



**INVITATION FOR BID  
Commercial Fitness Equipment  
Bid # 21-356**

**Due January 28, 2021 On or before 2:00 p.m., PST**

King County Directors' Association (KCDA) is a purchasing cooperative owned by the school districts of Washington State and is located in Kent, Washington. KCDA's membership is made up of, but not restricted to, public school districts, private schools, municipalities, political subdivisions, and other public agencies primarily located in Washington, Oregon, Idaho, Alaska, and Montana.

The KCDA Purchasing Cooperation (hereinafter "KCDA") requests bids from manufacturers and/or dealers who can offer Commercial Fitness Equipment to its member agencies.

Total estimated value of this contract is approximately \$100,000 to \$400,000 annually.

Each response is to be filed in a separate envelope and marked with the appropriate IFB name, number, day and time of opening. All bids must be at KCDA's office on or before the time shown above or they will not be accepted nor considered. Responses sent via email, faxed, or "postage due" will not be accepted. Responses sent via Federal Express, Express Mail or other overnight delivery services must be sent to: KCDA, 18639 80th Ave S, Kent WA 98064-5550 and clearly marked with the IFB number and description, Attn: Purchasing Department.

**ATTN: Purchasing  
IFB# 21-356 Commercial Fitness Equipment  
KCDA  
18639 – 80<sup>th</sup> Ave S  
Kent, WA 98064-5550**

The vendor has full responsibility to ensure the proposal arrives to the Purchasing Office by the due date and time. KCDA assumes no responsibility for delays caused by the U.S. Post Office or any other delivery service. Postmarking by the due date will not substitute for actual receipt of response by the date due. Proposals arriving after the deadline may be returned unopened to the vendor or may simply be declared non-responsive and not subject to evaluation, at the sole determination of KCDA. All questions pertaining to this bid shall be entered in the "Questions" section of Public Purchase. No emails or phone inquiries will be accepted.

Electronic copies of this IFB are available via KCDA's website @ [www.kdca.org](http://www.kdca.org). Click on Bid Information / Vendor Bids or contact Janice Lee @ (425) 251-8115 X 141 if you have trouble opening the document.

Janice Lee, Contract & Procurement Specialist  
[janicelee@kcda.org](mailto:janicelee@kcda.org)  
(425) 251-8115 X 141

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**KING COUNTY DIRECTORS ASSOCIATION  
INVITATION FOR BIDS**

NOTE: THERE ARE NO FEES ASSOCIATED WITH KCDA BIDS WHEN USING PUBLIC PURCHASE

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## **I. INTRODUCTION**

### **A. KCDA MEMBERSHIP**

KCDA is a purchasing cooperative owned by 294 public school districts in the state of Washington and is located in Kent, Washington. KCDA's membership is made up of, but not restricted to public school districts, private schools, municipalities, political subdivisions and other public agencies located in but not limited to Washington, Oregon, Idaho, Alaska, and Montana. Representing over 1 million students and over 5,000 ship to locations, KCDA purchases approximately \$100 million worth of products, equipment and services on behalf of the membership.

A complete list of all school districts and other public agencies that are members of the KCDA Purchasing Cooperative is available on our web site [www.kcda.org](http://www.kcda.org).

Restrictions of merchandise or services to any locale of KCDA membership must be clearly noted in a bid response.

### **B. INTERPRETATION OF BID DOCUMENTS**

Any person contemplating submitting a bid for the proposed contract that is in doubt as to the true meaning of any part of the bid documents, or finds discrepancies in or omissions from the bid documents, shall submit to KCDA a written request for an interpretation or correction thereof. Such request shall be submitted and received not later than 10 days prior to the date specified for receipt of bid responses. Any interpretation or correction of the bid documents will be made in writing by

addendum duly issued to all bidders. KCDA will not be responsible for any other explanation or interpretation of the bid documents.

#### C. EXCEPTIONS

Any exceptions to the terms and provisions of this invitation for bids shall be made by signed and dated attachment to the bid response. Do not add to, delete from, or amend in any manner the bid form. Exceptions pertaining to payment or delivery terms must be noted within Attachment B. All noted exceptions are subject to approval and acceptance by KCDA.

