

FINAL Rankings and Award Notes

Lightbar Evaluation Rankings - Freight Added

Rank	Responder	Points (Freight Added)
1	Star Warning	950
2	Federal Signal	560.42
3	Code 3	463.55

Siren Evaluation Rankings - Freight Added

Rank	Responder	Points (Freight Added)
1	Star Warning	870.4
2	Code 3	735.63
3	Federal Signal	594.73

Freight Added Total (Lightbar and Siren Scores)

1	Star Warning	1820.4
2	Code 3	1199.18
3	Federal Signal	1155.15

Lightbar Evaluation Rankings - Freight Allowed

Rank	Responder	Points (Freight Allowed)
1	Star Warning	881.92
2	Whelen	880
3	Soundoff	651.8
4	Code 3	444.52
5	Federal Signal	370.79

Siren Evaluation Rankings - Freight Allowed

Rank	Responder	Points (Freight Allowed)
1	Carson	970
2	Soundoff	792.17
3	Star Warning	740.96
4	Whelen	700.05
5	Code 3	620.66
6	Federal Signal	350.51

Freight Allowed Total (Lightbar and Siren Scores)

1	Star Warning	1622.88
2	Whelen	1580.05
3	Soundoff	1443.97
4	Code 3	1065.18
5	Carson	970
6	Federal Signal	721.3

*Note- Carson does not supply Lightbars

Lightbar Evaluation Rankings-Combined

Rank	Responder	Points (Freight Added)	Points (Freight Allowed)
1	Star Warning	950	881.92
2	Whelen	NA	880
3	Soundoff	NA	651.8
4	Federal Signal	560.42	370.79
5	Code 3	463.55	444.52
6	Carson	Not scored for Lightbars	

Siren Evaluation Rankings - Combined

Rank	Responder	Points (Freight Added)	Points (Freight Allowed)
1	Carson	NA	970
2	Star Warning	870.4	740.96
3	Soundoff	NA	792.17
4	Whelen	NA	700.05
5	Code 3	735.63	620.66
6	Federal Signal	594.73	350.51

AWARD NOTES:

The Team has decided the best value is to award the top 5 highest ranked responders for the Freight Prepaid and Allowed option. That is Star Warning, Whelen, Soundoff, Code 3, and Carson. Intent to award letters will be sent to all responders.

Initial offer submittted with RFP Response

	Freight Added	Freight Allowed
Whelen	38%	38%
Fed Sig	40%	0%
Soundoff	47%	46%
Star Warning	40%	36%
Code 3	38.3%	37.3%
Carson	60%	65%

Final Negotiated Offer

	Freight Added	Freight Allowed
Whelen	NA	42%
Fed Sig	40%	0%
Soundoff	NA	49%
Star Warning	44%	40%
Code 3	47.0%	45.0%
Carson	NA	65%

Quantity Discounts

Quantity

Extra Dscount

Whelen	25+ of like items	4%
Fed Sig		0%
Soundoff		0%
Star Warning		0%
Code 3	5-9 UNITS	5%
	10-14 UNITS	10%
	15 PLUS	15%
Carson	51-125	5%
	126-300	8%

RFP INITIAL EVALUATION
L-336(5) WSCA-NASPO LED LIGHTBARS, SIRENS AND ACCESSORIES
LIGHTBAR PRICE EVALUATION - SEE SIREN PRICE EVAL ON SEPARATE WORKSHEET

NAME OF RESPONDER

WHELEN

	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	4	40								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	0	0	7	70	5	50	8	80	0	0
Awarded Points(average score):	40									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered	Freight Prepaid and Added				Freight Prepaid and Allowed					
Total Price for comparable items					42%					
					\$8,631.56					
Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available.										
Awarded Points For Price:					800					
Total Evaluation Points:										
No negotiated offer for Freight Added										
880										

NAME OF RESPONDER

FEDERAL SIGNAL

	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	0	0								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered	Freight Prepaid and Added				Freight Prepaid and Allowed					
Total Price for comparable items	40%				0%					
	\$15,300.00				\$25,500.00					
Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available.										
Awarded Points For Price:	460.42				270.79					
Total Evaluation Points:										
560.42										
370.79										

