



Proposal Evaluation
Uniforms with Related Products and Services RFP #040920

	Possible Points	Blauer Manufacturing	Eastbay Inc.	Haix North America	Riddell All American	Unifirst Corporation
Conformance to Terms/ Conditions to Include Documentation	50	39	36	41	38	43
Pricing	400	348	261	290	274	340
Financial, Industry and Marketplace Successes	75	66	61	59	60	65
Bidder's Ability to Sell/ Service Contract Nationally	100	85	81	72	74	87
Bidder's Marketing Plan	50	39	34	40	34	43
Value Added Attributes	75	56	50	60	55	67
Warranty Coverages and Information	50	42	37	41	38	43
Selection and Variety of Products and Services Offered	200	175	161	134	159	182
Total Points	1,000	850	721	737	732	870
Rank Order		2	5	3	4	1

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10/25/2011 10:58:41 AM
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10/25/2011 11:21:17 AM
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10/25/2011 12:08:45 PM
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Cintas Pricing

**Contract #R-BB-19002 - FACILITIES MAINTENANCE SOLUTIONS
DISCOUNT BY PRODUCT CATEGORY**

Category	Discount (% from published/book rate)	Comments
1 Uniform Rental	10%-32%	Cintas has committed to US Communities participating public agencies a 10% discount off of National Account Book Pricing for all items.
2 Uniform Leasing	10%	
3 Uniform Purchase	10%-50%	
4 Shoe Purchase	10%	National Account book pricing is, generally, 20%-25% off of local pricing structure.
5 Mat/Mop Rental	10%-56%	
6 Mat/Mop Leasing	10%	
7 Mat/Mop Purchase	10%	
8 Restroom Supplies	10%	
9 Restroom Services	10%	
10 Deep Cleaning Services	10%	
11 First Aid/Safety Supplies	10%-60%	Can Vary by product. Minimum savings listed
12 AEDs	10%	
13 Fire Protection Services	10%	
14 Promotional Products	10%	Can Vary by product. Minimum savings listed
15 Miscellaneous	10%	
16 Other	10%	

ANY ITEM NOT INCLUDED ON THE PRICE SHEET SHALL BE PRICED AT 10% OFF NATIONAL VOLUNTARY BOOK PRICING (OR 10% OFF LOCAL BOOK PRICING WHERE NATIONAL BOOK PRICING IS NOT AVAILABLE). ALL PRICES LISTED ARE NOT TO EXCEED RATES.