#### D. CONTRACT DEFAULT

Your bid is subject to all terms and conditions as herein established in this bid request form and include price, quality and delivery. Subsequent failure to provide items bid in accordance to the purchase order and bid delivery schedule will constitute contract default, and, after due written notification, allows the Purchasing Department to declare the contract void and to purchase the merchandise on the open market. Any additional costs to procure and distribute replacement product will be charged to the bidder.

#### E. BIDDER RESPONSIBILITY

All bidders shall thoroughly examine and be familiar with the bid documents including all exhibits and attachments. The failure or omission of a bidder to receive or examine any form, instruments, addendum, or other document shall in no way relieve any bidder from obligations with respect to your bid or to the contract. The submission of a bid shall be taken as prima facie evidence of compliance with this section.

#### F. BIDDER FINANCIAL RESPONSIBILITY

KCDA has the right to request financial information from any bidder to evaluate the bidder's ability to meet the terms and conditions of any and all contracts that may be established by acceptance of the offer contained in the bid. Additional confirmation from the bidder's supplier(s) that the delivery terms of the contract will be met may be required. KCDA reserves the right to reject any or all bids and/or bidders unable to prove they are financially able to provide the quantity of merchandise they have offered in response to this bid invitation.

#### G. MINORITY AND WOMEN OWNED BUSINESSES

KCDA encourages all minority and women owned businesses to participate in the bid process. Washington State law does not allow KCDA to provide any financial advantage for minority and women owned businesses who participate, however, KCDA believes that a diverse range of suppliers benefits all.

## II. GENERAL PROVISIONS

#### A. BID OPENING

All bids submitted for supplies and/or services will be opened at the time, date and place, and in the manner herein specified, and all bidders are invited to be present at the opening of such bids. A final recap will be available from KCDA after bid awards are made. Under no circumstances will a bid be considered if filed after the hour specified in the invitation for bids. To be considered for award, a bid response must be submitted according to the instructions and prior to the date and time indicated within. The times listed in any referenced schedule are Pacific Standard Time.

KCDA will not accept bids that are sent via fax or email.

The KCDA address is:

King County Director's Association  
Purchasing Department  
18639 80<sup>th</sup> Ave S  
Kent, WA 98032

#### B. MODIFICATIONS/WITHDRAWAL OF BID

Bids may be modified or withdrawn by written notice received prior to the exact hour and date specified for receipt of bids. Bids may also be modified or withdrawn in person by an authorized representative, who must sign a receipt for this action. Returned and/or unsubmitted bids shall become the responsibility of the bidder. Bids that are not resubmitted on or before the exact time of the opening may not be considered for award.

#### C. QUALITY STANDARDS

Whenever an item in this invitation for bid is described using a manufacturer's name, brand or catalog number, it shall be construed solely for the purpose of indicating the standards of quality. Brands of equal quality shall be considered, except where otherwise stated, provided the bidder specifies the brand, model and number on which their bid is submitted and submits samples, specifications and other information necessary to properly evaluate the bid. Any bid containing a brand which is not of equal quality at the sole discretion of KCDA, shall not be considered. KCDA will accept bids on new product only. Merchandise that has been refurbished or has been in storage for a long period of time is unacceptable.

#### D. REJECTION OF ANY OR ALL RESPONSES

KCDA reserves the right to accept or reject any or all bids and to waive informalities or irregularities in any bid or in the bidding process.

#### E. BINDING CONTRACT

It is understood that the offer represented by a bidder and an award made by the KCDA Board of Directors to the successful bidder, forms a binding contract. KCDA, under certain circumstances, will allow the assignment of contracts; however, no assignment can occur to another entity without written agreement from KCDA.

#### F. ESTIMATED QUANTITIES

Quantities, if shown on the bid forms, are estimated requirements of the members for whom KCDA acts as purchasing department based on historical ordering information. Such quantities represent the total quantity the cooperative anticipates purchasing over the life of the contract period. KCDA reserves the right to order more or less than the quantities stated in the bid. Any minimum order requirements or ordering restrictions should be so indicated as part of the bid response and will be subject to bid evaluation. Quantities ordered are based on actual requirements and the successful bidder will fulfill that requirement regardless of the manufacturer's policies regarding order completion.

