

T3711 RFP Wilco Jail Lock Repairs, Preventative Maintenance and Installation Services				
Evaluation Criteria and Description	Max		Cornerstone Detention Products Inc	Willo Products Company
Contractors Company Profile (Attachment C)	P/F		Pass	Pass
Litigation History	P/F		Pass	Pass
Compensation and Fee Schedule(Attachment B)	30			
30 maximum points for pricing X (Lowest Respondent's price proposal amount/ Respondent No.X price proposal amount)				
Value Added Services	25		15	22
Contractors Qualificatios with Past Projects (Attachment D)	20		13	20
References	10		10	10
Products, Services and Solutions Offered	10		5	10
Responsiveness	5		2	5
Total	100		76	78

PRICE COMPARISON JAIL LOCKS T3711						
Preventative Maintenance - Per Unit Cost			Preventative Maintenance - Total Cost		Site Visit	
	Willo	Cornerstone	Willo	Cornerstone	Willo	Cornerstone
Southern Folger Bean Holes	\$ 179.80	\$ 79.00	\$ 18,339.60	\$ 8,058.00	Yes	No
Southern Folger Swing Door	\$ 229.90	\$ 65.00	\$ 50,578.00	\$ 14,300.00		
Southern Folger Slider Doors	\$ 259.90	\$ 264.00	\$ 6,237.60	\$ 6,336.00		
Position Switch	\$ 149.90	\$ 7.00	\$ 51,115.90	\$ 2,387.00		
Willow Swing	\$ 229.90	\$ 75.00	\$ 27,817.90	\$ 9,075.00		
Willow Sliders	\$ 259.90	\$ 199.00	\$ 42,883.50	\$ 32,835.00		
Total Cost			\$ 196,972.50	\$ 72,991.00		

Price off MSRP		10%	10%
Normal Business Hours	\$	135.00	\$ 195.00
Non-Business Hours	\$	155.25	\$ 290.00
Emergency - Business Hours	\$	178.55	\$ 250.00
Emergency - Non-Business Hours	\$	214.25	\$ 345.00

WILLO PRODUCTS COMPANY-BAFO					
Preventative Maintenance - Per Unit Cost		Preventative Maintenance - Total Cost		Cost Savings	
	Willo - Original Submit	Willo - BAFO	Willo - Original Submit	Willo - BAFO	
Southern Folger Bean Holes	\$ 179.80	\$ 150.00	\$ 18,339.60	\$ 15,300.00	\$ 3,039.60
Southern Folger Swing Door	\$ 229.90	\$ 229.90	\$ 50,578.00	\$ 50,578.00	\$ -
Southern Folger Slider Doors	\$ 259.90	\$ 259.90	\$ 6,237.60	\$ 6,237.60	\$ -
Position Switch	\$ 149.90	\$ 149.90	\$ 51,115.90	\$ 51,115.90	\$ -
Willow Swing	\$ 229.90	\$ 229.90	\$ 27,817.90	\$ 27,817.90	\$ -
Willow Sliders	\$ 259.90	\$ 259.90	\$ 42,883.50	\$ 42,883.50	\$ -
Total Cost			\$ 196,972.50	\$ 193,932.90	\$ 3,039.60