



**Notice of Intent to Award**

Solicitation Number	378387	Award Date	11/5/2024   10:00 AM CST
Solicitation Title	Purchase, Installation, and Maintenance of Fitness Equipment		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov

**Awarded Supplier(s)**

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Direct Fitness Solutions	Company Contact	Jeff Wilson
Street Address	600 Tower Rd		
City	Mundelein	State	IL
		Zipcode	60060

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

**Certificate of Insurance**

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

**Equal Business Opportunity Program**

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable.                       No, the EBO Program is not applicable.

**Monthly Reporting**

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable.                       No, monthly reporting is not applicable.

**Public Information and Records Retention**

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

**Right to Protest**

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

    *BC*     Assistant Purchasing Agent (Initial)

    *Dennis Rowland*      
 Dennis Rowland  
 Purchasing Agent & Chief Procurement Officer

RFQ #378387 - Purchase, Installation, and Maintenance of Fitness Equipment				
	Design2Wellness LLC	Direct Fitness Solutions	Fitworx LLC	Fitness and Exercise Solutions
Contract Acceptance	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions
Cost/Pricing (30 Points)	20.79	30.00	26.51	19.96
Management/Quality Plan (35 Points)	32.00	35.00	35.00	30.00
Experience and Approach (35 Points)	32.00	35.00	35.00	25.00
<b>Total (100 Points)</b>	<b>84.79</b>	<b>100.00</b>	<b>96.51</b>	<b>74.96</b>

**Design2Wellness LLC**

**Strengths** - The offeror provides annual training for technicians. The offeror can provide individual service plans for preventative maintenance. The offeror can provide onsite training for customers. The offeror provided thorough response to lead times specific to types of equipment. The offeror provided a solid strategy to ensure quality and functionality of the equipment. The offeror demonstrated significant experience in providing the installation and maintenance of fitness equipment to municipal and commercial clients. The offeror's reference projects provided were relevant and of similar nature to what Metro is seeking in the resulting contract.

**Weaknesses** - The offeror's proposal failed to demonstrate how shared tasks (receiving calls, scheduling, and dispatch capabilities) with the offeror's limited staff would be accomplished and give Metro concerns on the offerors capacity to perform services on multiple projects. The offeror's warranty repair procedures lacked detail. The offeror's proposal failed to provide details on the teams working experience as it relates to previous projects and new installations.

**Direct Fitness Solutions**

**Strengths** - The offeror provided detailed information of their plan for receiving calls, scheduling, and dispatch capability for new orders and needed repairs. The offeror will overnight parts for repairs if not in stock. The offeror provided detailed information related to the delivery and the installation of fitness equipment. The offeror provided a maintenance program to assist with the functionality of the equipment and information for down time elimination. The offeror demonstrated experience in providing installation and maintenance of fitness equipment to municipal and commercial clients. The offeror provided detailed information regarding the team's previous working experience. The offeror's reference projects provided were relevant of similar nature to what Metro is seeking in the resulting contract.

**Weaknesses** - No weaknesses.

**Fitworx LLC**

**Strengths** - The offeror provided detailed information of their plan for receiving calls, scheduling, and dispatch capability for new orders and needed repairs. The offeror stated they would make Metro a priority for all calls. The offeror provided detailed information regarding their experience with customer service, support, training, and repairs. The offeror provided specific information about their delivery assurance and lead times for the purchase of new equipment. The offeror provided a solid strategy to ensure quality and functionality of the equipment, including feedback from end users and program administrators, and a demo program to test new equipment. The offeror provided detailed information about their equipment's parts and labor warranty. The offeror demonstrated experience in providing installation and maintenance of fitness equipment to municipal and commercial clients. The offeror provided detailed information regarding the team's previous working experience. The offeror's reference projects provided were relevant of similar nature to what Metro is seeking in the resulting contract.

**Weaknesses** - No weaknesses.

### **Fitness and Exercise Solutions**

**Strengths** - The offeror stated they will dispatch a Service Technician within 24-48 hours. The offeror maintains a certain level of education/knowledge on every type, brand, and model of equipment on the market and in the field. The offeror provided detailed information regarding their warranty repair procedures and response times.

**Weaknesses** - Based on the proposal submitted, Metro is unclear on the years of experience the offeror has in providing commercial fitness equipment and repairs to commercial fitness equipment. The offeror's proposed lead times lacks specific detail for the purchase of new fitness equipment. The offeror failed to provide a specific strategy on how their firm will ensure equipment quality and functionality. The offeror provided a generic listing of clients to demonstrate their firm's experience in providing the installation and maintenance of fitness equipment to municipal and commercial clients. The offeror failed to provide the list of equipment used for two (2) of their reference projects. The offeror failed to provide the address and phone number for their reference projects.

Enter Solicitation Title & Number Below		
Purchase, Installation, and Maintenance of Fitness Equipment; RFQ #378387		Total Cost Points
		<b>30.00</b>
Offeror's Name	Bids	RFP Cost Points
Design2Wellness LLC	\$1,842,806.50	<b>20.79</b>
Direct Fitness Solutions	\$1,276,895.00	<b>30.00</b>
Fitness and Exercise Solutions	\$1,919,620.62	<b>19.96</b>
Fitworx LLC	\$1,445,256.25	<b>26.51</b>