



Proposal Evaluation  
HVAC Systems and Related Services RFP #070121

| Possible Points                                               |       | ACCO Engineered Systems, Inc. | Austin Air Systems (Canada), Inc. | Black & McDonald, Limited | Carrier Global Corp | Carson Design and Manufacturing, Inc. | CCG Automation, Inc. | Comfort Systems USA | FAMD, INC. (HMI Industries, Health-Mor, Inc.) | General & Mechanical Services | Global Plasma Solutions, Inc. | Hill Mechanical Corp. |
|---------------------------------------------------------------|-------|-------------------------------|-----------------------------------|---------------------------|---------------------|---------------------------------------|----------------------|---------------------|-----------------------------------------------|-------------------------------|-------------------------------|-----------------------|
| Conformance to RFP Requirements                               | 50    | 40                            | 40                                | 26                        | 42                  | 35                                    | 42                   | 36                  | 43                                            | 31                            | 36                            | 42                    |
| Pricing                                                       | 400   | 260                           | 321                               | 258                       | 329                 | 265                                   | 324                  | 304                 | 340                                           | 261                           | 306                           | 321                   |
| Financial Viability and Marketplace Success                   | 75    | 61                            | 60                                | 51                        | 63                  | 57                                    | 59                   | 65                  | 62                                            | 54                            | 52                            | 62                    |
| Ability to Sell and Deliver Service                           | 100   | 65                            | 80                                | 64                        | 85                  | 60                                    | 65                   | 76                  | 78                                            | 67                            | 77                            | 74                    |
| Marketing Plan                                                | 50    | 38                            | 37                                | 21                        | 42                  | 31                                    | 42                   | 39                  | 44                                            | 41                            | 35                            | 42                    |
| Value Added Attributes                                        | 75    | 59                            | 62                                | 34                        | 64                  | 62                                    | 64                   | 63                  | 64                                            | 52                            | 58                            | 63                    |
| Warranty                                                      | 50    | 43                            | 43                                | 34                        | 45                  | 37                                    | 44                   | 41                  | 43                                            | 37                            | 36                            | 43                    |
| Depth and Breadth of Offered Equipment, Products, or Services | 200   | 164                           | 143                               | 105                       | 179                 | 136                                   | 175                  | 149                 | 148                                           | 145                           | 145                           | 151                   |
| Total Points                                                  | 1,000 | 730                           | 786                               | 593                       | 849                 | 683                                   | 815                  | 773                 | 822                                           | 688                           | 745                           | 798                   |
| Rank Order                                                    |       | 16                            | 12                                | 21                        | 3                   | 19                                    | 7                    | 13                  | 6                                             | 18                            | 15                            | 10                    |

| Possible Points                                               |       | Honeywell International, Inc. | Johnson Controls, Inc. | Juice Technologies, Inc. | Onec Air | Pure Air Control Services, Inc. | Safe Air UV (EvergreenUV, LLC) | Siemens Industry, Inc. | Smardt Chiller Group, Inc. | The Limbach Company | The Tools Man, Inc. |
|---------------------------------------------------------------|-------|-------------------------------|------------------------|--------------------------|----------|---------------------------------|--------------------------------|------------------------|----------------------------|---------------------|---------------------|
| Conformance to RFP Requirements                               | 50    | 44                            | 45                     | 42                       | 34       | 40                              | 42                             | 43                     | 41                         | 43                  | 37                  |
| Pricing                                                       | 400   | 294                           | 335                    | 341                      | 263      | 309                             | 319                            | 318                    | 315                        | 301                 | 281                 |
| Financial Viability and Marketplace Success                   | 75    | 67                            | 69                     | 62                       | 33       | 53                              | 61                             | 67                     | 59                         | 64                  | 57                  |
| Ability to Sell and Deliver Service                           | 100   | 86                            | 89                     | 83                       | 46       | 67                              | 77                             | 88                     | 76                         | 69                  | 68                  |
| Marketing Plan                                                | 50    | 43                            | 45                     | 44                       | 33       | 40                              | 43                             | 43                     | 42                         | 44                  | 34                  |
| Value Added Attributes                                        | 75    | 68                            | 69                     | 65                       | 56       | 60                              | 61                             | 63                     | 62                         | 62                  | 56                  |
| Warranty                                                      | 50    | 43                            | 44                     | 44                       | 40       | 41                              | 45                             | 43                     | 44                         | 41                  | 37                  |
| Depth and Breadth of Offered Equipment, Products, or Services | 200   | 179                           | 182                    | 180                      | 153      | 154                             | 157                            | 178                    | 164                        | 173                 | 153                 |
| Total Points                                                  | 1,000 | 824                           | 878                    | 861                      | 658      | 764                             | 805                            | 843                    | 803                        | 797                 | 723                 |
| Rank Order                                                    |       | 5                             | 1                      | 2                        | 20       | 14                              | 8                              | 4                      | 9                          | 11                  | 17                  |

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