

Composite Proposal Score Sheet

	25 Point Questions	20 Point Questions	15 Point Questions	10 Point Questions	5 Point Questions				FIRM	FIRM	FIRM	FIRM
Outstanding	19 - 25	17 - 20	12 - 15	9 - 10	4 - 5							
Exceeds Acceptable	13 - 18	13 - 16	8 - 11	7 - 8	3							
Acceptable	7 - 12	9 - 12	4 - 7	5 - 6	1 - 2							
Marginal	0 - 7	0 - 8	0 - 3	0 - 4	0							
						Pts	# Mmbrs	Max Pts	Arrow Energy, Inc.	Avfuel Corporation	Epic Aviation, LLC	World Fuel Services
1. Fuel (Form 6): • Competitive pricing						25	3	75	69	72	75	72
2. Fuel Supply: (FORM 5): • Origin of supply • Reliability of supply & delivery • Turnaround time/response time for delivery • Capability to Brand • Fuel Terminals (FORM 2)						20	3	60	47	47	44	44
3. Credit Card Programs Offered (FORM 5): • Cost of processing fees • Type of cards accepted in program • Is Program automated or manual • Turnaround time on payments to City						15	3	45	22	31	29	29
4. Marketing/Promotional Programs (Form 5): • Programs offered to promote fuel sales						15	3	45	23	37	36	35
5. Mobile Refueler Pricing (FORM 6A): • Year, Make and Model • Maintenance Program/Support • Size of units • Monthly rental rates • Estimated annual maintenance cost						15	3	45	6	32	32	31
6. Technical Support: (FORM 5): • Knowledge of products being sold • Safety Inspections/Quality Assurance • Line training assistance • Technical knowledge of petroleum industry issues • Tanks • Environmental • Petroleum industry changes						5	3	15	7	10	12	10
7. Liability Insurance Programs (FORM 5): (Beyond City's standard insurance requirements under special conditions Part IV) • Limits offered • Type of restrictions to meet liability • Roles of all involved parties clearly identified						5	3	15	10	10	10	12
						100		300	184	239	238	233

*** The cost calculation formula was adopted by the City of Lee's Summit around 1995, as established by the State Of Missouri. As of December 2002 both entities use this formula.

COST:	Arrow 23.7	AvFuel 24.9	Epic 25	World Fuel/Ascent 24.7
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