



REPORT TO COUNCIL City of Sacramento

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Consent
October 12, 2010

**Honorable Mayor and
Members of the City Council**

Title: Agreement: Purchase of Cardiovascular Fitness Equipment

Location/Council District: Citywide

Recommendation: Adopt a **Resolution** awarding a one year contract to Advantage Fitness Products, the lowest responsible and responsive bidder as a result of Bid no. B112552004, for the purchase of cardiovascular fitness equipment in an amount not to exceed \$150,000.

Contact: Kim E. Iannucci, Assistant Chief, 216-0305

Presenters: N/A

Department: Fire

Division: Training

Organization No: 12001421

Description/Analysis

Issue: On May 12, 2009, the City Council authorized the Fire Department to apply for, accept and establish the Wellness/Fitness Initiative Grant (G12901700) under the 2009 Assistance to Firefighters Grant (AFG) program. The Fire Department was awarded \$513,002 under the AFG program administered by the Federal Emergency Management Agency (FEMA). A portion of the grant funding was budgeted for the purchase of cardiovascular fitness equipment located at each fire station and at the Division of Training.

Policy Considerations: The recommendations in this report are in accordance with the provisions of the City Code Section 3.56 related to the purchase of supplies and FEMA's requirements under the terms of the grant.

As well, the recommendations are in accordance with Sacramento City Council Resolution No. 2010-346, Advantage Fitness Products is headquartered in the state of California. The proposed contract award is consistent with Resolution 2010-346 prohibiting the City from entering into any contract to purchase goods or services

from any business or entity headquartered in Arizona.

Environmental Considerations:

California Environmental Quality Act (CEQA): Ongoing administrative maintenance activities, such as purchases of supplies, equipment or materials which are not made for purposes of a public construction project, do not constitute a "project" and are exempt from the California Environmental Quality Act (CEQA). CEQA Guidelines, Sections 15061(b)(1), 15378(b)(2).

Sustainability Considerations: There are no sustainability considerations applicable to awarding the contract for the purchase of the cardiovascular fitness equipment.

Commission/Committee Action: None

Rationale for Recommendation: In September 2010, an Invitation for Bid (B112552004) for the purchase of cardiovascular fitness equipment was issued. Two (2) vendors submitted bids. The grant administration team evaluated the bids and selected Advantage Fitness Products as the lowest responsible and responsive bidder. The prices submitted by the bidders are set forth in Attachment 1. Therefore, staff recommends an award be made to the lowest responsible and responsive bidder, Advantage Fitness Products, for a one-year contract for the purchase of cardiovascular fitness equipment per Attachment 1 in a total amount not to exceed \$150,000. The recommended supplier meets all bid specifications.

Financial Considerations: There will be no costs to the General Fund. The total costs of the cardiovascular fitness equipment will not exceed \$150,000. The AFG will cover 80% of the total costs in an amount not to exceed of \$120,000, while funding by the Sacramento Fire Department, Division of Training using funds earned annually through California Professional Firefighter's Joint Apprenticeship Committee (CPF-JAC) will provide the remaining 20% of the costs. The remaining 20% is an amount not to exceed of \$30,000.

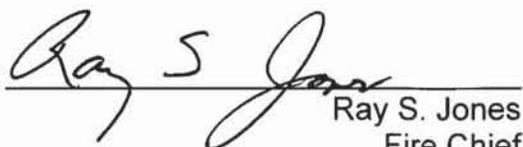
Emerging Small Business Development (ESBD): Advantage Fitness Products is not certified as an Emerging/Small Business Enterprise (ESBE).

Respectfully Submitted by:



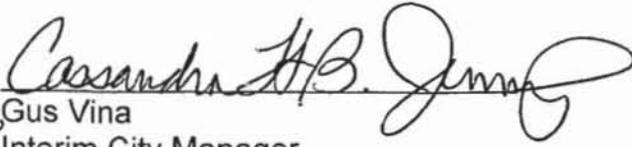
Kim E. Iannucci
Assistant Chief

Approved by:



Ray S. Jones
Fire Chief

Recommendation Approved:


for Gus Vina
Interim City Manager

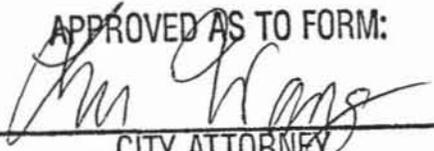
APPROVED AS TO FORM:

