



# City Council Report

**Date:** August 28, 2017  
**To:** City Council  
**Through:** Michael Kennington, Chief Financial Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Three-Year Term Contract for Commercial Grade Fitness Equipment for the Fire and Medical, and Parks, Recreation and Community Facilities Departments **(Citywide)**

## Purpose and Recommendation

Council is requested to approve the Term Contract for Commercial Grade Fitness Equipment as recommended. A committee representing the Fire and Medical, Police, and Parks, Recreation and Community Facilities (PRCF) and Purchasing evaluated responses.

The evaluation committee recommends awarding the contract to the highest scored proposal from Fitness 4 Home Superstore, Inc. dba Commercial Fitness Superstore at \$90,000.00 annually, based on estimated requirements.

## Background / Discussion

This contract will provide commercial-grade fitness equipment such as treadmills, elliptical/cross trainer, stationary and recumbent bikes, leg extension machines, Olympic straight bars, plyometric stands and other cardio and strength fitness equipment. Fire and Medical will purchase fitness equipment as-needed to replace equipment that has reached end of life and new equipment if needed. PRCF will purchase fitness equipment for the Red Mountain Multigenerational Center's fitness area as needed to replace end-of-life equipment at the Center.

The City received six proposals and two No Bid responses. Five proposals met the minimum qualifications and one proposal was deemed as Non-Responsive. Staff from the Fire and Medical, Police, and PRCF and Purchasing evaluated the five proposals based on the evaluation criteria as stated in the solicitation. The highest scored proposal, Commercial Fitness Superstore is being recommended for award. The evaluation committee unanimously agreed on the recommendation.

## Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

## Fiscal Impact

The annual contract amount is available through the operating budget of the Department using the contract.

## **Coordinated With**

Fire and Medical Department  
Parks, Recreation and Community Facilities Department  
Police Department  
Purchasing

## **PURCHASING INFORMATION**

Action: Initial Award  
Procurement Type: Request for Proposals  
Solicitation Number: 2017203  
Vendors Registered: ProcureAZ (490) and Vendor Self Service (45)  
Advertising: ProcureAZ and Purchasing Website  
Downloads: 51  
Responses: 6 (1 Non-Responsive) and 2 No Bid responses  
Local Consideration: N/A as there were no Mesa responses  
Protests Received: None  
Initial Contract Term: Three years  
Possible Renewals: Two, one-year renewals subject to future Council consideration  
Prices: Future price increases are capped by the Producer Price Index  
Pricing Available to Other Cooperative Agencies: Yes

## **June 21, 2017 Proposals Received**

Advanced Healthstyles Fitness Equipment Inc. dba Advanced Exercise - Littleton, CO  
Fitness 4 Home Superstore, Inc. dba Commercial Fitness Superstore - Phoenix, AZ  
FitLogistix LLC - Chandler, AZ  
Gym Source USA, LLC dba Gym Source - Tempe, AZ  
Component Fabricators Inc dba Legend Fitness - Knoxville, TN

## **Proposal deemed as Non-Responsive**

Pro Maxima - Did not acknowledge the addenda and did not submit its pricing on the revised pricing sheet.

## **No Bid Proposals received**

Buddy's All Stars, Inc.  
BSN Sports

**Final Scoring Results**

Evaluation Criteria / Points Possible	Advanced Exercise	Commercial Fitness Superstore (Recommended)	FitLogistix	Gym Source	Legend Fitness
Firm's Qualifications & Experience / 40	32.25	40.00	35.00	40.00	20.00
Firm's Proposed Solution / 20	10.00	19.50	18.75	20.00	10.00
Price / 40	30.60	40.00	37.04	32.88	30.88
Total / 100	72.85	<u>99.50</u>	90.79	92.88	60.88

**AWARD RECOMMENDATION**  
***Commercial Fitness Superstore***  
**Phoenix, AZ**

Description
Commercial-Grade Fitness Equipment per Agreement No. 2017203; Exhibits – Scope of Work, Pricing and Mesa Standard Terms and Conditions; Other Exhibits; Solicitation including any addenda; and Contractor Response  <b>Annual Contract Amount: <u>\$90,000.00</u></b>