NAME OF RESPONDER

SOUNDOFF

	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	3	30								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered	Freight Prepaid and Added				Freight Prepaid and Allowed					
Total Price for comparable items					49%					
Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available.					\$13,233.48					
Awarded Points For Price:					521.80					
Total Evaluation Points:										
No negotiated offer for Freight Added										
651.80										

NAME OF RESPONDER

STAR WARNING

	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	5	50								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered	Freight Prepaid and Added				Freight Prepaid and Allowed					
Total Price for comparable items	44%				40%					
Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available.	\$8,805.44				\$9,434.40					
Awarded Points For Price:	800.00				731.92					
Total Evaluation Points:										
950.00										
881.92										

NAME OF RESPONDER

CODE 3

	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	2	20								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered Total Price for comparable items Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available. Awarded Points For Price:	Freight Prepaid and Added 47.0% \$20,504.38				Freight Prepaid and Allowed 45.0% \$21,278.13					
	343.55					324.52				
Total Evaluation Points: 463.55										
444.52										

NAME OF RESPONDER

CARSON

	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT										
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions										
Awarded Points(average score):										
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered Total Price for comparable items Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available. Awarded Points For Price:	Freight Prepaid and Added No Lightbars Offered, Only Sirens				Freight Prepaid and Allowed No Lightbars Offered, Only Sirens					
	0					0				
Total Evaluation Points: Not scored for Lightbars										
Not scored for Lightbars										

RFP INITIAL EVALUATION
L-336(5) WSCA-NASPO LED LIGHTBARS, SIRENS AND ACCESSORIES
SIREN PRICE EVALUATION - SEE LIGHTBAR PRICE EVAL ON SEPARATE WORKSHEET

NAME OF RESPONDER

WHELEN

	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	4	40								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	0	0	7	70	5	50	8	80	0	0
Awarded Points(average score):	40									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered Total Price for comparable items Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available. Awarded Points For Price:	Freight Prepaid and Added				Freight Prepaid and Allowed					
					42% \$1,279.90					
				620.05						
Total Evaluation Points:										
No negotiated offer for Freight Added				700.05						

NAME OF RESPONDER

FEDERAL SIGNAL

	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	0	0								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered Total Price for comparable items Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available. Awarded Points For Price:	Freight Prepaid and Added				Freight Prepaid and Allowed					
	40% \$1,900.80				0% \$3,168.00					
494.73				250.51						
Total Evaluation Points:										
594.73				350.51						

NAME OF RESPONDER

SOUNDOFF

NAME OF RESPONDER	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	3	30								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered	Freight Prepaid and Added				Freight Prepaid and Allowed					
Total Price for comparable items					49%					
Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available.					\$1,198.48					
Awarded Points For Price:					662.17					
Total Evaluation Points:	No negotiated offer for Freight Added				792.17					

NAME OF RESPONDER

STAR WARNING

NAME OF RESPONDER	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	5	50								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered	Freight Prepaid and Added				Freight Prepaid and Allowed					
Total Price for comparable items	44%				40%					
Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available.	\$1,175.49				\$1,259.38					
Awarded Points For Price:	800.00				630.15					
Total Evaluation Points:	950.00				780.15					

NAME OF RESPONDER

CODE 3

NAME OF RESPONDER	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	2	20								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered	Freight Prepaid and Added 47.0%				Freight Prepaid and Allowed 45.0%					
Total Price for comparable items	\$1,527.52				\$1,585.12					
Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available.										
Awarded Points For Price:	615.63				500.66					
Total Evaluation Points:	735.63				620.66					

NAME OF RESPONDER

CARSON

NAME OF RESPONDER	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted	Evaluator	Weighted
	A-LP	Point Value	B-LB	Point Value	C-SN	Point Value	D-TM	Point Value	E-LJ	Point Value
Accessibility – WCAG VPAT - 100 POINTS										
VPAT scores - scored by MN.IT	7	70								
TERMS AND CONDITIONS - 100 POINTS										
Acceptance of terms and conditions	10	100	10	100	10	100	10	100	10	100
Awarded Points(average score):	100									
PRICE EVALUATION -- 800 POINTS										
Percent Discount Offered					Freight Prepaid and Allowed 65%					
Total Price for comparable items					\$992.00					
Formula: Responder with lowest Total Price Offered for the comparable items receives total available points. All others = low price divided by their price, multiplied by total points available.										
Awarded Points For Price:					800					
Total Evaluation Points:	No negotiated offer for Freight Added				970					

