

**EMS EVALUATION MATRIX  
REQUEST FOR PROPOSAL CEA0114  
EMS Portable Monitor-Defibrillators**

EVALUATION CRITERIA	MAX POINTS	COMPANY NAME	COMPANY NAME	COMPANY NAME
		Zoll Medical Corporation Chelmsford, MA	Philips Andover, MA	Physio-Control Inc. Redmond, WA
Cost	25	20.20	25.00	
Local Business Presence	10	0.00	0.00	
Proposed Solution	50	40.21	33.73	
Demonstrated Company Experience	15	13.69	9.56	
Optional Demo	20	17.36	16.58	
Optional Field Trial	30	21.02	8.98	
<b>TOTAL</b>		<b>112.48</b>	<b>93.85</b>	*

\*Physio-Control Inc. was considered non-responsive since they did not meet required specifications.