#### G. CONTRACT PERIOD

Following an award, a contract would be issued as an annual contract from the date of KCDA Board acceptance, or as noted under Special Provisions. After the initial period, there is a possibility of three (3) renewals for the duration of one (1) year each. Pricing is firm for the first/initial period.

#### H. ORDERING SCHEDULE

Based upon accepted minimum order requirements set by the successful bidder, KCDA or KCDA members may submit orders once a contract has been established by the KCDA Board of Directors. KCDA reserves the right to place orders anytime, for any amount, during the contract period based upon any accepted minimum quantities and time restrictions set forth by the successful bidder attached to their bid response. Quantities and delivery dates listed in this bid are presented as a guide to the bidder, but will not be binding or limiting to the KCDA and its members.

#### I. EXTENDED CONTRACT PERIOD

By mutual written agreement of KCDA Board of Directors and the successful bidder, the initial contract period may be extended for additional periods, not to exceed extensions of 3 years total beyond the initial contract. Such extensions shall be at the awarded price in effect at the time and under the same terms and conditions as the original contract unless otherwise allowed under terms of the contract. Requests for extension shall be submitted to KCDA a minimum of 30 days prior to expiration of the existing contract term.

#### J. REQUESTED SAMPLES

It is the bidder's responsibility to provide samples, **if requested by KCDA**, for a bid response to be considered. Submit the samples to King County Directors' Association, 18639 80th Ave. S., Kent, Washington, 98032 **when requested**. All requested samples must be labeled with the bid number, KCDA's item number (as applicable) and bidder's name, and be submitted no later than seven (7) working days after request.

DO NOT ENCLOSE YOUR BID WITH THE SAMPLES.

#### K. DISPOSAL OF SAMPLES

Bid samples not picked up within 30 days after the bid award date shall become the property of the King County Directors' Association and shall be disposed of by distribution to the member school districts or by donation as deemed appropriate by KCDA.

#### L. KCDA NON DISCRIMINATION STATEMENT

Bidders who desire to provide KCDA with equipment, supplies and/or professional services must comply with the following Non Discrimination requirements. During the performance of this contract, the Bidder agrees as follows:

Bidder will comply with all Local, State and Federal Laws prohibiting discrimination with regard to race, creed, color, national origin, sex, marital status, age or the presence of any sensory, mental or physical handicap.

The Bidder will not discriminate against any employees or applicant for employment because of race, creed, color, national origin, sex, marital status, age or the presence of any sensory, mental or physical handicap.

The Bidder will, in all solicitations or advertisements for employees placed by or on behalf of the Bidder, state that all qualified applicants will receive consideration for employment without regard to race, creed, color, national origin, sex, marital status, age or the presence of any sensory, mental or physical handicap.

Any Bidder who is in violation of these requirements, or an applicable nondiscrimination program shall be barred forthwith from receiving bid awards or any purchase orders from KCDA.

#### M. INDEMNIFICATION

The Vendor agrees to defend, indemnify and hold harmless KCDA and the member agency, and their respective officers, officials, employees and volunteers from any and all claims, injuries, damages, losses or suits including attorney fees arising out of or resulting from the acts, errors or omissions in performance of this Agreement, except for injuries and damages caused by the sole negligence of KCDA or the member agency. Should a court of competent jurisdiction determine that this Agreement is subject to RCW 4.24.115, then, in the event of liability for damages arising out of bodily injury to persons or damages to property caused by or resulting from the concurrent negligence of the Vendor, KCDA or the member agency and their respective officers, officials, employees, and volunteers, the Vendor's liability, including the duty and cost to defend, hereunder shall be only to the extent of the Vendor's negligence. It is further specifically and expressly understood that the indemnification provided herein constitutes the Vendor's waiver of immunity under Industrial Insurance, Title 51 RCW, solely for the purpose of this indemnification. Use of this contract certifies that the waiver of immunity specified by this provision was mutually negotiated by the parties. The provisions of this section shall survive the expiration or termination of the Agreement.

