



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 081120
Entitled

Fitness Equipment with Related Accessories and Services

The following advertisement was placed June 23, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and June 24, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Fitness Equipment with Related Accessories and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than August 11, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

ALL SOUTH SHORE MEDICAL SUPPLY, INC.	KYA Services, LLC.
Apple Fitness Store, Ltd.	Life Fitness, LLC.
Ceres Pacifica	LifeTec, Inc.
Combat Brands, LLC.	Metagenics Fitness, Inc.
Controlled Products, LLC.	Optimal Leasing, LLC.
Coulter Ventures, LLC.	Precor, Inc.
DrumFIT USA Corporation	Prime Vendor, Inc.
Dynamic Fitness and Strength, LLC.	Prism Fitness, Inc.
Ecore International	Promaxima Mfg.
Fitness LifeStyles	Ry-Lecia Corp.
Freemotion Fitness	School Specialty, Inc.
G&G Fitness Equipment, Inc.	SportsArt America, Inc.
GERRELLS SPORTS CENTER, INC.	STADIUM SYSTEM, INC.
Higher Standard Sales	Sun Capital Enterprises, LLC.

Impact Fitness Foundation	Technogym USA Corp.
It's Greek To Me, INC.	True Fitness Technologies, Inc.
JHT Canada	USMILCOM, INC.
Johnson Health Tech North America	Varsity Brands Holding Co., Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on August 11, 2020 at 4:31:09 pm CT. Proposals were received from the following:

Apple Fitness Store, Ltd.
 Controlled Products, LLC.
 DrumFIT USA Corporation
 Dynamic Fitness and Strength, LLC.
 Fitness LifeStyles
 Freemotion Fitness
 G&G Fitness Equipment, Inc.
 Life Fitness, LLC.
 Metagenics Fitness, Inc.
 Precor, Inc.
 Prism Fitness, Inc.
 Ry-Lecia Corp.
 SportsArt America, Inc.
 Technogym USA Corp.
 True Fitness Technologies, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
 Carol Jackson, Procurement Analyst
 Stephanie Haataja, CPIM, Procurement Analyst
 Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Life Fitness offers cardio, resistance, group training, and rehabilitation equipment solutions under multiple brands and product lines. They serve all of the US and Canada with 55 full time certified technicians and more than 340 independent service providers. Life Fitness maintains an extensive parts inventory, with discounted pricing on preventative maintenance replacement parts. The Life Fitness pricing reflects significant savings to Sourcewell participating entities.

Precor, Inc. offers a full range of cardio, strength and functional training products and services, including an online virtual fitness training system, product warranties, preventive maintenance plans and extended warranty plans. Their products are supported throughout the United States and Canada by a network of dealer sales

representatives and 300 service technicians. Precor offers a significant discount off MSRP pricing with additional volume discounts available.

SportsArt America is offering cardio, strength, and functional training products, featuring their ICARE and ECO-POWER lines. Equipment features include technology advances that will aid participating entities in achieving environmental and sustainability goals or targets. The SportsArt America dealer network and service technician team will serve participating entities across North America. Their pricing offers a considerable discount from MSRP to participating entities.

Technogym USA Corp. product offerings include equipment and accessories for cardiovascular, strength, free weight, selectorized, and plate loaded training, along with a complete programming solution within its Mywellness connected platform. Technogym will sell directly to Sourcewell participating entities, employs their own service technicians, and utilizes a network of service providers across the United States and Canada. They offer a standard product warranty and extended service contracts. Technogym offers competitive pricing with a range of discounts by product category.

TRUE Fitness Technologies, Inc., has an expansive service team throughout the United States and Canada to readily respond to the needs of participating entities. TRUE Fitness offers a broad line of cardio equipment, strength equipment and related accessories and in-depth knowledge of the latest trends and technology advancements in the fitness industry. Sourcewell participating entities will benefit from TRUE's pricing model and solid discount structure as they select products to meet their fitness needs.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #081120 to:

Life Fitness	081120-LFF
Precor, Inc.	081120-PCR
SportsArt America	081120-SPA
Technogym	081120-TNO
TRUE Fitness	081120-TRU

The preceding recommendations were approved on September 28, 2020.

DocuSigned by:
Greg Grunig

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Greg Grunig, Procurement Lead Analyst

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Carol Jackson

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Carol Jackson, Procurement Analyst

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Steff Haataja

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Stephanie Haataja, CPIM, Procurement Analyst

DocuSigned by:

Nick Scholer

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Nick Scholer, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #081120 for Fitness Equipment with Related Accessories and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO

Chief Procurement Officer