

**Bin Stock Program, RFP #PUR0617-251
 Proposal Evaluation Summary, August 24, 2017**

Evaluators: Chris Bormann, Utilities Purchasing and Inventory Technician; Brian Heimer, Water Plant Maintenance Manager; Joy Huber, Fleet Services Manager

Proposals received:

Company Name	Location	Ranking
W.W. Grainger, Inc.	Lake Forest, IL	926.30
Lawson Products	Chicago, IL	701.55
All Integrated Solutions	Cedar Rapids	566.70 (includes 50 pts for local preference)

1. W.W. Grainger, Inc.

Facts:

- a) Offers free next day freight and delivery
- b) Provides vending machines with each item in an individual slot
- c) Online ordering system is very robust
- d) Website is user-friendly
- e) Vast number of products available
- f) Can look for past orders on website and print delivery tickets
- g) Past performance has been good, very responsive
- h) Pricing is competitive

2. Lawson Products

Facts:

- a) Have vending machines that are a weight-based system; items are not in individual slots
- b) Product diversity is good
- c) No charge for freight sent by ground, 3-4 business day delivery
- d) Pricing is competitive

3. All Integrated Solutions

Facts:

- a) No online ordering option
- b) Smaller selection of products
- c) Website is more difficult to navigate
- d) Lowest price point

Recommendation for Award:

The evaluation team ranked each proposal independently and unanimously chose **W.W. Grainger, Inc.** as the top proposal.