#### N. PATENT INDEMNIFICATION

By accepting this order, Bidder agrees to save and hold harmless KCDA, its successors, assigns, customers and the users of its products from any liability, loss, damage, judgments, or awards, including costs and expenses arising out of any actions, claims, or proceedings for infringement of (a) any United States Letters Patent purporting to cover the material to be delivered to Buyer under this order, or its normal intended use and (b) any trademarks appearing with the material on delivery to KCDA; and further, Bidder agrees to defend KCDA, its successors, assigns, customers and the users of its products at Bidder's expense in all such actions, claims, or proceedings, provided that KCDA shall give Bidder prompt notice in writing of all such actions, claims, and proceedings, as well as notice of infringement and threats of suit for infringement.

#### O. SAFETY REQUIREMENTS

All items furnished under this bid, where applicable, must comply with all OSHA, WISHA, UL Approval, including but not limited to chapter 296-46B of the Washington Administrative Code and any other safety requirements imposed by KCDA, State or Federal agencies. Bidder further agrees to indemnify and hold KCDA harmless from all damages assessed against KCDA as a result of Bidder's failure to comply with the acts and the standards issued thereunder and for the failure of the items furnished under this order to so comply.

#### P. RISK OF LOSS

Regardless of F.O.B. point, Bidder agrees to handle all claims and bear all risk of loss, injury, or destruction of goods and materials ordered herein which occur prior to delivery, and such loss, injury, or destruction shall not release Bidder from any obligation hereunder.

#### Q. REJECTION

All goods or materials purchased herein are subject to approval by KCDA or the KCDA member. Any rejection of goods or materials resulting from non-conformity to the terms, conditions and specifications of an order, whether held by KCDA, KCDA member, or returned will be at Bidder's risk and expense.

#### R. SHIPMENT IDENTIFICATION

All invoices, packing lists, packages, shipping notices, instructions, correspondence and all other written documents affecting any KCDA order shall contain the applicable purchase order number. A packing list

must be provided with every shipment being made to KCDA indicating all the products shipped and back ordered; also, every carton shipped pursuant to this order must be marked with the contents therein.

#### S. NO BID RESPONSE

If no offer is to be submitted at this time, do not return this bid. A letter should be forwarded to KCDA advising whether future bids of this type are desired. Failure of the recipient to notify KCDA of your intentions may result in removal of your name from the bidder's list.

#### T. BID AWARDS

Following evaluation, bids recommended for award will be awarded by the KCDA Board of Directors to the lowest responsible bidder meeting specifications. KCDA reserves the right to award items in groups for ordering efficiencies, to meet minimum requirements (if accepted), to make multiple awards, or to reject any and all bids or portions thereof, to waive any minor irregularities in the bid process, or to make no awards, if in its sole judgment the best interests of KCDA and its members will not be served.

#### U. TERMINATION

Termination for Convenience: KCDA may terminate this contract, in whole or in part, at any time and for any reason by giving thirty (30) calendar days written termination notice to Vendor. Termination charges shall not apply unless both parties subsequently agree upon them. Where termination charges are applicable, both parties agree to negotiate in good faith and to limit the extent of negotiations to valid documented expenses incurred by Vendor prior to date of termination. KCDA will not be responsible for stock that the Vendor has on hand that has not been requested via a purchase order. Should the parties not agree to a satisfactory settlement, the matter may be subjected to mediation and/or legal proceedings.

#### V. RECIPROCITY

Where allowed by law, KCDA may review responses from bidders outside the State of Washington to see if those bidders are from states that use restrictions against companies from the State of Washington when they respond to public bids. KCDA may use this information in making bid awards when multiple bidders appear to have submitted the same pricing, terms and conditions on a particular bid item or items.

