

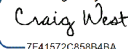


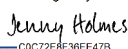
**Proposal Evaluation**  
**Tree Maintenance Equipment, Attachments, and Accessories RFP #031721**

| Possible Points                                                 |       | Blue Diamond Attachments | FECON LLC | GRYB USA | Indeco North American | MORBARK LLC | Tobroco Machinery | Vermeer Corporation |
|-----------------------------------------------------------------|-------|--------------------------|-----------|----------|-----------------------|-------------|-------------------|---------------------|
| Conformance to Terms/<br>Conditions to Include<br>Documentation | 50    | 39                       | 35        | 33       | 37                    | 42          | 39                | 45                  |
| Pricing                                                         | 400   | 315                      | 315       | 289      | 336                   | 331         | 278               | 368                 |
| Financial, Industry and<br>Marketplace Successes                | 75    | 61                       | 64        | 53       | 54                    | 69          | 55                | 68                  |
| Bidder's Ability to Sell/ Service<br>Contract Nationally        | 100   | 82                       | 73        | 71       | 65                    | 84          | 68                | 91                  |
| Bidder's Marketing Plan                                         | 50    | 38                       | 30        | 34       | 35                    | 42          | 37                | 45                  |
| Value Added Attributes                                          | 75    | 58                       | 58        | 50       | 51                    | 64          | 55                | 69                  |
| Warranty Coverages and<br>Information                           | 50    | 41                       | 40        | 42       | 39                    | 42          | 37                | 43                  |
| Selection and Variety of<br>Products and Services Offered       | 200   | 154                      | 163       | 165      | 139                   | 171         | 124               | 170                 |
| Total Points                                                    | 1,000 | 788                      | 778       | 737      | 756                   | 845         | 693               | 899                 |
| Rank Order                                                      |       | 3                        | 4         | 6        | 5                     | 2           | 7                 | 1                   |

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Greg Grunig, Procurement Lead Analyst

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Carol Jackson, Procurement Analyst

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Craig West, Procurement Analyst

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Jenny Holmes, Procurement Analyst