LIGHTBAR MARKET BASKET PRICING

CODE 3

Generic Description	Item Offered	List Price	Freight Added		Freight Allowed	
			Percent Discount	Discounted Price Offered	Percent Discount	Discounted Price Offered
LED Lightbar for Compact Sedan with single color module	Code 3 21TRPL36C45585	\$2,056.79	47.00%	\$1,090.10	45.0%	\$1,131.23
LED Lightbar for Mid-size Sedan with single color module	Code 3 21TR47A2C45596	\$1,885.10	47.00%	\$999.10	45.0%	\$1,036.81
LED Lightbar for Full-Size Sedan with single color module	Code 3 21TR47A2C45596	\$1,885.10	47.00%	\$999.10	45.0%	\$1,036.81
LED Lightbar For SUV with single color module	Code 3 21TR52A2C5598	\$2,006.82	47.00%	\$1,063.61	45.0%	\$1,103.75
LED Lightbar for Pick up with single color module	Code 3 21TRPL58C45601	\$2,557.27	47.00%	\$1,355.35	45.0%	\$1,406.50
LED Lightbar for Compact Sedan with dual color module	Code 3 2736ACCMCC45588	\$4,967.83	47.00%	\$2,632.95	45.0%	\$2,732.31
LED Lightbar for Mid-size Sedan with dual color module	Code 3 2747ACCMCC45586	\$5,649.15	47.00%	\$2,994.05	45.0%	\$3,107.03
LED Lightbar for Full-Size Sedan with dual color module	Code 3 2747ACCMCC45586	\$5,649.15	47.00%	\$2,994.05	45.0%	\$3,107.03
LED Lightbar For SUV with dual color module	Code 3 2752ACCMCC45590	\$5,997.29	47.00%	\$3,178.56	45.0%	\$3,298.51
LED Lightbar for Pick up with dual color module	Code 3 2758ACCMCC45591	\$6,033.01	47.00%	\$3,197.50	45.0%	\$3,318.16
LED Lightbar for Compact Sedan with tri-color module	N/A					\$0.00
LED Lightbar for Mid-size Sedan with tri-color module	N/A					\$0.00
LED Lightbar for Full-Size Sedan with tri-color module	N/A					\$0.00
LED Lightbar For SUV with tri-color module	N/A					\$0.00
LED Lightbar for Pick up with tri-color module	N/A					\$0.00

