Audio Visual Products | 15% to 20% | No |

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| | | | |
|----------------------------------|---|------------|-----|
| Brodart Company | 15% Discount Off Brodart Co. Catalog for All Other Audio Visual Products | 15% | No |
| Gaylord Bros Inc. | 15% Discount Off Gaylord Bros. General Reference Catalog for All Other Audio Visual Products | 15% | No |
| Kaplan Early Learning Company | 13% Discount Off Kaplan Early Childhood & Primary Learning Catalog for All Other Audio Visual Products | 13% | No |
| Highsmith, Inc. | 13% Discount Off Highsmith Catalog for All Other Audio Visual Products | 13% | Yes |
| Lubbock Audio Visual Inc. | 12% Discount Off Tecnec, Da-Lite, Chief and H Wilson for All Other Audio Visual Products | 12% | No |
| Commercial Sales & Service, Inc. | 11-77% Discount Off Catalog for All Other Audio Visual Products | 11% to 77% | No |
| Flaghouse Inc | 10% Discount Off Flaghouse Physical Education & Recreation Catalog for All Other Audio Visual Products | 10% | No |
| School Specialty | 10% Discount Off School Specialty Education Essentials Catalog (drop ship items only) for All Other Audio Visual Products | 10% | No |
| Long's Electronics | 10% Discount Off Long's Electronics Catalog for All Other Audio Visual Products | 10% | Yes |
| Audio Visual Aids Corp. | 0-72% Discount Off Audio Visual Technology & Multimedia Catalog for All Other Audio Visual Products | 0% to 72% | Yes |
| ACP Direct | 0% Discount Off Computer & Audio Visual Products for Education Catalog for All Other Audio Visual Products | 0% | Yes |
| Presentation Resources | 0% Discount Off Catalog for Audio Visual Products. Catalog pricing includes discount. | 0% | Yes |

Proposal # 242-06

Audio Visual Vendor Analysis

| | Max Points | Audio Visual | | | |
|--|------------|--------------|-----------|-----------|------|
| | | ACP Direct | Aids Corp | AVC Audio | AVES |
| Responsive Proposal | | YES | YES | YES | YES |
| Products Meet Intent of Commodity | | YES | YES | YES | YES |
| Price Competitive | 25 | 20 | 20 | 20 | 20 |
| Vendor Reputation | 25 | 20 | 25 | 20 | 25 |
| Overall Cost to Acquire Products | 15 | 15 | 10 | 15 | 15 |
| Vendors Return Policy | 15 | 15 | 10 | 10 | 15 |
| Vendors Packaging of Product | 10 | 10 | 10 | 10 | 10 |
| Sales, Delivery, and Service Locations | 10 | 10 | 10 | 10 | 10 |
| | 100 | 90 | 85 | 85 | 95 |

| | Max Points | Audio Visual | | | |
|--|------------|-----------------|---------------|--------------|---------------|
| | | B&H Photo Video | Best Computer | Biz Supplies | Boxlight Corp |
| Responsive Proposal | | YES | YES | YES | YES |
| Products Meet Intent of Commodity | | YES | YES | YES | YES |
| Price Competitive | 25 | 20 | 15 | 15 | 20 |
| Vendor Reputation | 25 | 20 | 15 | 15 | 20 |
| Overall Cost to Acquire Products | 15 | 15 | 10 | 15 | 15 |
| Vendors Return Policy | 15 | 15 | 10 | 15 | 10 |
| Vendors Packaging of Product | 10 | 10 | 10 | 10 | 10 |
| Sales, Delivery, and Service Locations | 10 | 10 | 10 | 10 | 10 |
| | 100 | 90 | 70 | 80 | 85 |

| | Max Points | Audio Visual | | | |
|--|------------|--------------|-----------------|-------------|------------------|
| | | Brodart | CCS Presentaton | Chip Taylor | Commercial Sales |
| Responsive Proposal | | YES | YES | NO | YES |
| Products Meet Intent of Commodity | | YES | YES | YES | YES |
| Price Competitive | 25 | 15 | 15 | | 15 |
| Vendor Reputation | 25 | 20 | 20 | | 20 |
| Overall Cost to Acquire Products | 15 | 15 | 15 | | 15 |
| Vendors Return Policy | 15 | 10 | 10 | | 10 |
| Vendors Packaging of Product | 10 | 10 | 10 | | 10 |
| Sales, Delivery, and Service Locations | 10 | 10 | 10 | | 10 |
| | 100 | 80 | 80 | | 80 |

