

Exhibit A

RFP# 290-25 Digital Printing Equipment and Related Services						
EVALUATION CRITERIA		FIRM	FIRM	FIRM	FIRM	FIRM
		*Canon USA Inc (Primary)	*ImageNet Consulting	Knight Office Solutions Inc (Alternate)	Ricoh	*Xerox (Dahill)
Parameters:	Max Points					
Proposed Price:		\$2,665,231		\$3,223,323.00	\$4,611,896.64	
<u>The purchase price; This section will be scored based on proposer's total price in relation to ranking among other proposers prices.</u>	45	45	30	37	26	40
The reputation of the vendor and of the vendor's goods or services. References and Past Experience – Designated evaluators will check information submitted to score this section. Proposer will provide three (3) references with most updated contact information. Based on current school district with at least 200 devices. 3 Positive References = 5 Points 2 Positive References = 3 Points 1 Positive References = 1 Points Negative numbers, 1-10 may be assigned if the District experienced poor service, which the Purchasing Department documented.	5	3	0	3	1	-3
The quality of the vendor's goods or services (The quality of the vendor's goods or services will be evaluated during the proof of concept phase)	0	0	0	0	0	0
The extent to which the goods or services meet the district's needs. Transmittal Letter (Section 6.2.1) = 12 Training (Section 7.4) = 17 Implementation Plan (Section 7.5) = 12 Addendum acknowledgements, if any = 2 All required forms = 5	48	45	40	35	44	36
The vendor's past relationship with the district;	0	0	0	0	0	0
The impact on the ability of the district to comply with the laws and rules relating to historically under-utilized businesses (HUB); (must be 0 points)	0	0	0	0	0	0
For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: A. has its principal place of business in this state B. employs at least 500 persons in this state Has its principal place of business in this state Litigation – Proposer is to indicate and list if actively involved in any litigation with Owner (only) organization(s) (past, previous, or current)	0	0	0	0	0	0
Financial Strength: -Financial status of the vendor (as rated by the most recent Dun & Bradstreet) - Proposer must indicate number of years as a D&B member - Proposer to provide current D&B rating. (Within the past 12 months) - Proposals must include the DUNS account number and location of office. Failure to provide the DUNS number and risk factor rating will result in zero (0) points.	2	2	1	1	1	2
Total Points	100	93	70	75	71	73

The District solicited 273 suppliers and received 9 responses

Konica Minolta and Sharp Business Systems did not respond with a complete response

Toshiba and Novatech did not meet the scope of the RFP