FEDERAL SIGNAL

Generic Description	Item Offered	List Price	Freight Added		Freight Allowed	
			Percent Discount	Discounted Price Offered	Percent Discount	Discounted Price Offered
LED Lightbar for Compact Sedan with single color module	FS Legend LPX lightbar, 45-inch, model LPX45Z-2633905	\$1,750.00	40.00%	\$1,050.00	0%	\$1,750.00
LED Lightbar for Mid-size Sedan with single color module	FS Legend LPX lightbar, 45-inch, model LPX45Z-2633905	\$1,750.00	40.00%	\$1,050.00	0%	\$1,750.00
LED Lightbar for Full-Size Sedan with single color module	FS Legend LPX lightbar, 45-inch, model LPX45Z-2633905	\$1,750.00	40.00%	\$1,050.00	0%	\$1,750.00
LED Lightbar For SUV with single color module	FS Legend LPX lightbar, 45-inch, model LPX45Z-2633905	\$1,750.00	40.00%	\$1,050.00	0%	\$1,750.00
LED Lightbar for Pick up with single color module	FS Legend LPX lightbar, 45-inch, model LPX45Z-2633905	\$1,750.00	40.00%	\$1,050.00	0%	\$1,750.00
LED Lightbar for Compact Sedan with dual color module	FS Integrity lightbar, 44-inch, model INTG44-2662791	\$3,350.00	40.00%	\$2,010.00	0%	\$3,350.00
LED Lightbar for Mid-size Sedan with dual color module	FS Integrity lightbar, 44-inch, model INTG44-2662791	\$3,350.00	40.00%	\$2,010.00	0%	\$3,350.00
LED Lightbar for Full-Size Sedan with dual color module	FS Integrity lightbar, 44-inch, model INTG44-2662791	\$3,350.00	40.00%	\$2,010.00	0%	\$3,350.00
LED Lightbar For SUV with dual color module	FS Integrity lightbar, 44-inch, model INTG44-2662791	\$3,350.00	40.00%	\$2,010.00	0%	\$3,350.00
LED Lightbar for Pick up with dual color module	FS Integrity lightbar, 44-inch, model INTG44-2662791	\$3,350.00	40.00%	\$2,010.00	0%	\$3,350.00
LED Lightbar for Compact Sedan with tri-color module	FS Valor lightbar, 44-inch, model VALR44-WSCANASPO1	\$4,980.00	40.00%	\$2,988.00	0%	\$4,980.00
LED Lightbar for Mid-size Sedan with tri-color module	FS Valor lightbar, 44-inch, model VALR44-WSCANASPO1	\$4,980.00	40.00%	\$2,988.00	0%	\$4,980.00
LED Lightbar for Full-Size Sedan with tri-color module	FS Valor lightbar, 44-inch, model VALR44-WSCANASPO1	\$4,980.00	40.00%	\$2,988.00	0%	\$4,980.00
LED Lightbar For SUV with tri-color module	FS Valor lightbar, 44-inch, model VALR44-WSCANASPO1	\$4,980.00	40.00%	\$2,988.00	0%	\$4,980.00
LED Lightbar for Pick up with tri-color module	FS Valor lightbar, 44-inch, model VALR44-WSCANASPO1	\$4,980.00	40.00%	\$2,988.00	0%	\$4,980.00

SOUNDOFF

Generic Description	Item Offered	List Price	Freight Added - no freight add award		Freight Allowed	
			Percent Discount	Discounted Price Offered	Percent Discount	Discounted Price Offered
LED Lightbar for Compact Sedan with single color module	42" Magnum EMG2000	\$1,579.00	47.00%	\$836.87	49%	\$805.29
LED Lightbar for Mid-size Sedan with single color module	48" Magnum EMG2000	\$1,716.00	47.00%	\$909.48	49%	\$875.16
LED Lightbar for Full-Size Sedan with single color module	48" Magnum EMG2000	\$1,716.00	47.00%	\$909.48	49%	\$875.16
LED Lightbar For SUV with single color module	54" Magnum EMG2000	\$1,853.00	47.00%	\$982.09	49%	\$945.03
LED Lightbar for Pick up with single color module	54" Magnum EMG2000	\$1,853.00	47.00%	\$982.09	49%	\$945.03
LED Lightbar for Compact Sedan with dual color module	42" Nforce Dual ENFLB1242	\$3,043.00	47.00%	\$1,612.79	49%	\$1,551.93
LED Lightbar for Mid-size Sedan with dual color module	48" Nforce Dual ENFLB1248	\$3,393.00	47.00%	\$1,798.29	49%	\$1,730.43
LED Lightbar for Full-Size Sedan with dual color module	48" Nforce Dual ENFLB1248	\$3,393.00	47.00%	\$1,798.29	49%	\$1,730.43
LED Lightbar For SUV with dual color module	54" Nforce Dual ENFLB1254	\$3,701.00	47.00%	\$1,961.53	49%	\$1,887.51
LED Lightbar for Pick up with dual color module	54" Nforce Dual ENFLB1254	\$3,701.00	47.00%	\$1,961.53	49%	\$1,887.51
LED Lightbar for Compact Sedan with tri-color module	42" Nforce Tri ENFLB1242	\$3,553.00	47.00%	\$1,883.09	49%	\$1,812.03
LED Lightbar for Mid-size Sedan with tri-color module	48" Nforce Tri ENFLB1248	\$4,005.00	47.00%	\$2,122.65	49%	\$2,042.55
LED Lightbar for Full-Size Sedan with tri-color module	48" Nforce Tri ENFLB1248	\$4,005.00	47.00%	\$2,122.65	49%	\$2,042.55
LED Lightbar For SUV with tri-color module	54" Nforce Tri ENFLB1254	\$4,415.00	47.00%	\$2,339.95	49%	\$2,251.65
LED Lightbar for Pick up with tri-color module	54" Nforce Tri ENFLB1254	\$4,415.00	47.00%	\$2,339.95	49%	\$2,251.65

