

Dine' College, Navajo Nation

PROJECT TITLE: Fluorescence Microscope

Firm	Navajo Preference	Navajo-Owned 100% Priority 1 Ranking	Navajo-Owned Less than 100% Priority 2 Ranking	Indian-Owned Businesses	Non-Indian Owned Businesses	Rank
Keyence					X	1
Discover - Echo					X	2
Lecia Microsystems					X	3
MAXIMUM FEASIBLE COST	\$120,000					

Navajo Business Opportunity Act, Title 5, Chapter 2

Dine' College reviewed the qualifications of bidders for the Fluorescence Microscope. There are no Navajo-owned firms that produce this product. There are no other Native American owned entities that produce this product. The College adheres to the Navajo Business Opportunity Act Title 5, Section 2 which specifies that an award shall be made to the qualified Priority #1 bidder with lowest responsive bid among the Priority #1 bidders provided the bid does not exceed the maximum feasible price. In this instance, there are no Navajo or Native American owned firms who submitted a proposal for this project.

Criteria Used to Examine Qualifications:

A	Microscope has a fully enclosed, dust proof and rotating display		Dine' College examined the qualifications of quotations received using the Criteria A through F (left). Four (4) independent reviewers were utilized. College policy requires that all procurements over \$65K are presented to the College's Board of Regents for review and approval. No Notice of Award may be generated until Board approval is generated.
B	Analyzer, hybrid cell count and macro cell count software		
C	Multi-stack module with a minimum (5) slides		
D	Annual maintenance plan		
E	Warranty - minimum 1 year		
F	Training		

Diné College, Main Campus
Name of Project: Fluorescence Microscope

1)Apply a "weight" (1-5) to criteria in turquoise cells (The same weight may be applied to more than one Criterion)

Adding Weight to Criteria List 1 = Lowest level of importance; 5 = Highest level of importance			Bidder #1			Bidder #2			Bidder #3			Bidder #4											
			Keyence			Discover - Echo			Lecia Microsystems			ThermoFisher											
Criteria	Not to Exceed Points	Weight 1-5	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.									
A	Microscope has a fully enclosed, dust proof and rotating display	15	4	Yes	15	60	No	5	20	No	5	20	No quote received	0	0								
B	Analyzer, hybrid cell count and macro cell count software	20	3	Yes, includes computer. All componenets (software, computer, hardware) are manufactured by Keyence.	20	60	Yes, but does not include computer. Software and hardware are not all from same manufacturer.	5	15	Yes, but does not include computer. Software and hardware manufactured by Lecia.	20	60		0	0								
C	Multi-stack module with a minimum (4) slides	15	2	Yes (up to 3)	10	20	Yes (up to 2)	5	10	Yes (up to 8)	15	30		0	0								
D	Annual maintenance plan	20	2	Included, no annual fee	20	40	\$8,500 annual	10	20	\$8,000 annual	5	10		0	0								
E	Warranty - minimum 1 year	15	3	Included, first year no	15	45	Included, first year no	15	45	Included, \$14,297	0	0		0	0								
F	Training	15	5	Included, no charge	15	75	Included, no charge	15	75	Included, \$12,545 cost	0	0		0	0								
Total Possible Points:			100	Bidder #1 TOTAL SCORE:			95	300	Bidder #2 TOTAL SCORE:			55	185	Bidder #3 TOTAL SCORE:			45	120	Bidder #4 TOTAL SCORE:			0	0

