



**Administrative Services**  
**Purchasing Division**

---

**MEMORANDUM**

To: Glenn Levy, PFA  
From: Jim Hume, CPPO, Senior Buyer  
Date: March 11, 2005  
Re: Proposal P-978 Fire Truck

Enclosed for your evaluation and review are proposals we received for the above captioned project. Proposals were submitted by:

Crimson Fire  
Pierce  
Ronsenbauer  
American LaFrance

If you have any questions, please contact me at ext. 6776.

## Section 5.0 Pricing

Proposals must include lump sum prices for the two engines, as specified, along with detailed price breakdowns for components. Proposals should also include a proposed method of negotiating price and equipment changes on any additional engines. The proposed method should contain a guaranteed maximum annual percentage of price increase over the lump sum price for the first two engines. Price and equipment changes must be negotiated by and agreed to by both parties.

## Section 6.0 Evaluation

### 6.1 Evaluation and Assessment of Proposal

An evaluation committee shall rank the interested firms based on their written proposals using the ranking system set forth below. Firms shall be evaluated on the following criteria. The rating scale shall be from 1 to 5, with 1 being a poor rating, 3 an average rating, and 5 an outstanding rating. Recommended weighing factors for the criteria are listed adjacent to the qualification. A selection may be made on the basis of written proposals, or the City may schedule demonstrations/interviews with up to three firms. Such demonstrations/interviews will be rated, in general, using the same procedure as the written proposals.

Weighting Factor	Qualification	Standard
2.0	Scope of Proposal	Does the response address all the elements of the proposal?
3.0	Technical Specifications	Does the proposed unit meet the general specifications? How well does the unit meet the specific design requirements?
3.0	Construction & Materials	Has the requested design, materials, fabrication, construction and performance information been provided? How well does this information indicate long-term durability, reliability, performance, and ease of maintenance?
2.0	Availability	How does delivery time of finished units compare to other manufacturers?
2.0	Motivation	Is the firm interested? Have they provided a reasonable method for handling additional purchases in the future?
2.0	Cost	How does the cost compare to other vendors? Is the proposed cost reasonable?
2.0	Firm Capability	Is the firm capable of doing the work in the required time frame? Does the firm have the warranty and support capabilities needed?