

Possible Points		Top 16 Suppliers																
		Agile Fleet, Inc.	Calamp Wireless Networks Corporation	Carolina Software Technology	Chavin Fleet Solutions LLC	CIGTech Systems, Inc.	Computerized Fleet Analysis, Inc.	Curacy, LLC	DataRemote, Inc.	Fleet Analytics LLC	Forward Thinking Systems	Free2Move	Geotab Inc.	GPS Insight, LLC	IVS, Inc.	LB Technology, Inc.	Lytx, Inc.	Mileax Digital Corporation
Conformance to RFP Requirements	50	38	39	32	37	35	39	23	33	35	44	38	43	41	39	39	41	38
Pricing	400	352	338	326	296	320	335	276	275	325	354	326	343	336	338	342	335	307
Financial Viability and Marketplace Success	75	59	65	52	56	54	56	33	51	60	63	57	68	62	62	58	63	61
Ability to Sell and Deliver Service	300	73	80	63	74	61	70	51	63	70	78	68	83	81	76	73	79	74
Marketing Plan	90	42	39	32	38	33	39	26	33	37	40	39	43	45	42	41	42	39
Value Added Attributes	75	59	75	52	52	51	56	46	52	59	66	61	62	62	63	61	61	62
Warranty	50	38	37	32	37	41	37	41	37	40	42	38	43	43	41	39	40	38
Depth and Breadth of Offered Equipment, Products, or Services	200	273	173	173	139	157	148	144	162	162	162	166	162	174	166	168	168	176
Score	1,000	834	785	730	675	775	775	702	702	788	784	784	875	834	834	816	816	784
Rank Order	50	58.5	61.5	66	63.5	60	57	69	67.5	66	63	67	62	65.5	66.5	67	67	69

	Possible Points	MRF Geosystems Corporation														Solutions Into Motion Limited (CA, USA)		SYNNEX Corporation
		NetRax LLC	Noregon Systems Inc.	Oakland Consulting Group	PeoplePort Software LLC	RadioMobile, Inc.	Rarestep	Revo Technologies	RMT Technologies TX, Inc.	Ron Turley Associates	Routeware, Inc.	Rubicon Global, LLC	Safety Vision	Samara Networks Inc.	Skylink Telematics			
Conformance to RFP Requirements	38	38	38	38	38	37	37	39	42	40	41	42	37	39				
Pricing	400	288	329	293	335	334	344	333	339	356	346	347	348	330				
Financial Viability and Marketplace Success	75	57	58	54	42	50	59	57	49	58	63	65	65	57				
Ability to Sell and Deliver Service	300	70	77	78	57	69	67	72	73	80	78	80	75	64				
Marketing Plan	24	50	50	50	50	50	50	49	45	44	49	49	44	34				
Value Added Attributes	75	55	55	55	55	58	58	53	53	56	62	65	66	62				
Warranty	50	39	40	38	40	39	42	40	41	41	41	48	42	37				
Depth and Breadth of Offered Equipment, Products, or Services	200	164	173	168	89	156	156	141	173	170	164	156	168	160				
Total Points	1,000	756	870	767	851	853	755	770	874	853	853	787	800	798				
Rank			1	2	3	4	5	6	7	8	9	10	11	12				

		Synovia Subsidiary of Callamp	Telstrac Navman US Ltd	TELUS Communications (U.S.) Inc.	The Arcam Group, Inc.	The Vestige Group, LLC	Thing Tech, Inc.	Toromont Material Handling, a division of Toromont	Track Star International, Inc.	Transfinder Corporation	Trapeze Software Group Inc.	TT FASTER LLC	Uptake	Utility Associates, Inc.	Verizon Connect NWF Inc.	WEX Bank	Zonar Systems
Possible Points																	
Conformance to RFP Requirements	50	40	38	41	38	40	38	40	38	38	38	37	35	38	40	38	39
Pricing	400	341	349	323	323	313	313	313	313	261	330	275	250	344	344	324	311
Financial Viability and Marketplace Success	75	62	61	61	61	61	54	57	60	60	58	56	54	60	64	61	59
Ability to Sell and Deliver Service	100	78	78	78	78	78	78	78	78	74	87	76	76	80	88	75	80
Marketing Plan	50	39	39	39	39	39	42	42	35	35	37	38	35	34	41	37	38
Value Added Attributes	75	55	59	59	64	54	54	55	54	58	57	57	54	52	62	57	57
Warranty	50	41	40	41	39	38	40	41	53	35	39	41	31	35	39	41	40
Depth and Breadth of Offered Equipment, Products, or Services	200	165	173	168	158	168	168	165	137	170	176	160	165	175	162	162	163
Total Points	1,000	836	733	717	793	793	815	783	766	643	783	720	646	838	776	761	791
Blue Ocean		91	91	94	91	91	91	91	91	411	411	411	370	463	463	463	463
Red Ocean		91	91	94	91	91	91	91	91	411	411	411	370	463	463	463	463

Prepared by:
Beverly Hoemberg
DEFINITION: _____
Beverly Hoemberg, Procurement Analyst