STAR WARNING

Freight Added

Freight Allowed

Generic Description	Item Offered	List Price	Percent Discount	Discounted Price Offered	Percent Discount	Discounted Price Offered
LED Lightbar for Compact Sedan with single color module	Star 2364LED	\$1,214.00	44.00%	\$679.84	40%	\$728.40
LED Lightbar for Mid-size Sedan with single color module	Star 2464LED	\$1,319.00	44.00%	\$738.64	40%	\$791.40
LED Lightbar for Full-Size Sedan with single color module	Star 2464LED	\$1,319.00	44.00%	\$738.64	40%	\$791.40
LED Lightbar For SUV with single color module	Star 2564LED	\$1,424.00	44.00%	\$797.44	40%	\$854.40
LED Lightbar for Pick up with single color module	Star 2564LED	\$1,424.00	44.00%	\$797.44	40%	\$854.40
LED Lightbar for Compact Sedan with dual color module	Star 2360LED	\$1,372.00	44.00%	\$768.32	40%	\$823.20
LED Lightbar for Mid-size Sedan with dual color module	Star 2460LED	\$1,738.00	44.00%	\$973.28	40%	\$1,042.80
LED Lightbar for Full-Size Sedan with dual color module	Star 2460LED	\$1,738.00	44.00%	\$973.28	40%	\$1,042.80
LED Lightbar For SUV with dual color module	Star 2560LED	\$2,088.00	44.00%	\$1,169.28	40%	\$1,252.80
LED Lightbar for Pick up with dual color module	Star 2560LED	\$2,088.00	44.00%	\$1,169.28	40%	\$1,252.80
LED Lightbar for Compact Sedan with tri-color module	Star 2376	\$2,406.00	44.00%	\$1,347.36	40%	\$1,443.60
LED Lightbar for Mid-size Sedan with tri-color module	Star 2476	\$2,957.00	44.00%	\$1,655.92	40%	\$1,774.20
LED Lightbar for Full-Size Sedan with tri-color module	Star 2476	\$2,957.00	44.00%	\$1,655.92	40%	\$1,774.20
LED Lightbar For SUV with tri-color module	Star 2576	\$3,418.00	44.00%	\$1,914.08	40%	\$2,050.80
LED Lightbar for Pick up with tri-color module	Star 2576	\$3,418.00	44.00%	\$1,914.08	40%	\$2,050.80

WHELEN

Freight Added - no
freight add award

Freight Allowed

Generic Description	Item Offered	List Price	Percent Discount	Discounted Price Offered	Percent Discount	Discounted Price Offered
LED Lightbar for Compact Sedan with single color module	Whelen CE4****	\$ 864.00	38.00%	\$535.68	42.00%	\$501.12
LED Lightbar for Mid-size Sedan with single color module	Whelen CE4****	\$ 864.00	38.00%	\$535.68	42.00%	\$501.12
LED Lightbar for Full-Size Sedan with single color module	Whelen CE8****	\$ 940.00	38.00%	\$582.80	42.00%	\$545.20
LED Lightbar For SUV with single color module	Whelen CE8****	\$ 940.00	38.00%	\$582.80	42.00%	\$545.20
LED Lightbar for Pick up with single color module	JE2****	\$ 1,144.00	38.00%	\$709.28	42.00%	\$663.52
LED Lightbar for Compact Sedan with dual color module	SZ4****	\$ 2,026.00	38.00%	\$1,256.12	42.00%	\$1,175.08
LED Lightbar for Mid-size Sedan with dual color module	SZ4****	\$ 2,026.00	38.00%	\$1,256.12	42.00%	\$1,175.08
LED Lightbar for Full-Size Sedan with dual color module	SZ8****	\$ 2,026.00	38.00%	\$1,256.12	42.00%	\$1,175.08
LED Lightbar For SUV with dual color module	SZ2****	\$ 2,026.00	38.00%	\$1,256.12	42.00%	\$1,175.08
LED Lightbar for Pick up with dual color module	SZ2****	\$ 2,026.00	38.00%	\$1,256.12	42.00%	\$1,175.08
LED Lightbar for Compact Sedan with tri-color module	S341	\$ 3,405.00	38.00%	\$2,111.10	42.00%	\$1,974.90
LED Lightbar for Mid-size Sedan with tri-color module	S341	\$ 3,405.00	38.00%	\$2,111.10	42.00%	\$1,974.90
LED Lightbar for Full-Size Sedan with tri-color module	S381	\$ 3,585.00	38.00%	\$2,222.70	42.00%	\$2,079.30
LED Lightbar For SUV with tri-color module	S321	\$ 3,585.00	38.00%	\$2,222.70	42.00%	\$2,079.30
LED Lightbar for Pick up with tri-color module	S321	\$ 3,585.00	38.00%	\$2,222.70	42.00%	\$2,079.30

