

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

May 24, 2019

Jeff Wilson  
Direct Fitness Solutions  
600 Tower Rd  
Mundelein, IL 60060

Re: **RFQ # 1048661, Purchase, Installation, and Maintenance of Fitness Equipment**

Dear Mr. Wilson:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1048661 for Purchase, Installation, and Maintenance of Fitness Equipment. This letter hereby notifies you of Metro's intent to award to Direct Fitness Solutions, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Brad Wall by email at [brad.wall@nashville.gov](mailto:brad.wall@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

**Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.**

**A. Right to Protest.** 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.

Procurement Division

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

**RFQ # 1048661 - Purchase, Installation, and Maintenance of Fitness Equipment  
Evaluation Team Score Sheet**

Offeror	Dane Fitness	Direct Fitness Solutions	FitWorx, LLC	Fitness and Exercise Solutions
<b>Contract Acceptance</b>	Accepted with no exceptions	Accepted with no exceptions	Accepted with no exceptions	Accepted with no exceptions
<b>Experience and Qualifications (50 Points)</b>	30.00	45.00	36.00	25.00
<b>Management/Quality Plan (30 Points)</b>	0.00	30.00	13.00	27.00
<b>Capacity and Risk Mitigation (20 Points)</b>	10.00	20.00	15.00	20.00
<b>Total Evaluation Scores - Round 1</b>	<b>40.00</b>	<b>95.00</b>	<b>64.00</b>	<b>72.00</b>
<b>Cost (100 Points)</b>	Failed to qualify for Round # 2	100.00	91.35	87.72
<b>Total Evaluation Scores - Round 2</b>	<b>0.00</b>	<b>100.00</b>	<b>91.35</b>	<b>87.72</b>
<b>Total Evaluation Scores (Rounds 1-2)</b>	<b>40.00</b>	<b>195.00</b>	<b>155.35</b>	<b>159.72</b>

**Dane Fitness**

**Strengths-** The contractor provided a detailed overview of their firm. The contractor provided a detailed organization chart. The contractor provided experience in providing services of similar size, scope, and complexity to municipal and commercial clients. The contractor provided a detailed description of their capacity to perform the scope of services requested. The contractor identified key activities and/or challenges related to the scope of work.

**Weaknesses-** The resumes submitted by the contractor lacked detail. The contractor's experience in providing goods of similar size, scope, and complexity to municipal and commercial clients lacked detail. The contractor failed to provide a list of manufacturers for which their firm is an authorized dealer. The contractor's process for providing, installing, and maintaining fitness equipment requested in the scope of work lacked detail. The contractor listed a reference project that was not of similar scope (YMCA). The contractor's description of their team's overall assessment and any problems/issues encountered for each reference project lacked detail. The contractor failed to provide a description of their plan for receiving calls, scheduling, and dispatch capability for new orders and needed repairs. The contractor failed to provide a description of their experience with customer service, support, training and repairs. The contractor failed to provide a description of their delivery assurance and lead times for the purchase of new equipment. The contractor failed to provide a description of their warranty repair procedures and response time for all fitness equipment associated with the scope of work. The contractor failed to provide a description of their standard warranty for parts and labor on all fitness equipment associated with the scope of work. The contractor failed to provide a description of their plan/strategy for maintaining and repairing all fitness equipment associated with the scope of work. The contractor failed to provide a description of their plan and approach to providing Metro with a site specific equipment list and electronic drawings (fitness equipment plan) after receiving information through AutoCAD Release 18. The contractor's description on how work would be prioritized for Metro lacked detail. The contractor's plan to minimize the risk and/or challenges related to the scope of work lacked detail.