#### W. FORCE MAJUERE

Except for payments of sums due, neither party shall be liable to the other, nor be deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control or responsibility of the party affected and occurs without its fault or negligence, including, but not limited to the following: acts of God; acts of the public enemy; war; riots; strikes; industry-wide labor disputes; civil disorders; fire; flood; snow; earthquakes; tornadoes or violent winds; hail storms; lockouts; injunctions-intervention-acts, or failures or refusals to act by government authority; and other similar occurrences beyond the control or responsibility of the party declaring force majeure, which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring it notifies the other party of the existence of the force majeure, and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with the contract. The party receiving the notice of force majeure may contest the declaration of a force majeure. Force majeure shall not include late deliveries of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, internal labor disputes, or similar occurrences. If either party is



delayed at any time by force majeure, the delayed party shall notify the other party in writing of such delay within forty-eight (48) hours.

### **III. PREPARATION OF BID**

#### **A. SUBMITTAL OF BID RESPONSE**

Submission of a response as designated in the bid instructions signifies that bidder will be bound to the terms and conditions of this bid unless an exception is made part of the submission and accepted by KCDA.

Bidder must submit the Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion form, included as Attachment A. Bids received without this form may be considered non-responsive.

#### **B. SIGNATURE**

Bid responses are required to include the firm name, address, telephone number, contact name and authorized signature, signed in longhand by the person duly authorized to sign bid documents identified in the solicitation. Every attempt will be made to answer all questions. Where a response or addendum cannot be obtained prior to the bid opening, it is understood that the Bidder will assume the more stringent of requirements.

#### **C. QUESTIONS/ADDENDUMS**

All questions must be submitted in writing to the KCDA Purchasing Agent.

#### **D. F.O.B. SHIPMENTS**

Prices must be quoted in the UNIT SPECIFIED, PACKAGING INCLUDED and except for cash discount percentages, quoted NET, F.O.B. THE DELIVERY POINT specified in this bid, including the unloading of the merchandise. KCDA typically redistributes products to its members unless designated or requested as a direct ship method. All merchandise shipped to KCDA must be in packaging that can be reshipped, via common carrier, without damage. Any damage incurred due to insufficient packaging will be the responsibility of the supplier.

No charges will be allowed for special handling, packing, wrapping, bags, containers, reels, etc.

#### **E. PRODUCT IDENTIFICATION**

All bid responses must confirm the manufacturer number, brand name or grade specified in the bid invitation and such identification shall be binding on the bidder. Bidders must insert the manufacturer number, brand name, grade and any other information necessary to clearly and properly describe and identify the articles they propose to furnish. If necessary attach additional documentation for this purpose. Alternates should be noted as an "alternate item" and properly identified with brand, manufacturer number, etc. The bidder is not to alter the grade, brand, manufacturer number or description as given in the bid invitation. Questions on how to properly submit an alternate item must be directed to the named Purchasing Agent responsible for this bid.

#### **F. QUANTITY PER UNIT OF MEASURE**

Where applicable, if the quantity or volume per unit differs from that specified in the bid invitation for any particular item, it is mandatory to note such difference in the bid response. Any bid submitted not showing the quantity per unit of measure will be construed to mean the bidder will furnish the unit of

measure as specified in the bid invitation and such interpretation shall be binding on the bidder. If the bidder provides a unit of measure different from the KCDA requirement, it will be construed as an alternate item. Any merchandise subsequently received in other than KCDA units must be repackaged to correct units. Repackaging is the responsibility of the bidder who has entered into the contract. Payment will not be tendered until the merchandise has been packaged to KCDA units. If necessary, KCDA reserves the right to repackage merchandise to KCDA units and charge the bidder for all fair and reasonable associated costs. KCDA requires that upon award, the successful bidder establish a factory pack unit and ship in that unit for the duration of the contract.

#### G. ALTERNATE SPECIFICATIONS

An alternate specification is where the bidder is offering a product or service significantly different than outlined in the bid request, and typically applies to items listed as "No Substitute".

For alternate specifications to be considered, a request must be submitted to KCDA 15 working days prior to the bid opening. If accepted by KCDA, a clarification will be issued to all bidders on a bid addendum. Alternate specifications may be accepted if they meet the conditions above and they are deemed to be in the best interest of KCDA and the member agencies.

