

Memo

To: Hedy Boone, John Hoffman

From: Matt Struempf

Date: 3/19/2019

RE: Treadmill Bid #19-13

The Pointe budgeted \$65,000 to replace the 10 treadmills in its fitness center. After receiving 10 different proposals, the pricing came in well under the budgeted amount. A completed bid tabulation sheet is attached.

After reviewing the bids and product specifications, I recommend moving forward with the proposal from Foremost Fitness. This proposal meets all the necessary specifications. The following lists lower proposals and the specification(s) not met.

Advanced Exercise: 10" console screen, 16" or larger specified

Orthotech(1): Console does not include integrated TV and Wi-Fi

Orthotech(3): Console does not include integrated TV and Wi-Fi

Sourcelinq LLC: Motor rated as 4HP, 5HP or larger specified

Show Me Weights: Meets product specifications. The service warranty extension is, however, contingent on using Show Me Weights as the service provider. The Pointe does not have a service contract with any one provider, but has been satisfied with the service by Integrity Fitness Services for several years. In addition, the warranty extension has a \$1000 cumulative limit on each unit. I recommend purchasing a product that allows The Pointe to retain the option of using a service provider of our choice and that does not put a cumulative limit on parts and service.

The second part of proposal 19-13 is the trade in value for the current treadmills. The trade in value bid tabulation sheet is also attached. The RFP allows for vendors to bid on the sale and installation of 10 treadmills, the purchase (trade in value) and removal of nine of The Pointe's current 10 treadmills, or both. I recommend the high bid from Integrity Fitness Services. Installation and removal will be coordinated with two vendors by the Fitness Manager.