

| Description of Charges | Qty | Oshkosh |              | Rosenbauer |              | Vendor 3 |        |
|------------------------|-----|---------|--------------|------------|--------------|----------|--------|
|                        |     | Rate    | Cost         | Rate       | Cost         | Rate     | Cost   |
| Base Bid               | 1   |         | 724809.00    |            | 721063.00    |          | 0.00   |
| Radio Equipment Option | 1   |         | 17578.00     |            | 22731.00     |          | 0.00   |
| Diesel Generator       | 1   |         | 5000.00      |            | 0.00         |          | 0.00   |
|                        |     |         | 0.00         |            | 0.00         |          | 0.00   |
|                        |     |         | 0.00         |            | 0.00         |          | 0.00   |
|                        |     |         | 0.00         |            | 0.00         |          | 0.00   |
|                        |     |         | 0.00         |            | 0.00         |          | 0.00   |
|                        |     |         | 0.00         |            | 0.00         |          | 0.00   |
|                        |     |         | 0.00         |            | 0.00         |          | 0.00   |
| TOTALS:                |     |         | \$747,387.00 |            | \$743,794.00 |          | \$0.00 |

| Description of Charges | Qty | Vendor 4 |        | Vendor 5 |        | Vendor 6 |        |
|------------------------|-----|----------|--------|----------|--------|----------|--------|
|                        |     | Rate     | Cost   | Rate     | Cost   | Rate     | Cost   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 1   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| 0                      | 0   |          | 0.00   |          | 0.00   |          | 0.00   |
| TOTALS:                |     |          | \$0.00 |          | \$0.00 |          | \$0.00 |

|                                |             |  |                           |
|--------------------------------|-------------|--|---------------------------|
| Lowest cost vendor: Rosenbauer |             | Lowest cost vendor total: \$743,794.00 |                           |
| Oshkosh                        | Total Cost: | \$747,387.00                           | Net Difference \$3,593.00 |
| Rosenbauer                     | Total Cost: | \$743,794.00                           | Net Difference \$0.00     |
| Vendor 3                       | Total Cost: | \$0.00                                 | Net Difference \$0.00     |
| Vendor 4                       | Total Cost: | \$0.00                                 | Net Difference \$0.00     |
| Vendor 5                       | Total Cost: | \$0.00                                 | Net Difference \$0.00     |
| Vendor 6                       | Total Cost: | \$0.00                                 | Net Difference \$0.00     |

| Vendor Scoring Matrix  |                  |               |            |          |          |          |          |
|--|------------------|---------------|------------|----------|----------|----------|----------|
| Factor   | Point Value      | Points Earned |            |          |          |          |          |
|  | (Must total 100) | Oshkosh       | Rosenbauer | Vendor 3 | Vendor 4 | Vendor 5 | Vendor 6 |
| Quality of the Item(s) to be Supplied                                      | 25               | 24            | 25         |          |          |          |          |
| Pricing for Eligible Goods   | 35               | 34            | 35         |          |          |          |          |
| Conformity w/ Specifications and Suitability to Requirements of the County | 20               | 18            | 20         |          |          |          |          |
| Warranty, Service Contracts, Industry Standards, References, and History   | 15               | 13            | 15         |          |          |          |          |
| Past Performance of Vendor   | 5                | 3             | 3          |          |          |          |          |
|  |                  |               |            |          |          |          |          |
|  |                  |               |            |          |          |          |          |
|  |                  |               |            |          |          |          |          |
|  |                  |               |            |          |          |          |          |
| <b>Total Score:</b>  | 100              | 91            | 97         | 0        | 0        | 0        | 0        |

**Vendor Selected:**

Rosenbauer

**Date Selected:**

7/8/2022

**Selected by:**

Ryan Bachelor

|   |   |  |  |
|---|---|--|--|
| <b>Quality of items</b>   | Equal   | Equal  | Both high quality  |
| <b>Pricing Of Eligible Goods</b>                                |   |  |  |
| Base Price  | 3,746 more  | 3,746 less   | Oshkosh base price is higher   |
| Overall Price   | 3,593 more  | 3,593 less   | Overall price with generators and radios<br>Rosenbauer is lower  |
|   |   |  |  |
| <b>Conformity w/ Specs,<br/>Suitability of<br/>Requirements</b> |   |  | Rosenbauer will take 60 days longer  |
| Generator   | 5,000 more for<br>diesel generator  | Diesel<br>Generator<br>included in<br>base   |  |
| Radios  | Meets Specs -<br>will likely have<br>additional<br>charges for<br>activation etc.     | Meets Specs -<br>likely<br>additional<br>charges for<br>activation/<br>configuration |  |
| Delivery Time   | Est 365 Days  | Est 425 Days   |  |
| <b>Warranty, Service<br/>Contracts, Inustry<br/>Standards</b>   |   |  | Warranties are similar, time frame a bit<br>misleading for oshkosh   |
| Bumper to Bumper  | 1 year  | 1 year   |  |
| Engine  | 4 years**   | 2 years  | ** Everything is covered for 2 years,<br>limited after 2   |
| Transmission  | 5 Years**   | 2 years  | ** Everything is covered for 2 years,<br>limited after 2   |
| Water Pump  | 5 Years   | 5 years  |  |
| Water/Foam Tank   | Lifetime  | Lifetime   |  |
| Generator   | Five Years*   | 2 years  | 5 Year is on the Hydraulic Generator   |
| Paint Warranty  | ?   | 5 years  | Not sepcified in warranties for oshkosh  |
| Diagnostics   | Command Zone  | Connected<br>Fleet Transmit  | Really like the idea of the Connected<br>Fleet allowing diagnostics remotely and<br>inspection logging -Rosenbauer |
| Vendor support  | Neenah<br>Wisconsin   | Muskegon, MI   | Certified Rosenbaer Technician in<br>Muskegon  |
| Service Center  | Neenah<br>Wisconsin   | Pellston, MI   | Rosenbauer will make our location a<br>certified service center  |
| Engine Servicer   | Roland<br>Machinery,<br>Escanaba  | Alta<br>Equipment,<br>Traverse City  | Alta is closer for Rosenbauer and more<br>locations in michigan  |
| Training  |   |  | Both companies have a truck specific<br>class available for our personnel for cost                                 |
| Past Performance  | Service has been<br>done by outside<br>vendor, at the<br>recommendation<br>of Oshkosh | Less<br>experience<br>with<br>Rosenbauer   |  |