



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #010721
Entitled

Outdoor Fitness Equipment with Related Accessories and Services

The following advertisement was placed November 12, 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://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and November 13, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Outdoor 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://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 7, 2021, 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:

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| Advanced Healthstyles Fitness Equipment, Inc. | May Enterprises, Inc. |
| Americana Building Products, Inc. | Metagenics Fitness, Inc. |
| BeaverFit USA | NZL Equipment |
| C BOND SYSTEMS | Omni Sport, Inc. |
| Columbia Cascade Company | Outdoor-Fit Exercise Systems, Inc. |
| Digital D-Signs | Paris Site Furnishings |
| Ecore International | Performance Health Supply, Inc. |
| f.i group of companies, inc. | Playground Planners |
| GameTime | Prophet Corp. |
| Greenfields Outdoor Fitness, Inc. | Ry-Lecia Corp. |
| Happy Playgrounds | SKYLINE ATHLETICS, INC. |
| Hercules Poly | Sport Resource Group, Inc. |
| Joint Protection Products | Stevie C Services, LLC |

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|-----------------------------------|--------------------------------------|
| Kenguru Professional Canada, Inc. | Sun Capital Enterprises, LLC |
| KYA Services, LLC | Team Pain Enterprises, Inc. |
| Landscape Structures, Inc. | TLMV Inc. dba American Fence Company |
| LifeTec, Inc. | Twins Contracting and Supplies, LLC |

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 January 7, 2021 at 4:36:23 pm CT. Proposals were received from the following:

Advanced Healthstyles Fitness Equipment, Inc.
Columbia Cascade Company
Ecore International
Greenfields Outdoor Fitness, Inc.
Joint Protection Products
KYA Services, LLC
Landscape Structures, Inc.
Outdoor-Fit Exercise Systems, Inc.
Ry-Lecia Corp.
Sun Capital Enterprises, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
Chris Robinson, CPSM, Procurement Manager
Brandon Town, CPSM, CPSD, Procurement Analyst
Stephanie Haataja, CPIM, 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 the products and services offered in the proposal response of Joint Protection Products fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Greenfields Outdoor Fitness, Inc., provides a wide range of outdoor fitness systems and combination packages. They are ready to provide support with an inside sales force and an independent dealer network located throughout the United States and Canada. Greenfields Outdoor Fitness offers strong line item and volume discounts to Sourcewell Participating Entities.

Landscape Structures offering includes outdoor fitness equipment comprised of new and recycled components. Their sales and service force is located across the United States and Canada allowing them to serve Sourcewell participating entities. Landscape Structures is providing a significant discount off their list price.

Outdoor-Fit Exercise is a Canadian manufacturer offering a mix of outdoor fitness equipment along with a line developed specifically for the corrections system. Their North American dealer network give them the capability to serve Sourcewell participating entities. Outdoor-Fit Exercise is offering a competitive discount to participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #010721 to:

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| Greenfields Outdoor Fitness, Inc. | 010721-GRN |
| Landscape Structures Inc. | 010721-LSI |
| Outdoor-Fit Exercise Systems Inc. | 010721-GRN |

The preceding recommendations were approved on February 3, 2021.

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Greg Grunig, Procurement Lead Analyst

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Chris Robinson, CPSM, Procurement Manager

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Brandon Town, CPSM, CPD Procurement Analyst

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Stephanie Haataja, CPIM, Procurement Analyst

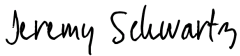
STATEMENT OF COMPLIANCE

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 #010721 for Outdoor 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.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer