

REQUEST FOR PROPOSAL - RESPONSE ANALYSIS

CHF GENERAL MANAGER AND PROGRAMS MANAGER HEREBY RECOMMEND BCHD ACCEPTS AND REWARDS THE BID OF THE DUMBELL MAN- DATED 3/13/2019.

		Dumbell Man/Cybex	Matrix	Maximum Score	
FUNCTIONAL REQUIREMENTS					
1. Responsiveness of the written proposal to the purpose and scope of service. Fitness Equipment Quality/Quantity, Creative Solutions, Maintenance.		40	33	40	Note: Matrix cannot replace the Total Body Recumbents, nor the upper body ergometerS and Free Motion cable cross, all heavily used by our senior members. No preventative maintenance offered by Matrix, while DBM offered one free year. Matrix warranty for parts and labor was 4 years, while DBM was 5 years.
2. Price. Cost to Value		34	32	35	Note: Matrix is the lowest bid, but does not include all the machines we need. Matrix unit costs were a bit lower, however the cost savings mainly are attributed to the extra year of warranty (\$17,400).
3. Ability and history of successfully completing contracts of this type, meeting projected deadlines and experience in similar work. Turnaround, Service Record, References		25	23	25	Note: DBM has provided an excellent service record to CHF and turnaround has been timely. Very reliable and strong reference letters. Matrix references lacked experience compared to DBM.
RFP SCORE		99	88	100	
Total Cost for Bid		\$291,333.43	\$217,604.45		Note: Matrix bid does not include all the equipment we requested (see above) and the DBM did. This explains the difference in total cost for bid.
Unit Costs	8 Treadmills	\$49,560.00	\$44,533.44		
	2 Medical Treadmills	\$11,270.00	\$6,594.50		
	6 Total Body Arc Trainers	\$40,770.00	\$34,195.32		
	3 Lower Body Arc Trainers	\$19,335.00	\$17,097.66		
	4 Recumbent Bikes	\$14,780.00	\$16,208.00		
	1 Medical Recumbent Bike	\$3,870.00	\$3,808.88		
	4 Upright Bikes	\$14,080.00	\$13,880.00		
	21 Indoor Spin Cycles	\$24,675.00	\$27,769.35		
	2 Stairmasters	\$10,770.00	\$8,104.00		
	2 Indoor Rowers	\$2,200.00	\$2,145.00		
	1 Abdominal Machine	\$4,995.00	\$2,239.00		
	1 Multi-Hip Machine	\$4,995.00	\$2,442.00		
	4 Recumbent Steppers	\$17,180.00	N/A		
	2 Upper Body Ergometers	\$7,590.00	N/A		
	1 Dual Cable Cross Machine	\$4,995.00	N/A		
Unit Cost Difference		\$231,065.00	\$179,016.15		
RFP NOTES					
Added Value	\$3,000	1 yr free preventative maintenance	N/A		Note: DBM/Cybex is offering one year of free quarterly preventative maintenance (\$2K value). Matrix is not offering any preventative maintenance.
Added Value	\$17,400	Warranty: 5 yr parts and labor	Warranty: 4 yr parts and labor		Note: Warranty is a selling point for DBM and will not run out for duration of lease, should we lease.
Added Value	\$9,750	Delivery & Installation Included	Delivery & Installation Unknown		Note: DBM/Cybex successfully delivered and installed new equipment in 2013. Matrix does not quote for delivery or installation.
Added Value	\$4,000	\$12,500K Trade In	\$8,500K Trade In		Note: \$4K savings in trade in with DBM.
Added Value	\$13,768	Lease term: 60 mo @ \$5,436.55 mo	Lease Term: 60 mo @ 3,751.00 mo		Note: We propose to place entire cost into capital and pay it off at purchase to avoid interest charges (4.729% @ \$13,768) for DBM. Matrix did not provide interest charge.
		Sample floor plan/layout	N/A		Note: DBM provided a floor plan layout for the equipment purchase. Matrix did not.
		Liability Insurance	N/A		Note: DBM provided a certificate of liability insurance. Matrix did not.
		Headquarters: Torrance, CA	Headquarters: Cottage Grove, WI		Note: DBM/Cybex are closest in proximity to CHF and promptly reply to repair requests, Matrix has a warehouse locally existing in Compton, CA. Both have local service techs.
		Outstanding Customer Service	Unknown		Note: Outstanding customer service has been noted and observed by DBM. Matrix customer service is unknown, however, Matrix was very responsive to our questions.
		Established 1990. President has 30 Years Experience	Established 1975, Territory Manager has 30 years in the industry		Note: Experience is key to assist us in maintaining a showroom that meets the needs of our membership. DBM/Cybex V.P. is a 10- year member at CHF.
		Related Business	N/A		Note: DBM could potentially bid for other equipment as we transition into a MFA certified facility. They also currently do our PM.
Added Value Difference	\$47,918				
Final Costs		\$183,147.00	\$179,016.15		Note: This is the final cost WITHOUT 7 pieces of equipment from Matrix that DBM is providing in their bid.

