

NEW HAMPSHIRE LIQUOR COMMISSION

SCORING OF  
RFP2018-11-ALARM

EVALUATOR NAME:

Monic Simon

DATE:

8/3/18

THE NHLC WILL USE A SCORING SCALE OF 100 POINTS AS SET FORTH IN THE TABLE BELOW:

CATEGORIES	POINTS	BK Systems Incorporated	Interstate Electric	
PRICE TOTAL		\$ 304,320	\$ 39,600	
OVERALL ENGAGEMENT PRICE	50%	0	50	
EXPERIENCE	25%	15	25	
CAPACITY TO PERFORM IN TIMELY MANNER	25%	10	25	
<b>Hourly Charges</b>				
Monitoring		\$ 30,900	\$ 26,010	
Burglar Alarm		x	3,240	
Fire Alarm		30,960	0	
<b>Burglar Repair and Service</b>				
Normal Hours		\$ 116.	60	
Other Hours		174.	90	
Mark-up Costs %		40%	15%	
Mileage		\$ 50. flat	.50 \$	
Tech Calls		N/C	0	
Key Fob Price		\$ 6.	\$ 8.	
<b>Fire Repair and Service</b>				
Normal Hours		\$ 116.	\$ 65.	
Other Hours		\$ 174.	97. <sup>50</sup>	
Mark-up Costs %		40%	15.	
Mileage		50. flat	.50	
Tech Calls:				
Normal Hours		0	0	
Other Hours		0	0	
<b>TOTAL POTENTIAL POINTS</b>	<b>100%</b>	<b>25%</b>	<b>100%</b>	

Award Winner:

Interstate

NEW HAMPSHIRE LIQUOR COMMISSION  
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EVALUATOR NAME: John Tower DATE: 8-3-2018

THE NHLC WILL USE A SCORING SCALE OF 100 POINTS AS SET FORTH IN THE TABLE BELOW:

CATEGORIES	POINTS	BK Systems Incorporated	Interstate Electric	
PRICE TOTAL		\$304,320	\$39,600	
OVERALL ENGAGEMENT PRICE	50%	0	50%	
EXPERIENCE	25%	15%	35%	
CAPACITY TO PERFORM IN TIMELY MANNER	25%	15%	25%	
<b>Hourly Charges</b>				
Monitoring				
Burglar Alarm		\$30,960	\$26,010	
Fire Alarm		\$30,960	\$3,240	
<b>Burglar Repair and Service</b>				
Normal Hours		\$116.-	\$60.-	
Other Hours		\$174.-	\$90.-	
Mark-up Costs %		40%	15%	
Mileage		\$50. FLAT	.50¢	
Tech Calls		0	0	
Key Fob Price		\$6.-	\$8.-	
<b>Fire Repair and Service</b>				
Normal Hours		\$116.-	\$165	
Other Hours		\$174.-	\$97.50	
Mark-up Costs %		40%	15%	
Mileage		50. FLAT	.50¢	
Tech Calls:				
Normal Hours		0	0	
Other Hours		0	0	
<b>TOTAL POTENTIAL POINTS</b>	100%	30%	100%	

Award Winner: Interstate Electric

NEW HAMPSHIRE LIQUOR COMMISSION  
SCORING OF  
RFP2018-11-ALARM

EVALUATOR NAME: Walter

DATE: 8/3/18

THE NHLC WILL USE A SCORING SCALE OF 100 POINTS AS SET FORTH IN THE TABLE BELOW:

CATEGORIES	POINTS	BK Systems Incorporated	Interstate Electric	
<b>PRICE TOTAL</b>		304,320	39,600	
<b>OVERALL ENGAGEMENT PRICE</b>	50%	0%	50%	
<b>EXPERIENCE</b>	25%	10%	25%	
<b>CAPACITY TO PERFORM IN TIMELY MANNER</b>	25%	10%	25%	
<b>Hourly Charges</b>				
Monitoring				
Burglar Alarm		30,960	26,010	
Fire Alarm		30,960	3240	
<b>Burglar Repair and Service</b>				
Normal Hours		116	60	
Other Hours		174	96	
Mark-up Costs %		40%	15	
Mileage			.50	
Tech Calls		0	0	
Key Fob Price		6,00	8%	
<b>Fire Repair and Service</b>				
Normal Hours		166	65	
Other Hours		174	97.5	
Mark-up Costs %		40%	15%	
Mileage		50	.50	
Tech Calls:				
Normal Hours		N/C	0	
Other Hours		N/C	0	
<b>TOTAL POTENTIAL POINTS</b>	100%	20%	100%	

Award Winner: Interstate

NEW HAMPSHIRE LIQUOR COMMISSION

SCORING OF

RFP2018-11-ALARM

EVALUATOR NAME: Charlene Everson

DATE: 8/3/18

THE NHLC WILL USE A SCORING SCALE OF 100 POINTS AS SET FORTH IN THE TABLE BELOW:

CATEGORIES	POINTS	BK Systems Incorporated	Interstate Electric	
PRICE TOTAL		\$304,320	39,600	
OVERALL ENGAGEMENT PRICE	50%	10%	50%	
EXPERIENCE	25%	15%	25%	
CAPACITY TO PERFORM IN TIMELY MANNER	25%	15%	25%	
<b>Hourly Charges</b>				
Monitoring				
Burglar Alarm		30,960	26,010.00	
Fire Alarm		30,960	3,240	
<b>Burglar Repair and Service</b>				
Normal Hours		\$116.-	\$60	
Other Hours		\$174.-	\$90	
Mark-up Costs %		40%	15%	
Mileage		\$50 - flat fee	.50 <sup>¢</sup>	
Tech Calls		N/A @ \$50	\$0	
Key Fob Price		6.00	8.00	
<b>Fire Repair and Service</b>				
Normal Hours		\$116.-	65.00	
Other Hours		\$174.-	97.50	
Mark-up Costs %		40%	15%	
Mileage		\$50 - flat fee	.50 <sup>¢</sup>	
Tech Calls:				
Normal Hours		0	0	
Other Hours		0	0	
<b>TOTAL POTENTIAL POINTS</b>	<b>100%</b>	<b>40%</b>	<b>100%</b>	

Award Winner: Interstate Electric