Rating completed by:
Interviewer #1

Date completed on:
11/2/2022

Adding Weight to Criteria List 1 = Lowest level of importance; 5 = Highest level of importance			Bidder #1			Bidder #2			Bidder #3			Bidder #4			
			Keyence			Discover - Echo			Leica Microsystems			ThermoFisher			
Criteria	Not to Exceed Points	Weight 1-5	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	
A	Microscope has a fully enclosed, dust proof and rotating display	15	4	yes, all three	15	60	Flexible for both cell culture and fixed slides. It is open	10	40	cover or dust proofing while using it. Is not enclosed to produce a	5	20		0	0
B	Analyzer, hybrid cell count and macro cell count software	20	3	yes, all three	20	60	yes, "image pro" analysis software has all three.	20	60	yes, included in price	20	60		0	0
C	Multi-stack module with a minimum (4) slides	15	2	Three slide maximum	12	24	yes, can use four slides	15	30	It can have up to an 8 slide holder for \$1000 more	5	10		0	0

D	Annual maintenance plan	20	2	yes, no charge, repair as needed, no general fee yearly	20	40	maintenance, \$8,500 annually starting with second year. If no	15	30	Not included but it would be 12k/year list price	5	10	No quote received	0	0
E	Warranty - minimum 1 year	15	3	yes 1 year	15	45	yes,	15	45	Yes, 1 year	15	45		0	0
F	Training	15	5	yes and included, and additional training is free of charge.	15	75	Can do a virtual demo of the Revolution in the next few weeks.	15	75	provided, and available as needed later.	15	75		0	0
Total Possible Points:		100		Bidder #1 TOTAL SCORE:	97	304	Bidder #2 TOTAL SCORE:	90	280	Bidder #3 TOTAL SCORE:	65	220	Bidder #0 TOTAL SCORE:	0	0

Rating completed by:
Interviewer #2

Date completed on:
10/25/2022

Adding Weight to Criteria List 1 = Lowest level of importance; 5 = Highest level of importance			Bidder #1			Bidder #2			Bidder #3			Bidder #4		
Criteria			Keyence			Discover - Echo			Lecia Microsystems			ThermoFisher		
Not to Exceed Points	Weight 1-5	Reviewer Notes	Score	Wgt.										
A	15	4	Fully enclosed	15	60	open	11	44		11	44	No quote received	0	0
B	20	3		17	51		15	45		15	45		0	0
C	15	2		14	28		12	24		11	22		0	0
D	20	2		16	32		16	32		14	28		0	0
E	15	3		15	45		12	36		11	33		0	0
F	15	5		12	60		11	55		11	55		0	0
Total Possible Points:		100	Bidder #1 TOTAL SCORE:	89	276	Bidder #2 TOTAL SCORE:	77	236	Bidder #3 TOTAL SCORE:	73	227	Bidder #0 TOTAL SCORE:	0	0

Rating completed by:
Interviewer #3

Date completed on:

Adding Weight to Criteria List 1 = Lowest level of importance; 5 = Highest level of importance			Bidder #1			Bidder #2			Bidder #3			Bidder #4		
Criteria			Keyence			Discover - Echo			Lecia Microsystems			ThermoFisher		
Not to Exceed Points	Weight 1-5	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	
A	15	4	yes	15	60	No	5	20	No	5	20	No quote	0	0
B	20	3	In house software, includes computer and monitor.	20	60	Multiple out-sourced (non company software), does not	5	15	In house software. Does not include computer or monitor,	10	30		0	0
C	15	2	Up to 3 slides and has ability to hold and view 96 well plates.	12	24	Only 2 slides	5	10	Unsure, Unable to identify	5	10		0	0

D	Annual maintenance plan	20	2	First year Maintenance included at no additional cost	20	40	First year maintaince included at no additional cost	20	40	First year cost maintance cost included in bid	10	20	received	0	0
E	Warranty - minimum 1 year	15	3	yes	15	45	yes first year, then \$1000 annual	15	45	yes, at \$14,297 per year. First year not free.	0	0		0	0
F	Training	15	5	Included no additional cost	15	75	Included no additional cost	15	75	Included at rate of \$12,545	0	0		0	0
Total Possible Points:		100		Bidder #1 TOTAL SCORE:	97	304	Bidder #2 TOTAL SCORE:	65	205	Bidder #3 TOTAL SCORE:	30	80	Bidder #0 TOTAL SCORE:	0	0

