

Attachment C RFP EVALUATION PLAN

Stage 1: Initial Responsiveness. Proposals will be reviewed for completeness and initial responsiveness. Proposals omitting required documents outlined in section IV of the RFP Summary attachment may be rejected in accordance with Attachment A, RFP Terms and Conditions.

Stage 2: Mandatory Minimum Requirements. Complete and responsive proposals will be reviewed for compliance with mandatory minimum requirements per Attachment H – Offeror Response Worksheet, Section 1. Offeror's proposal may be deemed non-responsive and receive no further consideration if Offeror does not acknowledge and agree to the mandatory minimums in Attachment H.

Stage 3: Technical Criteria. Proposals meeting or exceeding the Mandatory Minimum Requirements will be evaluated against the following Technical Criteria:

Criteria	Points Possible
Experience and Qualifications	50
Scope of Work	100
Customer Service & Product Support	100
National Cooperative Contracting Ability	50
Stage 3 Total:	300

Each response that corresponds with the technical criteria questions set forth in Attachment H will be evaluated and scored by the Lead and Sourcing Team. All scores will be compiled and applied to each of the technical criteria categories found in the table above.

The scores for the Technical Proposals will be normalized as follows: The Technical Proposal with the highest raw score will receive all available Technical Points: 300 points. The remaining Proposals will be assigned a proportional amount of the available Technical Points using the formula:

$$300 \times \frac{\text{Raw Score of Technical Proposal Being Evaluated}}{\text{Highest Raw Technical Score}}$$

Stage 4: Cost Evaluation. Proposals will then be evaluated for cost. The Offeror shall provide its full line of Child Safety Seats in the corresponding product categories in Attachment I – State Supplied Price Sheet. Offerors must include in their cost proposal a whole number percentage (%) discount off list price for each item offered within each category.

Cost Proposal will be worth a total of 700 points. Normalization for points applied (scoring purposes) will be calculated as follows:

$$\text{Point Score} = \frac{(\text{Overall Lowest Priced Child Safety Seat}) \times (\text{Points Possible: 700})}{\text{Offeror's Lowest Priced Child Safety Seat}}$$

The cost will be evaluated by calculating the point score (equation above) by taking the lowest priced Child Safety Seat (after percentage discount off list is applied) for each product category and dividing by the lowest overall price (of all Offerors' price proposals) getting a score out of 700.

Scores will then be added to the technical score to compile a final score. The final scores out of a total of 1000 points will be ranked.

Request for Proposals for
Child Safety Seats

Issued by the **State of New Jersey**
Solicitation Number 24DPP00938

Cost Proposals may also be subject to an independent review for reasonableness and best value by the Lead State. Costs determined not to be reasonable or best-value by the Lead State may result in all or part of Offeror's proposal being rejected, notwithstanding the results of the Cost Proposal evaluation.

Evaluation Summary

Category 1: Forward Facing Seats

Stage	Total Points Possible	Offeror's Total Points Earned
Technical Criteria Evaluation	300	
Cost Evaluation	700	
Total:	1000	

Category 2: Rear Facing Only

Stage	Total Points Possible	Offeror's Total Points Earned
Technical Criteria Evaluation	300	
Cost Evaluation	700	
Total:	1000	

Category 3: Booster Seats

Stage	Total Points Possible	Offeror's Total Points Earned
Technical Criteria Evaluation	300	
Cost Evaluation	700	
Total:	1000	

Category 4 – Special Needs and Category 5 – Additional and Optional Offerings are considered value-add items/services and will not be scored. Listed value-add items may be considered for addition to the contract to those Offeror's awarded a master agreement.

Award Selection

The Lead State and Multistate Sourcing Team will determine which proposals are advantageous to the Lead State and potential Participating and Purchasing Entities by determining ability to fulfil the requested scope of work and overall cost savings.

Prior to announcement of awards and execution of Master Agreements, the Lead State will present an award recommendation to the NASPO ValuePoint Executive Council for approval of the proposed awards. Following approval of the NASPO ValuePoint Executive Council, the Lead State will issue a Notice of Intent to Award letter will be issued by written notice to each Offeror. Subsequent to the issuing of the Notice of Intent of Award, the Lead State will begin formalization of NASPO ValuePoint Master Agreements. The Lead State reserves the right during contract negotiation of the Master Agreement to adjust terms and conditions that would not (in the Lead State's judgment) have a material effect on price, schedule, scope of work, or risk to the Lead State and Participating States, with materiality defined in terms of the effect on the evaluation and award. The Lead State reserves the right to accept contract or pricing changes that are more favorable to the Lead State.

If no Master Agreement is reached with the apparent awardee, the Lead State may negotiate with other Offerors or elect to make no award under this RFP.