



City Council Report

Date: December 8, 2022
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Kristy Garcia, Procurement Administrator
Subject: Three-Year Term Contract with Two Years of Renewal Options for Commercial Grade Fitness Equipment for the Fire & Medical Services, Police, and Parks, Recreation and Community Facilities Departments **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing Mesa Fire and Medical Services, Police, Parks, Recreation and Community Facilities Departments, 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 \$235,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

Background / Discussion

This contract will provide commercial-grade fitness equipment such as treadmills, ellipticals, and other cardiovascular and weight equipment. The fitness equipment will be used by Fire & Medical at fire stations and the training academy to comply with NFPA 1582. Police will purchase equipment for the PD training academy and various substations and facilities, and PRCF will be using this contract to equip the fitness areas at various public recreation centers.

The City received six proposals. Five proposals met the minimum qualifications, and one proposal was deemed as Non-Responsive. The committee evaluated the five proposals based on the evaluation criteria as stated in the solicitation. The two vendors, Fitness 4 Home Superstore, Inc. dba Commercial Fitness Superstore and Tek Fitness Distributors had the highest-scored proposals and were shortlisted and invited to participate in the reverse auction event. Based upon the results from the reverse auction, the evaluation committee recommends award to Fitness 4 Home Superstore, Inc. dba Commercial Fitness Superstore, the highest-scored respondent whose proposal best meets the City's requirements.

Purchase Information

Action: Award
Procurement Type: Request for Proposals
Contract Number: 2023014

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Three Years

Possible Renewals: Up to a maximum of two years subject to Administrative review and approval

Funding Source: Individual Departments' General Fund

Proposal Responses

Fitness 4 Home Superstore dba Commercial Fitness Superstore – Phoenix, AZ

TEK Fitness Distributors – Phoenix, AZ

2nd Wind Exercise Equipment Inc dba Johnson Fitness & Wellness – Cottage Grove, WI

Combat Brands LLC dba Fitness First – Lenexa, KS

Fitness Superstore Inc – Benicia, CA

Non-Responsive

Gym Bro Fitness LLC – Chula Vista, CA

Preliminary Scoring Results

Respondent	Total Points Possible / 70
Fitness 4 Home Superstore dba Commercial Fitness Superstore	<u>69.50</u>
TEK Fitness Distributors	<u>57.50</u>
Fitness Superstore Inc	43.00
2nd Wind Exercise Equipment Inc dba Johnson Fitness & Wellness	39.50
Combat Brands LLC dba Fitness First	37.00

Final Scoring Results

Respondent	Total Points Possible / 100
Fitness 4 Home Superstore dba Commercial Fitness Superstore (Recommended)	<u>99.50</u>
TEK Fitness Distributors	85.96