#### H. ERRORS/CORRECTIONS

Any erasures, interlineations or other correction in the bid must be initialed by the person(s) signing the bid. Corrections must be provided within the terms of the vendor response and accepted by KCDA.

#### I. INVOICING

It is understood that invoices issued by the manufacturer/dealer will reflect the shipping date of materials. It is also understood that actual delivery and install or training at the end user location may be delayed from the date of shipment. Subsequently, payment will be made after satisfactory delivery and acceptance by the end user of any quantity of merchandise shipped and/or installed. Advance discussion regarding payment terms on specific projects are recommended where this may occur. Where KCDA participates in the invoicing process, KCDA reserves the right to withhold payment to a vendor on a project until such time payment from the customer has been received.

Invoices enclosed with merchandise will not be accepted. Invoices shall contain the following information: purchase order number, item number, quantity ordered, quantity shipped, unit price, extension, terms and sales tax. Payments will be made on original invoicing only.

#### J. CASH DISCOUNTS/INVOICE PAYMENTS

Cash discounts are encouraged and cash discount percent and terms may be entered on Attachment B. KCDA will subtract cash discount percentages when comparing bids in all cases where it is deemed probable that KCDA will be able to take advantage of the offered discounts. KCDA will accept terms for as few as 15 days. If the terms portion of the bid is left blank then terms will be assumed to be Net-30 days. Please do not enter terms as 100% as this means the merchandise bid is free.

KCDA is required, by law, to process invoice payments through the King County Treasurer. Payment warrants can be issued weekly. The first day for start of terms shall begin with acceptance of delivery or installation by the end user or receipt of invoice, whichever is later. Invoices with discounts between 15 and 30 days will be paid within terms and net 30-day invoices will be paid on the first pay date after 30 days.

## **K. WASHINGTON STATE SALES TAX**

Washington State sales taxes are not to be included in any items as part of the bid response, but will be added at the time of invoicing. All other taxes, including but not limited to any excise or business and occupation tax must be included in your bid price. The only taxes KCDA will pay upon invoice are the Washington State Sales tax.

## **IV. PRODUCT ACCEPTANCE**

### **A. GENERAL POLICY**

The Purchasing Department shall have the right to reject any and all articles that are not in strict conformity with requirements and specifications of the bid and the approved samples submitted by the bidder. The bidder must replace all rejected articles promptly with articles of quality equal to the specifications or samples submitted and remove rejected articles at his own expense. In the event of failure on the part of the bidder to promptly replace rejected articles, the Purchasing Department reserves the right to purchase same on the open market or of declaring the contract void. Any additional costs incurred to procure and distribute replacement product will be charged to the bidder.

## **V. BID PROTESTS**

### **A. Who may protest**

Only actual or potential bidders with a direct economic interest in the outcome may file a bid protest.

### **B. What can be protested**

Acceptance or rejection of a bid proposal, award or proposed award of a bid, allegedly restrictive specifications, omission of a required provision, ambiguous or indefinite evaluation factors are all factors that can be protested.

### **C. How to file a protest**

Protests may be filed with either the KCDA purchasing agent who issued the bid or with the KCDA purchasing manager.

Protests should include the following information:

- 1) Include the name, street address, email address, telephone and fax numbers of the protestor or their representative.
- 2) Be signed by the protestor or its representative.
- 3) Identify the solicitation or bid contract number.
- 4) Set forth a detailed statement of the legal and factual grounds of protest, including copies of relevant documents.
- 5) Set forth all information establishing that the protestor is an interested party for the purpose of filing a protest.
- 6) Set forth all information establishing the timeliness of the protest.
- 7) Specifically request a ruling by the KCDA purchasing manager.
- 8) State the form of relief requested.

Appeals of protest ruling must be made in the following order: 1) KCDA Purchasing Manager, 2) KCDA Executive Director 3) KCDA Board of Directors.

### **D. When to protest**

Protests alleging improprieties in a solicitation must be filed before the bid opening time and date if the improprieties were apparent prior to that time. A solicitation defect that was not apparent before that time must be protested not later than 2 business days after the defect became apparent.