CARSON - DOES NOT PROVIDE LIGHTBARS, ONLY SIRENS AND ACCESSORIES

Freight Added

Freight Allowed

Generic Description	Item Offered	List Price	Percent Discount	Discounted Price Offered	Percent Discount	Discounted Price Offered
LED Lightbar for Compact Sedan with single color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Mid-size Sedan with single color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Full-Size Sedan with single color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar For SUV with single color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Pick up with single color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Compact Sedan with dual color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Mid-size Sedan with dual color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Full-Size Sedan with dual color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar For SUV with dual color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Pick up with dual color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Compact Sedan with tri-color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Mid-size Sedan with tri-color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Full-Size Sedan with tri-color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar For SUV with tri-color module	N/A		60.00%	\$0.00	65%	\$0.00
LED Lightbar for Pick up with tri-color module	N/A		60.00%	\$0.00	65%	\$0.00

Comparable Items with Freight Prepay and Add	Code 3	Federal Sig.	Soundoff	Star Warn.	Whelen	Carson
Percent Discount Offered	47.0%	40%	No	44%	No	No
LED Lightbar for Compact Sedan with single color module	\$1,090.10	\$1,050.00	\$836.87	\$679.84	\$535.68	\$0.00
LED Lightbar for Mid-size Sedan with single color module	\$999.10	\$1,050.00	\$909.48	\$738.64	\$535.68	\$0.00
LED Lightbar for Full-Size Sedan with single color module	\$999.10	\$1,050.00	\$909.48	\$738.64	\$582.80	\$0.00
LED Lightbar For SUV with single color module	\$1,063.61	\$1,050.00	\$982.09	\$797.44	\$582.80	\$0.00
LED Lightbar for Pick up with single color module	\$1,355.35	\$1,050.00	\$982.09	\$797.44	\$709.28	\$0.00
LED Lightbar for Compact Sedan with dual color module	\$2,632.95	\$2,010.00	\$1,612.79	\$768.32	\$1,256.12	\$0.00
LED Lightbar for Mid-size Sedan with dual color module	\$2,994.05	\$2,010.00	\$1,798.29	\$973.28	\$1,256.12	\$0.00
LED Lightbar for Full-Size Sedan with dual color module	\$2,994.05	\$2,010.00	\$1,798.29	\$973.28	\$1,256.12	\$0.00
LED Lightbar For SUV with dual color module	\$3,178.56	\$2,010.00	\$1,961.53	\$1,169.28	\$1,256.12	\$0.00
LED Lightbar for Pick up with dual color module	\$3,197.50	\$2,010.00	\$1,961.53	\$1,169.28	\$1,256.12	\$0.00
* LED Lightbar for Compact Sedan with tri-color module		\$2,988.00	\$1,883.09	\$1,347.36	\$2,111.10	\$0.00
* LED Lightbar for Mid-size Sedan with tri-color module		\$2,988.00	\$2,122.65	\$1,655.92	\$2,111.10	\$0.00
* LED Lightbar for Full-Size Sedan with tri-color module		\$2,988.00	\$2,122.65	\$1,655.92	\$2,222.70	\$0.00
* LED Lightbar For SUV with tri-color module		\$2,988.00	\$2,339.95	\$1,914.08	\$2,222.70	\$0.00
* LED Lightbar for Pick up with tri-color module		\$2,988.00	\$2,339.95	\$1,914.08	\$2,222.70	\$0.00
TOTAL	\$20,504.38	\$15,300.00	\$13,752.44	\$8,805.44	\$9,226.84	\$0.00

