

PACE Proposal #P00141

Conditions	Possible Points	Aracubas
Conformance to Term and Conditions	5	5
Pricing	38	34
Industry and Marketplace Successes	5	5
Bidders ability to deliver and service to PACE	10	9
Bidders marketing plan	5	4
Value added attributes	5	4
Invoicing payment terms	2	2
Warranty coverage	10	9
Selection and variety of products and services	20	19
Total	100	91

PACE Proposal #P00143

Conditions	Possible Points	Lennox Industries
Conformance to Term and Conditions	5	5
Pricing	38	36
Industry and Marketplace Successes	5	5
Bidders ability to deliver and service to PACE members	10	10
Bidders marketing plan	5	4
Value added attributes	5	5
Invoicing payment terms	2	2
Warranty coverage	10	9
Selection and variety of products and services offered	20	19
TOTAL	100	95