

**LEAGUE OF OREGON CITIES
FITNESS AND WELLNESS SERVICES AND EQUIPMENT
Solicitation No. 2470**

Intent

The League of Oregon Cities (LOC) served as Lead Agency to solicit proposals for Fitness and Wellness Services and Equipment. LOC works in cooperation with National Purchasing Partners “NPP” and its Government Division dba NPPGov, dba Public Safety GPO and dba Law Enforcement GPO (collectively hereinafter “NPPGov”), to service the LOC and NPPGov membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to “piggy-back” off the resulting Master Price Agreement.

Determination for issuing RFP vs. Sealed Bid

LOC has determined that it is advantageous for LOC to procure Fitness and Wellness Services and Equipment using a secure competitive RFP process evaluated based on “best value” rather than sealed bidding. Sealed bidding limits evaluation of offers solely to compliance with the requirements, provides no opportunity to compare the product and service offerings among the vendors, and uses price as the predominate deciding factor. Such limitations prevent LOC from awarding the most advantageous contract(s) to LOC and its members.

Procedure

LOC issued RFP 2470 on October 14, 2024.

The RFP was published in the Daily Journal of Commerce on October 14, 2024.

The RFP was published in USA Today on October 14, 2024.

The RFP Close Date was extended for the first time on November 22, 2024.

The RFP Close Date was extended for the second time on January 7, 2025.

The RFP closed on January 24, 2025.

The Intent to Award was announced on March 10, 2024

The RFP was awarded on March 24, 2025.

The RFP was posted to the following websites: orcities.org and nppgov.com.

The text of the published notice of solicitation is as follows:

**League of Oregon Cities (LOC)
NOTICE OF SOLICITATION**

LOC intends to enter into a master price agreement to procure the following products and services for LOC members and make them available to all members of the national cooperative purchasing program National Purchasing Partners, LLC ("NPPGov").

**Ambulance and Medical Transport #2465
Fitness and Wellness Services and Equipment #2470
Document, Information, and Equipment Lifecycle Management #2475
Temporary Structures and Fencing #2480
Amphibious Rescue Vehicles and Equipment #2485
Drug Screening Services and Related Supplies #2490
Technology Hardware, Software, and Related Services #2495
Corrections Supplies and Services #2496
Nutrition and Hygiene Products and Services for Corrections and Government #2497
School Safety and Security #2498
Responses Due December 20, 2024**

For information or a copy of the Request for Proposal contact LOC,
Procurement Specialist at rpf@orcities.org or download at orcities.org.



October 14, 2024

Affidavit of Publication

To Whom It May Concern:

I am a duly authorized representative of MCA Russell Johns Associates LLC, the company handling the advertising matters for USA Today, a daily newspaper distributed within the United States.

A public notice ad was placed by League of Oregon Cities and was published in said newspaper within the marketplace section of the National USA Today Marketplace on October 14, 2024.

A handwritten signature in black ink, appearing to read 'Anthony Pacini', is written over a horizontal line.

Anthony Pacini

On this 14TH day of October, 2024, I attest that the attached document is a true, exact, complete, and unaltered tearsheet.

A handwritten signature in black ink, appearing to read 'William Regalado, Jr.', is written over a horizontal line.

Notary



WILLIAM REGALADO, JR
Notary Public
State of Florida
Comm# HH503994
Expires 3/13/2028

LOC received a proposal(s) from the following vendor(s):

1. BeaverFit North America
2. BSN Sports
3. Electronic Gaming Federation
4. Fitness Superstore
5. Matrix Fitness
6. QuantumLab
7. TriActive USA

Proposals were evaluated by LOC based on the criteria contained in the RFP and selected the following successful proposer(s):

1. BeaverFit North America
2. BSN Sports
3. Fitness Superstore
4. Matrix Fitness
5. TriActive USA

Evaluation

The evaluation was based on the following criteria as described in the RFP (weighted):

Component Evaluated	Weight
<u>Pricing:</u> Product price and discounts proposed included favorable pricing for cooperative purchasing. Shipping conditions. <i><u>PPW Section 7.0 and Attachment D.</u></i>	25
<u>Product Line (Score only categories proposed):</u> Breadth, variety, quality of product line and innovation of products. Warranty availability. <i><u>PPW Section 9.0 and Attachment C.</u></i>	15
<u>Marketing:</u> Marketing plan to promote the resulting contractual agreement and ability to incorporate use of agreement in their sales system throughout indicated coverage region. Willingness to allow training of salesforce. <i><u>PPW Section 4.0.</u></i>	15
<u>Customer Service:</u> Support dedicated to Participating Agencies. Ability to meet promised delivery timelines. Additional services offered. Conduct e-commerce. <i><u>PPW Sub-Sections 2.3 & 2.4 and Section 6.0.</u></i>	15
<u>Proven Experience:</u> Success in providing products and services in a timely manner. Years in business, references, and reputation. Experience with cooperative purchasing. <i><u>PPW Sub-Section 1.2.</u></i>	15
<u>Coverage:</u> Ability to provide products and services for indicated coverage region including distribution, retail & service facilities, coordination of manufacturer and distribution, and staff availability. Clearly states distribution model and provides dealer list if applicable. <i><u>PPW Section 3.0 and Exhibit 1.</u></i>	10
<u>Conformance:</u> Completeness of proposal and the degree to which the Proposer responded to the terms and all requirements and specifications of the RFP. Followed the response format and content, was clear and easily understood. Provided Term's and Condition's, if applicable. <i><u>PPW Section 8.0 and 4.5 of RFP.</u></i>	5
<u>TOTAL</u>	100

Pricing Structure

BeaverFit North America: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

BSN Sports: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Fitness Superstore: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Matrix Fitness: Proposer provided a fixed pricing structure and a a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

TriActive USA: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Additional Information

National Purchasing Partners
International Place, North Tower
17930 International Boulevard
Suite 900
SeaTac, WA 98188

Marshall Stiles, Contracts Manager
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