Rating completed by:
Interviewer #4

Date completed on:
11/2/2022

RANKING PER QUALIFICATION	Weighted Score*	Rank
Keyence	1184.00	1
Discover - Echo	906.00	2
Lecia Microsystems	647.00	3

* Highest Score represents highest ranking, ranking is subjective and is used to inform final decision

Diné College, Main Campus

Name of Project: **Fluorescence Microscope**

1) Apply a "weight" (1-5) to criteria in turquoise cells (The same weight may be applied to more than one Criterion)

2) Apply a score for each Firm in Yellow Cells - the score cannot exceed the total in Column "C". Consider whether each Firm has provided a detailed response, or if the response does not adequately demonstrate the Design-Builder's qualifications for the target criterion.

Adding Weight to Criteria List 1 = Lowest level of importance; 5 = Highest level of importance			Bidder #1			Bidder #2			Bidder #3			Bidder #4											
			Keyence			Discover - Echo			Lecia Microsystems			ThermoFisher											
Criteria	Not to Exceed Points	Weight 1-5	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.									
A	Microscope has a fully enclosed, dust proof and rotating display	15	4	Yes	15	60	No	5	20	No	5	20	No quote received	0	0								
B	Analyzer, hybrid cell count and macro cell count software	20	3	Yes, includes computer. All componenets (software, computer, hardware) are	20	60	Yes, but does not include computer. Software and hardware are not all from	5	15	Yes, but does not include computer. Software and hardware manufactured by	20	60		0	0								
C	Multi-stack module with a minimum (4) slides	15	2	Yes (up to 3)	10	20	Yes (up to 2)	5	10	Yes (up to 8)	15	30		0	0								
D	Annual maintenance plan	20	2	Included, no annual fee	20	40	\$8,500 annual maintenance after first year	10	20	\$8,000 annual maintenance	5	10		0	0								
E	Warranty - minimum 1 year	15	3	Included, first year no cost	15	45	Included, first year no cost	15	45	Included, \$14,297 starting first year	0	0		0	0								
F	Training	15	5	Included, no charge	15	75	Included, no charge	15	75	Included, \$12,545 cost	0	0		0	0								
Total Possible Points:			100	Bidder #1 TOTAL SCORE:			95	300	Bidder #2 TOTAL SCORE:			55	185	Bidder #3 TOTAL SCORE:			45	120	Bidder #4 TOTAL SCORE:			0	0

Rating completed by:
Interviewer #1

Date completed on:
11/2/2022

Diné College, Main Campus

Name of Project: Fluorescence Microscope

1) Apply a "weight" (1-5) to criteria in turquoise cells (The same weight may be applied to more than one Criterion)
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Adding Weight to Criteria List 1 = Lowest level of importance; 5 = Highest level of importance			Bidder #1			Bidder #2			Bidder #3			Bidder #4							
			Keyence			Discover - Echo			Leica Microsystems			ThermoFisher							
Criteria	Not to Exceed Points	Weight 1-5	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.					
A	15	4	Microscope has a fully enclosed, dust proof and rotating display yes, all three	15	60	Microscope has a fully enclosed, dust proof and rotating display, dust proofing while using it. It is not enclosed to produce a dark room effect. There is a dust cover for for both cell culture and fixed slides. It is open architecture microscope. Body of microscope is above and creates the dark	10	40	Microscope has a fully enclosed, dust proof and rotating display, dust proofing while using it. It is not enclosed to produce a dark room effect. There is a dust cover for dust proofing while using it. It is not enclosed to produce a dark room effect. There is a dust cover for	5	20								
B	20	3	Analyzer, hybrid cell count and macro cell count software yes, all three	20	60	yes, "image pro" analysis software has all three.	20	60	yes, included in price	20	60								
C	15	2	Multi-stack module with a minimum (4) slides Three slide maximum	12	24	yes, can use four slides	15	30	It can have up to an 8 slide holder for \$1000 more	5	10								
D	20	2	Annual maintenance plan yes, no charge, repair as needed, no general fee yearly	20	40	yes, warranty plus preventative maintenance, \$8,500 annually starting with second year. If no PM fee paid, and a problem occurs, they fix it and charge the costs for travel and parts.	15	30	Not included but it would be 12k/year list price	5	10								
E	15	3	Warranty - minimum 1 year yes 1 year	15	45	yes,	15	45	Yes, 1 year	15	45								
F	15	5	Training yes and included, and additional training is free of charge.	15	75	yes, installation and ongoing, free. Can do a virtual demo of the Revolution in the next few weeks.	15	75	Yes, initial installation training provided, and available as needed later.	15	75	No quote received							
Total Possible Points:			100	Bidder #1 TOTAL SCORE:		97	304	Bidder #2 TOTAL SCORE:		90	280	Bidder #3 TOTAL SCORE:		65	220	Bidder #4 TOTAL SCORE:		0	0

