



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #052324**  
Entitled

**Fitness Equipment with Related Accessories and Services**

The following advertisement was placed April 4, 2024 in *USA Today*, in South Carolina’s *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), April 5, 2024 in Oregon’s *Daily Journal of Commerce*, and April 4 and April 11, 2024 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit 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://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 23, 2024, 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:

Advanced Healthstyles Fitness Equipment, Inc.	JTL Enterprises, LLC dba Hydromassage
Alpha Fitness	Life Fitness, LLC
Anchortex Corporation	Lifestyle Equipment (2002), Ltd.
Baketivity Corp	LifeTec, Inc.
Bankshot Sports Organization, LLC	Microlife USA, Inc.
BEF Welding & Fabrication	Move Strong Functional Fitness Equipment, LLC
Bells of Steel, Inc.	MRG Hauff, LLC
Bolt Fitness Supply, LLC	Performance Health Supply, Inc. dba Medco Supply Company
Coulter Ventures, LLC	PLAE Vertical, Inc.
Design2Wellness	Porta-Pro Mounds, Inc.
DIAMOND POWER CONSULTANT GROUP, INC.	Precor, Inc.
Dynamic Fitness and Strength, LLC	Promaxima Mfg.

EGYM, Inc.	PWXPress
Eleiko Sport, Inc.	Rogers Athletic Company
Elitefts.com, Inc	SIEGEL PERFORMANCE SYSTEMS
Fitness Experience, Inc.	SportsArt America, Inc.
Fitness Superstore, Inc.	Sweetgrass Custom Upholstery, LLC
Fitness Ventures International, LLC dba Aktiv Solutions	TOG Industrial
Fonroche Lighting America	TriActive USA Fitness Equipment
Freemotion Fitness Canada	True Fitness Technologies, Inc.
Healthchek Network, LLC	United Supply Corp.
iFIT, Inc. dba Freemotion Fitness	Universal Athletic, LLC
Johnson Health Tech North America, Inc. dba Matrix Fitness	Varsity Brands Holding Co., Inc.
Johnson Health Tech Retail, Inc. dba Vision Fitness	VS Athletics

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 May 23, 2024, at 4:30 pm CT. Proposals were received from the following:

Anchortex Corporation  
 Bolt Fitness Supply, LLC  
 Dynamic Fitness and Strength, LLC  
 EGYM, Inc.  
 Eleiko Sport, Inc.  
 Fitness Ventures International, LLC dba Aktiv Solutions  
 Fonroche Lighting America  
 Healthchek Network, LLC  
 iFIT, Inc. dba Freemotion Fitness  
 Johnson Health Tech North America, Inc. dba Matrix Fitness  
 Johnson Health Tech Retail, Inc. dba Vision Fitness  
 JTL Enterprises, LLC dba Hydromassage  
 Life Fitness, LLC  
 Performance Health Supply, Inc. dba Medco Supply Company  
 Precor, Inc.  
 SportsArt America, Inc.  
 True Fitness Technologies, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II  
 Ben James, Procurement Analyst II  
 Neva Crawford, Procurement Analyst  
 Ashley Powers, 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 from Fonroche Lighting America, Healthchek Network, LLC, and Performance Health Supply, Inc. dba Medco Supply Company, 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.

DYNAMIC Fitness & Strength, LLC., manufactures cardio and strength equipment, which can be customized to fit the end user's brand. With their 261,000-foot warehouse, DYNAMIC is ready to serve Sourcewell participating entities in all 50 states and Canada. Their 3-D engineering and graphics software provides a virtual facility layout before purchase. DYNAMIC offers on-site training and equipment demonstration during installation. Their limited lifetime warranty covers manufacturing defects in steel, welding, and machining. They are offering solid pricing discounts.

EGYM, Inc. is a smart strength machine manufacturer with a Cloud-based fitness platform that integrates with 155+ other equipment brands. EGYM's Connected Partner Integrations can connect cardio and strength equipment to automatically synchronize member workout data through the EGYM Cloud. EGYM has a direct sales team for the US and 11 Canadian provinces to serve Sourcewell participating entities, a two-year warranty with annual service, and free integrations for EGYM equipment buyers. EGYM offers discounts off the list price and volume discounts.

Life Fitness, LLC is a manufacturer of a complete line of commercial fitness equipment. Their extensive portfolio includes both strength and cardio training machines, alongside innovative solutions like Life Fitness on Demand, Halo Fitness Cloud, and Digital Coach. Catering to all Sourcewell participating entities across the US and Canada, Life Fitness delivers competitively discounted rates from the suggested retail prices across various categories.

Precor Inc. is a fitness equipment company founded in 1980. They sell American-made equipment in over one hundred countries. Precor has a vast dealer network with over two hundred dealers in the US and Canada. Technical training courses are also offered, in addition, Precor has over three hundred certified technicians, and is a current Sourcewell contract holder. Precor offers participating entities deeply discounted pricing.

SportsArt America, Inc., d/b/a SportsArt Fitness offers a full range of cardio, strength, and rehabilitation equipment. SportsArt's ECO-POWR line uses patented technology to capture 74% of the energy generated during a workout and feeds it back into the grid. Their sales team and network of over 255 dealers will serve Sourcewell participating entities in the United States and Canada. Their standard warranty includes parts and labor, and they offer extended warranty and preventative maintenance options. SportsArt is offering substantial discounts off MSRP.

True Fitness Technology, Inc. is the oldest privately owned fitness company in the industry. Started by the Trulaske Brothers in 1981, the original mission was to build a better treadmill. Over the years, that has evolved into a full complement of cardio and strength training equipment. True has a strong dealer network from more than 40 years serving this industry with over 1,000 contracted independent service providers to support True's installations around the world. True manufactures and supports solutions that can meet any trends, needs, or budget.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #052324 to:

DYNAMIC Fitness & Strength, LLC.	#052324-DYF
EGYM, Inc	#052324-EGY
Life Fitness, LLC	#052324-LFF
Precor Inc.	#052324-PCR
SportsArt America, Inc., d/b/a SportsArt Fitness	#052324-SPA
True Fitness Technology, Inc.	#052324-TRU

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*Scott Dobereiner*

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Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II

Signed by:

*Neva Crawford*

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Neva Crawford, Procurement Analyst

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*Ben James*

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Ben James, Procurement Analyst II

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*Ashley Powers*

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Ashley Powers, Procurement Analyst

### STATEMENT OF COMPLIANCE

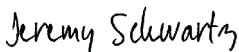
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #052324 for Fitness Equipment with Related Accessories and Services**.

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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on August 20, 2024.

Signed by:

  
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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Procurement Officer