CITY ATTORNEY

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BID RESULTS

BID NO. B112552004 – Cardiovascular Fitness Equipment

	Bid Total	5% E/SBE Preference	Prompt Payment Discount	1% City Sales Tax Deduction	Evaluation Total
All Around Fitness	\$142,496.19	<\$6,586.75>	<\$0.00>	<\$0.00>	\$135,909.44 *
Advantage Fitness Products	\$149,611.25	<\$0.00>	<\$0.00>	<\$0.00>	\$149,611.25

Recommend Award of Contract To:

Advantage Fitness Products
 28 Oak Tree Lane
 Fairfax, CA 94930

Total Amount of Award: \$150,000.00

Total Bid Amount: \$149,611.25

* All Around Fitness was considered non-responsive because the cardiovascular fitness equipment did not meet the specifications listed in the Invitation for Bid (IFB).



Background

On May 12, 2009, the City Council authorized the Sacramento Fire Department to apply for, accept and establish the Wellness/Fitness Initiative Grant (G12901700) under the 2009 Assistance to Firefighters Grant (AFG) program. The Fire Department was awarded \$513,002 under the AFG program administered by the Federal Emergency Management Agency (FEMA). A portion of the grant funding was budgeted for the purchase of cardiovascular fitness equipment located at each fire station and at the Division of Training.

In August 2010, an Invitation for Bid (B112552004) for the purchase of cardiovascular fitness equipment was issued and advertised. The bid due date was September 15, 2010. Two (2) vendors submitted bids. During bid evaluation, it was determined that the bid from All Around Fitness, the lowest bidder, was rejected as non-responsive.

All Around Fitness was determined non-responsive because the cardiovascular fitness equipment provided did not meet two of the specifications listed in the Invitation for Bid.

All Around Fitness did not meet the specification stated, *"Must have the ability to change the range of motion required by the user that includes unlimited and flowing variation of stride length"*. The specifications for the cardiovascular fitness equipment provided by All Around Fitness, the Octane Pro 4700, the stride length is limited to a range starting at 18" and ending at 26".

It was determined this limited range of motion starting at a stride length of 18" can place the user with a pre-existing injury into an anatomical incorrect position that will only create more muscular imbalances or reinforce those already established, more specifically in the lumbar-pelvic region which could lead to an increase in back injuries.

Also, if a firefighter already has tight hip flexor's / glute medius and has a range of motion of less than 18", it would be difficult for that individual to make the proper progressions that would enable him/her to reach that stride length.

Furthermore, All Around Fitness specification for the Octane Pro 4700 did not meet the specifications for the total foot-print of "Overall Length of 74 inches" and "Overall width of 30 inches". The Octane Pro 4700 live footprint listed on their specification sheet at 34" x 84" exceeded the total foot print that was listed in the Invitation for Bid. Many of the fire stations are limited in space, and the "over-emphasis on the foot print" is to allow the fire stations the most efficient method of exercise without disrupting the overall set up of the fire station.

Therefore, staff recommends an award be made to the second lowest bidder or the lowest responsible and responsive bidder, Advantage Fitness Products, for a one-year contract for the purchase of cardiovascular fitness equipment per Attachment 1 in a total amount not to exceed \$150,000. The recommended supplier meets all bid specifications.



RESOLUTION NO.

Adopted by the Sacramento City Council

Agreement: Purchase of Cardiovascular Fitness Equipment

BACKGROUND

- A. In September 2010, an Invitation for Bid (B112552004) was published for the purchase of cardiovascular fitness equipment. Two (2) vendors submitted bids. The grant administration team evaluated the bids.
- B. Advantage Fitness Products was selected as the lowest responsible and responsive bidder to provide the cardiovascular fitness equipment. The recommended vendor meets all bid specifications.
- C. The total cost for the purchase of the cardiovascular fitness equipment is not to exceed \$150,000. The Wellness/Fitness Initiative Grant (G12901700) under the 2009 Assistance to Firefighters Grant (AFG) program will cover 80% of the total costs in an amount not to exceed of \$120,000, while funding by the Sacramento Fire Department, Division of Training using funds earned annually through California Professional Firefighter's Joint Apprenticeship Committee (CPF-JAC) will provide the remaining 20% of the costs. The remaining 20% is an amount not to exceed of \$30,000.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. Advantage Fitness Products is awarded a one year contract for the purchase of cardiovascular fitness equipment in an amount not to exceed \$150,000.