2019 RFP analysis completed by Cindy L. Foster, General Manager, H&F Operations

Unit Costs	Equipment	DBM	Matrix	
8	Treadmills	\$49,560.00	\$44,533.44	
2	Medical Treadmills	\$11,270.00	\$6,594.50	
6	Total Body Arc Trainers	\$40,770.00	\$34,262.40	
3	Lower Body Arc Trainers	\$19,335.00	\$17,097.66	
4	Recumbent Bikes	\$14,780.00	\$16,208.00	
1	Medical Recumbent Bike	\$3,870.00	\$3,808.88	
4	Upright Bikes	\$14,090.00	\$13,890.00	
21	Indoor Spin Cycles	\$24,675.00	\$27,769.35	
	Spin Instructor Training	\$0.00	\$1,805.65	
2	Stairmasters	\$10,770.00	\$8,104.00	
2	Indoor Rowers	\$2,200.00	\$2,145.00	
1	Abdominal Machine	\$4,995.00	\$2,238.00	
1	Multi-Hip Machine	\$4,995.00	\$2,442.00	
4	Recumbent Steppers	\$17,180.00	\$23,748.00	Fitness Outlet
2	Upper Body Ergometers	\$7,590.00	\$10,500.00	Fitness Outlet
1	Dual Cable Cross Machine	\$4,995.00	\$5,295.00	Fitness Zone
		<u>\$231,065.00</u>	<u>\$220,431.88</u>	
	Trade In Value	<u>(\$12,500.00)</u>	<u>(\$8,500.00)</u>	
	Total Unit Cost:	<u>\$218,565.00</u>	<u>\$211,931.88</u>	

Preventative Maintenance	\$12,000.00	\$ 15,000.00
5 Year Warranty	\$17,400.00	\$ 18,605.00
Sales Tax	\$23,556.68	\$ 22,676.70
Shipping and Installation	\$19,611.75	\$ 24,966.00
	<u>\$72,568.43</u>	<u>\$81,247.70</u>
Total Equipment Cost:	<u>\$291,133.43</u>	<u>\$293,179.58</u>

Considerations:

DBM is current vendor and provides outstanding customer service, often servicing equipment same or next day.

Functional Requirements:

1. Responsiveness of the written proposal to the purpose and scope of service. Includes fitness equipment, quality/quantity, creative solutions and maintenance.

Maximum score: 40
 DBM score: 40
 Matrix score: 33

2. Price; cost to value.

Maximum score: 35
 DBM score: 34
 Matrix score: 32

3. Ability and history of successfully completing contracts of this type, meeting projected deadlines and experience in similar work. Turnaround, Service Record and References.

Maximum score: 25
 DBM score: 25
 Matrix score: 23

Total maximum score: 100
 Total DBM score: 99
 Total Matrix score: 88

Considering equipment costs of bids and functional requirements, CHF management is recommending we award the bid to DBM