

**Beach Cities Health District – Center for Health and Fitness
ANALYSIS OF FITNESS EQUIPMENT QUOTES
(CARDIOVASCULAR AND STRENGTH)**

I. DESCRIPTION

CHF has received two separate commercial fitness equipment quotes for consideration. These quotes come from one direct equipment manufacturer and one private business operating as a dealer for a specific manufacturer. These quotes were gathered to represent multiple price points and multiple build qualities.

II. TIME SCHEDULE.

CHF will be recognizing a holiday break during the week of July 1. It is the preference of management to select a company that can remove CHF’s older equipment and deliver the new equipment over the July 4 weekend.

III. PROCEDURES

- A. The proposals were collected by email directly from the southern California territory manager from each company on March 8, 2019. Both quotes were drafted to show a retail price, discounted price, and per unit breakdown based on quantity. The quotes were totaled at the bottom and the vendors were instructed to include delivery, state sales tax and installation charges. The vendors were requested to provide leasing options.
- B. A current equipment list was supplied to each individual supplying a quote and they were instructed to match the old pieces with a comparable piece of their line.

The CHF management team evaluated the proposals during March 2019 and made the decision based on the following criteria.

IV. SELECTION CRITERIA.

Factor Weight Given

- 1. Responsiveness of the written proposal to the purpose and scope of service. Fitness Equipment Quality/Quantity, Creative Solutions, Maintenance, Warranty (40 pts.) 45%
- 2. Price. Cost to Value. (35 pts.) 30%
- 3. Ability and history of successfully completing contracts of this type, meeting projected deadlines and experience in similar work, turnaround, service record, references (25 pts.) 25%

Quote Scoring	Total Price	Lease	Service Contract	Timeline	F1	F2	F3	Rank
Matrix	\$293,180	60 mo.	4 and 4	N/A	33	32	23	2
Cybox (DB Man)	\$291,565	60 mo.	5 and 5	N/A	40	34	25	1

Total Criteria Weight 100% (See attached scorecard and notes).

Matrix Fitness Systems – While the commercial line of Matrix fitness equipment is relatively new (established in 2001) compared to other commercial equipment options, it has become a good choice for those who are looking for an aesthetically pleasing and durable equipment option at a low total cost. Matrix was selected as the fitness equipment provider for CHF in 2008. The Southern California Territory Manager has 35 years of experience in the fitness industry. Matrix products are serviced by a team of certified service providers for 3 years. Their bid does not include 4 recumbent steppers, 2 upper body ergometers and 1 dual cable cross machine that we need at CHF.

Cybex – Perhaps the most popular line of fitness products available and made in the USA, Cybex has become a research-based line of equipment with a build that is rock solid. Their background actually spawned in the research site of health and fitness, creating some of the most reliable isokinetic machines on the market. The equipment is being offered through Dumbell Man, a California State Certified Small Business located in Torrance and founded in 1990. They employ their own sales, service and installation personnel. The president has 38 years of experience in the health and fitness industry and their service manager has 25 years of experience with fitness equipment repair, maintenance and service supervision. As a matter of fact, Dumbell Man has been provided quarterly preventative maintenance to the current line of equipment at CHF for the past 7 years. Their proposal also includes one free year of preventative maintenance. Comprehensive staff training is included in the bid free of charge. CHF would also have access to the Cybex Research Institute, the research arm of Cybex, which investigates both existing products and future concepts to ensure designs are optimized for the best fitness results and educates the public and trainers on the safe and effective use of Cybex machines. Cybex is proud to partner with MFA, IHRSA, NHL, PGA and Breast Cancer Research, among others. Equally as impressive, their proposal included 5 references.

V. SCOPE OF SERVICES.

The scope of work entails ordering, shipping, and setting up fitness equipment (cardiovascular and strength). Total project cost must include California State Sales Tax. The building design includes 12,000 square foot fitness area. The final number of units has been determined and will replace current equipment that is being traded in.

Desired Fitness Equipment CARDIOVASCULAR EQUIPMENT

- 10 Treadmills (including 2 medical treadmills)
- 6 Total Body Ellipticals
- 3 Lower Body Ellipticals
- 5 Recumbent Bikes (including 1 medical bike)
- 4 Upright Bikes
- 21 Indoor Spin Cycles
- 2 Stairmasters
- 2 Indoor Rowers

- 2 Upper Body Ergometers
- 4 Recumbent Medical Steppers

STRENGTH EQUIPMENT

- 1 Abdominal Machine
- 1 Multi-hip Machine
- 1 Dual Cable Cross Machine

Quote included:

- a. Cost of equipment (Cardiovascular and Strength)
- b. Delivery of materials to Fitness Area
- c. Removal of trade in equipment
- d. Installation and calibration of new equipment
- e. Staff training