*NOTE - Tricolor Lightbar prices were not figured into these totals

Comparable Items with Freight Prepay and Allow	Code 3	Federal Sig.	Soundoff	Star Warn.	Whelen	Carson
Percent Discount Offered	45.0%	0%	49%	40%	42%	65%
LED Lightbar for Compact Sedan with single color module	\$1,131.23	\$1,750.00	\$805.29	\$728.40	\$501.12	\$0.00
LED Lightbar for Mid-size Sedan with single color module	\$1,036.81	\$1,750.00	\$875.16	\$791.40	\$501.12	\$0.00
LED Lightbar for Full-Size Sedan with single color module	\$1,036.81	\$1,750.00	\$875.16	\$791.40	\$545.20	\$0.00
LED Lightbar For SUV with single color module	\$1,103.75	\$1,750.00	\$945.03	\$854.40	\$545.20	\$0.00
LED Lightbar for Pick up with single color module	\$1,406.50	\$1,750.00	\$945.03	\$854.40	\$663.52	\$0.00
LED Lightbar for Compact Sedan with dual color module	\$2,732.31	\$3,350.00	\$1,551.93	\$823.20	\$1,175.08	\$0.00
LED Lightbar for Mid-size Sedan with dual color module	\$3,107.03	\$3,350.00	\$1,730.43	\$1,042.80	\$1,175.08	\$0.00
LED Lightbar for Full-Size Sedan with dual color module	\$3,107.03	\$3,350.00	\$1,730.43	\$1,042.80	\$1,175.08	\$0.00
LED Lightbar For SUV with dual color module	\$3,298.51	\$3,350.00	\$1,887.51	\$1,252.80	\$1,175.08	\$0.00
LED Lightbar for Pick up with dual color module	\$3,318.16	\$3,350.00	\$1,887.51	\$1,252.80	\$1,175.08	\$0.00
* LED Lightbar for Compact Sedan with tri-color module		\$4,980.00	\$1,812.03	\$1,443.60	\$1,974.90	\$0.00
* LED Lightbar for Mid-size Sedan with tri-color module		\$4,980.00	\$2,042.55	\$1,774.20	\$1,974.90	\$0.00
* LED Lightbar for Full-Size Sedan with tri-color module		\$4,980.00	\$2,042.55	\$1,774.20	\$2,079.30	\$0.00
* LED Lightbar For SUV with tri-color module		\$4,980.00	\$2,251.65	\$2,050.80	\$2,079.30	\$0.00
* LED Lightbar for Pick up with tri-color module		\$4,980.00	\$2,251.65	\$2,050.80	\$2,079.30	\$0.00
TOTAL	\$21,278.13	\$25,500.00	\$13,233.48	\$9,434.40	\$8,631.56	\$0.00

*NOTE - Tricolor Lightbar prices were not figured into these totals

SIREN MARKET BASKET PRICING

INITIAL OFFER

FINAL OFFER

Code 3		38.3%		37.3%		47.0%		45.0%	
Generic Description	Item Offered	List Price	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	
Remote Head Siren/Light Control System	Code 3 Z3	\$1,267.64	\$782.13	\$794.81	\$671.85	\$697.20			
Remote Handheld Siren/Light Controller	Code 3 H2 3599L5	\$530.86	\$327.54	\$332.85	\$281.36	\$291.97			
Self Contained Siren/Light Controller	Code 3 MasterCom 3892L6	\$783.06	\$483.15	\$490.98	\$415.02	\$430.68			
Undercover Siren Amplifier Only	Code 3 3050	\$299.66	\$184.89	\$187.89	\$158.82	\$164.81			
TOTAL:			\$1,777.71	\$1,806.52	\$1,527.52	\$1,585.12			