E. Where to file a protest

Protests must be sent to:  
KCDCA Purchasing Cooperative  
PO Box 5550  
Kent, WA 98064-5550

F. After a protest is filed

Upon receipt of a protest, KCDCA will acknowledge receipt of the protest in writing either by mail, fax or email. The only time an acknowledgement is not sent will be if the protest is summarily dismissed. Protestors may be contacted for a meeting to review the protest. Within 10 days KCDCA will make a decision as to the merits of the protest and notify the protestor of the decision and any remedies in the matter.

## **VI. PRODUCT TOXICITY REPORTS**

### **A. HAZARDOUS CHEMICAL COMMUNICATION**

In order to comply with WAC 296 62 054, Hazard Communication, all bidders offering products on this bid that contain any toxic chemicals that may be harmful to the end user, must submit a Material Safety Data Sheet (MSDS) on the State of Washington form as provided by law with the bid. Please list any web site address where an MSDS can be obtained.

Any hazardous material tax must be included in the price of the product bid. KCDCA will not be held responsible for any additional taxes (other than Washington State Sales Tax) and will not pay them if noted as a separate line item on invoices.

## **VII. SPECIAL NOTATIONS**

ATTACHMENT A - Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion

ATTACHMENT B – Terms by Manufacturer

ATTACHMENT C - Special Provisions



**INVITATION FOR BIDS  
#21-356  
Commercial Fitness Equipment**

**BID DUE DATE: January 28<sup>th</sup>, 2021 On or Before 2:00 PM, PST**

**Attachment A**

Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion

In submitting the proposal to provide products and/or services as outlined in the bid specifications, we hereby certify that we have not been suspended or in any way excluded from Federal procurement actions by any Federal agency. We fully understand that, if information contrary to this certification subsequently becomes available, such evidence may be grounds for non-award or nullification of a bid contract.

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, Participant's Responsibilities.

Signed: \_\_\_\_\_

Title: \_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Date: \_\_\_\_\_

Email: \_\_\_\_\_

*Note: Electronic acceptance of these terms and conditions signifies compliance with above statement. (Line item Whse bids)*



18639- 80<sup>TH</sup> Ave S. • P.O. Box 5550 • Kent, WA 98064-5550 • Phone 425-251-8115 • Fax 253-395-5402 • [www.kcda.org](http://www.kcda.org)

**ATTACHMENT B**  
 Bid #21-356 Commercial Fitness Equipment  
 Terms By Manufacturer  
**Bid Due Date: January 28, 2021 On or Before 2:00 PM PST**

Bidder Name:		Address:	
Phone:	Fax:	City, State, Zip:	
<b>STANDARD BIDDER LEAD TIME FOB DESTINATION:</b> _____			

<b>TERMS BY MANUFACTURER:</b> Please provide the minimum order required per manufacturer and lead times.	<b>SPECIFIC DISCOUNTS:</b> Please provide quoted discounts from the manufacturer's current list prices. It is the bidders responsibility to submit updated price lists during the contract year, when the contract allows, otherwise discounts will be taken from the most current on file. The manufacturer must already be present in this bid to be considered. Discounts must include shipping/ freight charges. A current price list and catalog must be provided at the time of bidding. NOTE: DISCOUNTS MAY BE USED IN DETERMINING AWARDS.
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Manufacturer	Minimum Order	Lead Time	Discount Amount	Discount Detail	FOB - Freight
					FACTORY - Cost will be extra Cost is included in discount
Ex: ABC Company Inc	\$1,000	4-6 Weeks	25%	2016 List Price Sheet	Destination

_____	_____	_____	_____
Authorized Agents Signature	Date	#21-356 Bid Number	Name of Firm

## **INVITATION FOR BID**

### **Commercial Fitness Equipment Bid #21-356**

#### **ATTACHMENT C – Special Provisions**

THESE INSTRUCTIONS SUPERCEDE AND TAKE PRECEDENCE OVER ANY OPPOSING LANGUAGE IN THE STANDARD TERMS AND CONDITIONS

#### **A. SOLICITATION OBJECTIVES**

KCDA is seeking manufacturers, providers, or dealers/distributors to provide current and emerging commercial fitness equipment and related products to its members.

