

**RFP #20-SEH-020 Arts, Crafts, Framing, and Related Services
SCORING SHEET**

Evaluation Criteria	Max Points	The Michaels Company		School Specialty		Clayworks Supplies, Inc.	
		Consensus	Comments	Consensus	Comments	Consensus	Comments
Company Information and Capability	35	31	Well laid out, easy to read, seemed to be some conflicting language through proposal on relationship and online ordering platform that would need clarification, liked processing time and that they had 7 distribution centers, very good marketing plan, good customer service,	26	Was not as easy to follow, average processing time is 3-5 business days, seemed like some information was missing, read like a sales pitch, seemed like a cookie cutter response, large national presence, wide range of products, list a lot of public agencies	10	Weak response, local company, Missing a lot of information, not a fit for a national contract
Products, Pricing, and Distribution	45	40	Wide range with many items available, minimum order quantities is not ideal, is there restocking for returns where we just didn't like item?, account number plus discount card, causes issues, only able to use pcard online and not being able to use PO could cause issues and year end, did not see anything about warranties, returns and restocking	44	many items, included furniture, 15% restocking fee, multiple payment options	11	Inadequate response, not a big variety of products, good payment methods and terms,
References	20	18	All individual schools and not school systems, volume of students not comparable	19	Gave 2 renewal letters instead of references, Did include nearby and similar districts, did not submit as requested	3	Inadequate response, Did not submit references and need to request them, They are a current contractor for HCPS and mentioned this in their response
TOTAL TECHNICAL SCORE	100	89		89		24	
PROPOSER TOTAL SCORE	100	89		89		24	