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STRATEGIC SOURCING

OFFICE OF THE PRESIDENT
1111 Franklin Street, 10th Floor
Oakland, California 94607-5200

DATE: January 9, 2023

TO: Whom It May Concern

FROM: Bob Stueber
Life Sciences Commodity Manager
University of California

SUBJECT: RFP #002681-Dec2021 Evaluation Summary

The University of California, Life Sciences Center of Excellence issued RFP # 002681-Dec2021 for Microscopes, related accessories and services on January 12th, 2022. Proposals were issued and received within the University of California's e-procurement platform, CalUsource. Because of this e-procurement platform, a solicitation at the University of California is made up of multiple documents in various formats and might appear as many combined documents instead of a single document. Proposal were opened on February 25th, 2022 by 5:00 PST in the University of California's e-procurement platform, CalUsource, from the following suppliers:

- Leica
- Nikon
- Olympus (Evident)
- Zeiss
- 259 Holdings

The solicitation was evaluated based on the following evaluation criteria:

- Sustainability (15%)
- Campus Partnership Plan (10%)
- Value Add Services and Capabilities (35%)
- National Capability (10%)
- Discount Structure (9%)
- Product Portfolio (6%)
- Market Basket Comparison (6%)
- Pricing Model (9%)

The Evaluation Committee reviewed, evaluated, and scored response based on the evaluation criteria. The scoring of the Evaluation Committee was then combined into a weighted average with the final proposal tabulation scoring resulting in:

Questionnaire	Wt.	Carl Zeiss	Leica	Nikon	Olympus	259 Holdings
Sustainability	15%	0.384	0.345	0.333	0.443	0.380
Campus Partnership Plan	10%	0.480	0.340	0.340	0.300	0.200
Value-Added Services and Service Capabilities	35%	1.425	1.488	1.295	1.306	1.243
National Capabilities - Omnia Partners	10%	0.100	0.100	0.100	0.500	0.100
Total Qualitative	70%	2.389	2.273	2.068	2.549	1.923
Rank		2	3	4	1	5
Pricing						
Discount Structure	9%	0.090	0.180	0.270	0.450	0.090
Product Portfolio	6%	0.060	0.240	0.120	0.300	0.180
Market Basket Comparison	6%	0.226	0.257	0.300	0.285	0.237
Pricing Model	9%	0.270	0.180	0.450	0.360	0.090
Total Pricing	30%	0.646	0.857	1.140	1.395	0.597
Rank		4	3	2	1	5
Best Value	###	3.035	3.130	3.208	3.944	2.520
Rank		4	3	2	1	5

Based on the final tabulation. The following suppliers were sent intent to award letters and began negotiations with the University of California with the intent to get to a final contract:

- Leica
- Nikon
- Olympus (Evident)
- Zeiss

As a result of negotiations, Olympus Evident was award a contract for Microscopes, related accessories and services, Contract #2022003254 for a term starting on January 1, 2023 and ending on December 31st, 2028 with the 3 options to renew for 1 amount of years.

Sincerely,
 Bob Stueber
 Life Sciences Commodity Manager
 Center of Excellence University of California Office of the President
 510-987-9364