

Bid Evaluation Scoring Matrix and Justification

This scoring matrix documents the evaluation of proposals received for the Supply and Delivery of K-Rails and Natural Stone Boulders. Scoring is based on the RFQ Basis of Award, with emphasis on total delivered cost and overall value to the City of Richmond.

Vendor	Cost Score (80)	Pricing Certainty (10)	Delivery & Availability (10)	Total Score (100)	Justification Summary
First Vanguard Rentals & Sales, Inc.	80	6	7	93	Lowest overall unit pricing across K-Rails and boulders. Most cost-effective over anticipated annual and multi-year volumes. Delivery structured per load but operationally manageable.
Blue Angel International, LLC	72	9	9	90	Clear per-unit pricing with predictable delivery costs and fast availability. Higher delivered cost when evaluated over expected

					contract volume.
Phoenix Contracting	60	7	7	74	Higher unit and delivered pricing with no offsetting operational or cost advantage.

Based on the above scoring, First Vanguard Rentals & Sales, Inc. was determined to provide the most cost-advantageous proposal and best overall value to the City.