| | Max Points | Audio Visual | | | |
|--|------------|------------------|-------|-------------------|---------------|
| | | Computer Express | Demco | Digital Southwest | Epson America |
| Responsive Proposal | | YES | YES | NO | YES |
| Products Meet Intent of Commodity | | YES | YES | YES | YES |
| Price Competitive | 25 | 15 | 15 | | 20 |
| Vendor Reputation | 25 | 15 | 20 | | 20 |
| Overall Cost to Acquire Products | 15 | 15 | 15 | | 15 |
| Vendors Return Policy | 15 | 15 | 15 | | 10 |
| Vendors Packaging of Product | 10 | 10 | 10 | | 10 |
| Sales, Delivery, and Service Locations | 10 | 10 | 10 | | 10 |
| | 100 | 80 | 85 | | 85 |

Proposal # 242-06

Audio Visual Vendor Analysis

| | Max Points | Flaghouse | Gaylord | General Binding | Highsmith |
|--|-------------------|-----------|---------|-----------------|-----------|
| Responsive Proposal | | NO | YES | NO | YES |
| Products Meet Intent of Commodity | | NO | YES | NO | YES |
| Price Competitive | 25 | | 15 | | 20 |
| Vendor Reputation | 25 | | 20 | | 20 |
| Overall Cost to Acquire Products | 15 | | 15 | | 15 |
| Vendors Return Policy | 15 | | 15 | | 15 |
| Vendors Packaging of Product | 10 | | 10 | | 10 |
| Sales, Delivery, and Service Locations | 10 | | 10 | | 10 |
| | 100 | | 85 | | 90 |

| | Max Points | Industrial Audio Video | Kaplan | Lightspeed | Long's Electronics |
|--|-------------------|------------------------|--------|------------|--------------------|
| Responsive Proposal | | NO | NO | YES | YES |
| Products Meet Intent of Commodity | | YES | YES | YES | YES |
| Price Competitive | 25 | | | 15 | 20 |
| Vendor Reputation | 25 | | | 20 | 20 |
| Overall Cost to Acquire Products | 15 | | | 15 | 15 |
| Vendors Return Policy | 15 | | | 15 | 10 |
| Vendors Packaging of Product | 10 | | | 10 | 10 |
| Sales, Delivery, and Service Locations | 10 | | | 10 | 10 |
| | 100 | | | 85 | 85 |

| | Max Points | Lubbock Audio Visual | Melhart Music | Office Max | Presentation Resources |
|--|-------------------|----------------------|---------------|------------|------------------------|
| Responsive Proposal | | YES | NO | YES | YES |
| Products Meet Intent of Commodity | | YES | NO | YES | YES |
| Price Competitive | 25 | 15 | | 20 | 20 |
| Vendor Reputation | 25 | 20 | | 20 | 20 |
| Overall Cost to Acquire Products | 15 | 15 | | 15 | 15 |
| Vendors Return Policy | 15 | 10 | | 15 | 10 |
| Vendors Packaging of Product | 10 | 10 | | 10 | 10 |
| Sales, Delivery, and Service Locations | 10 | 10 | | 10 | 10 |
| | 100 | 80 | | 90 | 85 |

| | Max Points | School Specialty | Sentry Tech. | Troxell | Valiant IMC |
|--|-------------------|------------------|--------------|---------|-------------|
| Responsive Proposal | | YES | YES | YES | YES |
| Products Meet Intent of Commodity | | YES | YES | YES | YES |
| Price Competitive | 25 | 15 | 20 | 20 | 20 |
| Vendor Reputation | 25 | 20 | 20 | 20 | 20 |
| Overall Cost to Acquire Products | 15 | 15 | 15 | 15 | 15 |
| Vendors Return Policy | 15 | 15 | 10 | 15 | 15 |
| Vendors Packaging of Product | 10 | 10 | 10 | 10 | 10 |
| Sales, Delivery, and Service Locations | 10 | 10 | 10 | 10 | 10 |
| | 100 | 85 | 85 | 90 | 90 |