INITIAL OFFER

FINAL OFFER

Carson Manufacturing Company, Inc		60%		65%		0.0%		65.0%	
Generic Description	Item Offered	List Price	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	
Remote Head Siren/Light Control System	Carson SC-411RS-10 14	\$1,245.71	\$498.28	\$436.00	\$1,245.71	\$436.00			
	Carson SC-411RD-10 14	\$1,402.86	\$561.14	\$491.00	\$1,402.86	\$491.00			
Remote Handheld Siren/Light Controller	Carson SC-550-10 14	\$713.14	\$285.26	\$249.60	\$713.14	\$249.60			
Self Contained Siren/Light Controller	Carson SC-409-10 14	\$749.29	\$299.72	\$262.25	\$749.29	\$262.25			
	Carson SC-407-10 14	\$643.43	\$257.37	\$225.20	\$643.43	\$225.20			
Undercover Siren Amplifier Only	Carson SA-361-20 14	\$232.00	\$92.80	\$81.20	\$232.00	\$81.20			
TOTAL:			\$1,133.71	\$992.00		\$992.00			

No Freight

Total includes Rows 14, 16, 18, and 19 only.

INITIAL OFFER

FINAL OFFER

Federal Signal		40.0%		0.0%		40.0%		0.0%	
Generic Description	Item Offered	List Price	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	
Remote Head Siren/Light Control System	Platinum siren, model SSP3000	\$1,699.00	\$1,019.40	\$1,699.00	\$1,019.40	\$1,699.00			
Remote Handheld Siren/Light Controller	650 Series siren, model# 650001	\$545.00	\$327.00	\$545.00	\$327.00	\$545.00			
Self Contained Siren/Light Controller	PA640 siren, model# 640000	\$625.00	\$375.00	\$625.00	\$375.00	\$625.00			
Undercover Siren Amplifier Only	Undercover Mini-siren, model# MS40	\$299.00	\$179.40	\$299.00	\$179.40	\$299.00			
TOTAL:			\$1,900.80	\$3,168.00					

INITIAL OFFER

FINAL OFFER

SoundOff		47%		46%		0.0%		49.0%	
Generic Description	Item Offered	List Price	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	No Freight		
Remote Head Siren/Light Control System	SoundOff Signal ETSA481RSP	\$858.00	\$454.74	\$463.32	\$858.00	\$437.58			
Remote Handheld Siren/Light Controller	SoundOff Signal ETSA461HPP	\$615.00	\$325.95	\$332.10	\$615.00	\$313.65			
Self Contained Siren/Light Controller	SoundOff Signal ETSA481CSP	\$598.00	\$316.94	\$322.92	\$598.00	\$304.98			
Undercover Siren Amplifier Only	SoundOff Signal ETSA200R	\$278.00	\$147.34	\$150.12	\$278.00	\$141.78			
TOTAL:			\$1,244.97	\$1,268.46		\$1,198.48			

INITIAL OFFER

FINAL OFFER

Star Warning Systems / Signal Vehicle Products		40%		36%		44.0%		40.0%	
Generic Description	Item Offered	List Price	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	No Freight		
Remote Head Siren/Light Control System	LCS800-008	\$842.97	\$505.78	\$539.50	\$472.06	\$505.78			
Remote Handheld Siren/Light Controller	LCS880-008	\$610.77	\$366.46	\$390.89	\$342.03	\$366.46			
Self Contained Siren/Light Controller	LCS770	\$462.72	\$277.63	\$296.14	\$259.12	\$277.63			
Undercover Siren Amplifier Only	SS651-008	\$181.84	\$109.10	\$116.38	\$101.83	\$109.10			
TOTAL:			\$1,258.98	\$1,342.91	\$1,175.49	\$1,259.38			

INITIAL OFFER

FINAL OFFER

Whelen		38%		38%		0.0%		42.0%	
Generic Description	Item Offered	List Price	Discount Price Freight Added	Discount Price Freight Allowed	Discount Price Freight Added	Discount Price Freight Allowed	No Freight		
Remote Head Siren/Light Control System	Whelen 295HFS4	\$864.00	\$535.68	\$535.68	\$864.00	\$501.12			
Remote Handheld Siren/Light Controller	Whelen HHS2200	\$570.00	\$353.40	\$353.40	\$570.00	\$330.60			
Self Contained Siren/Light Controller	Whelen EPSL2S9	\$529.00	\$327.98	\$327.98	\$529.00	\$306.82			
Undercover Siren Amplifier Only	Whelen ALPHASL	\$243.00	\$150.66	\$150.66	\$243.00	\$140.94			
TOTAL:			\$1,367.72	\$1,367.72		\$1,279.90			