










## Automation Project - Quote Comparison Checklist

Item		Vendor 2	Vendor 3
<b>Base</b>			
Quoted price			
Quoted delivery			
Clear / detailed proposal and concept			
Timely quote response			
Fits budget price			
<b>Concept</b>			
Overall impression / feasibility			
Uniqueness			
Flexibility			
Addresses known concerns			
Identifies new issues			
Solves new issues			
Robustness			
Component availability			
Compatible with company specs			
Maintenance friendly			
<b>Safety</b>			
Safety items identified and addressed			
Ergonomic issues identified and addressed			
PSR included			
Electrical inspection included			
<b>Vendor Resources</b>			
20 plus years of service	 yes		
In house Mechanical Design	 yes		
In house Electrical Design	 yes		
In house Fabrication Shop	 yes		
In house Machine Shop	 yes		
In house runoff of equipment	 yes		
Sr. designers 15 plus years of experience	 yes		
Experience in a variety of industries	 yes		
<b>General</b>			
ISO Certified	ISO 9001:2008		
Insurance coverage	\$5M		
Shop appearance			
Shop organized			
Personnel considerate of needs			
Personnel friendly and obliging			
Responsive staff			
Company Cultures are a fit			
Delivery time references			
Support references			
Location			

Consolidate vendor and proposal information to ensure overall value is maximized.

One could provide a value for responses: 0-no 1=yes rate1-5.

Total columns to compare vendor scores.