Rating completed by:
Interviewer #2

Date completed on:
10/25/2022

Diné College, Main Campus
Name of Project: Fluorescence Microscope

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Criteria	Not to Exceed Points	Weight 1-5	Keyence			Discover - Echo			Lecia Microsystems			ThermoFisher		
			Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.
A	15	4	Fully enclosed	15	60	open	11	44		11	44	No quote received	0	0
B	20	3		17	54		15	45		15	45		0	0
C	15	2		14	28		12	24		11	22		0	0
D	20	2		16	32		16	32		14	28		0	0
E	15	3		15	45		12	36		11	33		0	0
F	15	5		12	60		11	55		11	55		0	0
Total Possible Points: 100			Bidder #1 TOTAL SCORE: 89 279			Bidder #2 TOTAL SCORE: 77 236			Bidder #3 TOTAL SCORE: 73 227			Bidder #4 TOTAL SCORE: 0 0		

Rating completed by:
Interviewer #3

Date completed on:
11/7/2022

Diné College, Main Campus
Name of Project: Fluorescence Microscope

1) Apply a "weight" (1-5) to criteria in turquoise cells (The same weight may be applied to more than one Criterion) 2) Apply a score for each Firm in Yellow Cells - the score cannot exceed the total in Column "C". Consider whether each Firm has provided a detailed response, or if the response does not adequately demonstrate the Design-Builder's qualifications for the target criterion.

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Criteria	Not to Exceed Points	Weight 1-5	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.	Reviewer Notes	Score	Wgt.						
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B	Analyzer, hybrid cell count and macro cell count software	20	3	In house software, includes computer and monitor.	20	60	Multiple out-sourced (non company software), does not include computer or monitor, requiring additional cost	5	15	In house software. Does not include computer or monitor, requiring additional cost.	10	30		0	0					
C	Multi-stack module with a minimum (4) slides	15	2	Up to 3 slides and has ability to hold and view 96 well plates.	12	24	Only 2 slides	5	10	Unsure, Unable to identify	5	10		0	0					
D	Annual maintenance plan	20	2	First year Maintenance included at no additional cost	20	40	First year maintaince included at no additional cost	20	40	First year cost maintance cost included in bid	10	20		0	0					
E	Warranty - minimum 1 year	15	3	yes	15	45	yes first year, then \$1000 annual	15	45	yes, at \$14,297 per year. First year not free.	0	0		0	0					
F	Training	15	5	Included no additional cost	15	75	Included no additional cost	15	75	Included at rate of \$12,545	0	0		0	0					
Total Possible Points:																				
			Bidder #1 TOTAL SCORE:			97	304	Bidder #2 TOTAL SCORE:			65	205	Bidder #3 TOTAL SCORE:		30	80	Bidder #4 TOTAL SCORE:		0	0

Rating completed by:
Interviewer #4

Date completed on:
11/2/2022