

Bid Package Name: Body Shop Weld Guns

| Final 4/10/2015 | # | Qualification Description | Response | Pass / Fail (For VW Use Only) | Provided Supporting Documentation |
|------------------------------|---|-----------------------------------------------------------------------------------------------------------|----------------|----------------------------------|--------------------------------------|
| I. Pre - Qualification | 1 | Registered at www.VWGroupSupply.com | Y/N | | Y/N |
| | 2 | Must have valid Duns number | Y/N | | Y/N |
| II. Qualifications | 1 | Must request RFP from Volkswagen Buyer | Y/N | | Y/N |
| | 2 | Must download RFP Bid Package via HIGHTAIL through link provided by VW Buyer or other secure VW method | Y/N | | Y/N |
| | 3 | Must submit complete bid through HIGHTAIL or email back to VW Buyer | Y/N | | Y/N |
| | 4 | Must submit quotation by established deadline per RFP documents | Y/N | | Y/N |
| | 5 | Must submit quotation in provided file format | Y/N | | Y/N |
| | 6 | Must have ability to source all components domestic or internationally | Y/N | | Y/N |
| | 7 | Must have Euler Hermes credit rating of CCC or better | Y/N | | Will be obtained by VW |
| | 8 | Bids must be according to specs, must meet specs and utilize provided bid sheet | Y/N | | Y/N |
| | 9 | Technical proposal must disclose any exceptions to the specifications | Y/N | | Y/N |
| III. Cost Factor Analysis | 1 | Will be performed with bids from qualified bidders only (must meet all criteria above) | | | |
| | 2 | Will be based 90% on submitted pricing (price comparison of all qualified bids) | based on price | | |
| | 3 | Will be based 10% on qualifications 8 -9 (Up to 5 points will be awarded for each criteria) | 0-90 | | |
| IV. Final Negotiations | 1 | Will be completed with all qualified bidders from cost factor analysis to determine best and final offers | | | |
| | 2 | Best price wins the bid | | | |