**Direct Fitness Solutions**

**Strengths-** The contractor provided a detailed overview of their firm. The contractor provided a detailed organization chart. The resumes submitted by the contractor were detailed. The contractor provided experience in providing goods and services of similar size, scope, and complexity to municipal and commercial clients. The contractor provided a detailed list of manufacturers for which their firm is an authorized dealer. The contractor's reference projects were of similar size, scope, and complexity. The contractor's plan for receiving calls, scheduling, and dispatch capability for new orders and needed repairs was detailed. The contractor's description of their experience with customer service, support, training and repairs was detailed. The contractor's description of their delivery assurance and lead times for the purchase of new equipment was detailed. The contractor's description of their warranty repair procedures and response time for all fitness equipment associated with the scope of work was detailed. The contractor's description of their standard warranty for parts and labor on all fitness equipment associated with the scope of work was detailed. The contractor's description of their plan/strategy for maintaining and repairing all fitness equipment associated with the scope of work was detailed. The contractor's description of their plan and approach to providing Metro with a site specific equipment list and electronic drawings (fitness equipment plan) after receiving information through AutoCAD Release 18 was detailed. The contractor provided a detailed description of their capacity to perform the scope of services requested. The contractor provided a detailed description on how work would be prioritized for Metro. The contractor identified key activities and/or challenges related to the scope of work. The contractor provided a detailed description of their plan to minimize the risk and/or challenges related to the scope of work.

**Weaknesses-** The contractor failed to provide their process for maintaining fitness equipment requested in the scope of work. The contractor's description of their team's overall assessment and any problems/issues encountered for each reference project lacked detail.

#### FitWorx, LLC

**Strengths-** The contractor provided a detailed overview of their firm. The contractor provided experience in providing goods of similar size, scope, and complexity to municipal and commercial clients. The contractor provided a detailed list of manufacturers for which their firm is an authorized dealer. The contractor's reference projects were of similar size, scope, and complexity. The contractor's plan for receiving calls, scheduling, and dispatch capability for new orders and needed repairs was detailed.

**Weaknesses-** The contractor failed to provide an organization chart. The resumes submitted by the contractor lacked detail. The contractor's experience in providing services of similar size, scope, and complexity to municipal and commercial clients lacked detail. The contractor's process for maintaining fitness equipment requested in the scope of work lacked detail. The contractor's description of their experience with training and repairs lacked detail. The contractor failed to provide a description of their delivery assurance and lead times for the purchase of new equipment. The contractor's description of their warranty repair procedures for all fitness equipment associated with the scope of work lacked detail. The contractor's description of their standard warranty for parts and labor on all fitness equipment associated with the scope of work lacked detail. The contractor's description of their plan/strategy for maintaining and repairing all fitness equipment associated with the scope of work lacked detail. The contractor's description of their plan and approach to providing Metro with a site specific equipment list and electronic drawings (fitness equipment plan) after receiving information through AutoCAD Release 18 lacked detail. The contractor's description on how work would be prioritized for Metro lacked detail.

#### Fitness and Exercise Solutions

**Strengths** - The contractor provided a detailed overview of their firm. The contractor provided experience in providing goods and services of similar size, scope, and complexity to municipal and commercial clients. The contractor's description of their warranty repair procedures and response time for all fitness equipment associated with the scope of work was detailed. The contractor's description of their standard warranty for parts and labor on all fitness equipment associated with the scope of work was detailed. The contractor's description of their plan/strategy for maintaining and repairing all fitness equipment associated with the scope of work was detailed. The contractor provided a detailed description of their capacity to perform the scope of services requested. The contractor provided a detailed description on how work would be prioritized for Metro.

**Weaknesses** - The contractor failed to provide an organization chart. The resumes submitted by the contractor lacked detail. The contractor failed to provide a list of manufacturers for which their firm is an authorized dealer. The contractor's process for providing, installing, and maintaining fitness equipment requested in the scope of work lacked detail. The contractor failed to show five years of experience performing work of similar size, scope, and complexity based on the reference projects listed. The contractor failed to provide a description of their plan and approach to providing Metro with a site specific equipment list and electronic drawings (fitness equipment plan) after receiving information through AutoCAD Release 18.

Enter Solicitation Title & Number Below		
Purchase, Installation, and Maintenance of Fitness Equipment; RFQ # 1048661		Total Cost Points
		<b>100.00</b>
Offeror's Name	Bids	RFP Cost Points
Direct Fitness Solutions	\$6,558,800.64	<b>100.00</b>
FitWorx, LLC	\$7,179,912.94	<b>91.35</b>
Fitness and Exercise Solutions	\$7,477,001.30	<b>87.72</b>