Total approximate value of spend for this contract is between \$100,000.00 and \$400,000.00. However, KCDA does not guarantee any minimum or maximum value or number of orders.

It is KCDA's intent to establish an annual multi-state contract with the potential of up to three (3) one-year extensions if mutually agreed between KCDA and the awarded vendor(s). Bidders must be a manufacturer or a manufacturer's sales representative authorized to provide KCDA commercial fitness equipment and related products in Washington, with the preferred ability to service surrounding member states (ex: Oregon, Idaho, Montana, Alaska).

Contracts established by KCDA are available for use by all public schools, colleges, universities, cities, counties, and other government agencies throughout the nation. Participation in KCDA is not required of any governmental agency; however, participation does provide the legally required competition for contracts for commonly purchased products and services, thereby saving the entity the time and expense of a required competitive process. As allowed by specific state statutes, members can issue purchase orders for any amount without the necessity to prepare their own IFB or gather necessary quotations.

Bidders must be an authorized manufacturer, sales representative or service dealer having local sales, service and install presence in Washington State. The Bidder must also include a list identifying the states within which they are authorized to sell, service and install. If a portion of a state is serviced, bidder must specifically list the portion which is serviced. Bidder can list by county, region, or territory. Bidder must provide the list as a separate document when submitting a response. The bidder may propose different pricing and rates for different installation areas as necessary to accommodate applicable wage rates and costs. Bidders must have a local sales presence that either reside or can be contacted within the additional states named to enable KCDA members to have onsite consultation, needs assessment, installation, integration, and training.

It is the intent of KCDA to award a contract, whereas KCDA member agencies are provided a variety of commercial fitness equipment and related products to meet their various needs.

The types of services and products may include, but are not limited to bikes, treadmills, rowing machines, climbers, steppers, skiers, ellipticals, free weights, weight machines, resistance bands, benches, and racks & cages.

Types of services and products may include, but are not limited to parts & accessories, installation services, design/layout services, and maintenance.

By conducting this solicitation, KCDA intends to provide savings and to offer its members a choice of commercial fitness equipment and related products at discounted pricing.

KCDA's purpose is to:

- Cooperatively serve our members and associate members through a continuous effort to explore and solve present and future purchasing needs.
- Provide government agencies opportunities for greater efficiency and economy in acquiring goods and services.
- Equalize purchasing power for smaller agencies that are unable to command the best contracts for themselves.
- Maintain credibility and confidence in business procedures by maintaining open competition for purchases and complying with purchasing laws and ethical business practices.
- Provide competitive price solicitations which meet the procurement laws of our members.
- Secure multi-state volume purchasing contracts which are measurable, cost effective and continuously exceed our members' expectations.
- Provide quick and efficient delivery of goods and services by contracting with "high performance and quality" vendors who understand our members' needs.

## **B. TIMELINE**

December 16 <sup>th</sup> , 2020 & December 23 <sup>rd</sup> , 2020	Advertised as Bid #21-356 in DJC Seattle, Oregon
January 28 <sup>th</sup> , 2021	Bids due no later than 2:00 P.M. PST
March 11 <sup>th</sup> , 2021	Award recommendation
March 18 <sup>th</sup> , 2021	Board Approval
April 1 <sup>st</sup> , 2021	Contract Start Date

## **C. SUBMISSION OF BIDS**

Bidders are requested to submit pricing for Washington state per the drawings and specifications provided in this solicitation. KCDA requests pricing for its members in Oregon, Idaho, Montana and Alaska as well. Bidder is requested to submit either 1) separate price pages for each state being bid or 2) provide a pricing matrix that shows a price factor to be applied to the Washington state pricing in order to calculate the pricing for other states. Pricing must be provided in hard copy and must be available in excel on flash drive or CD.

### **Online submission of bid through Public Purchase is NOT accepted.**

- Submit sealed bids in 3-ring binder with an inside pocket and a set of dividers. Submit one (1) bound and signed copy of the bid plus one (1) electronic copy on CD or flash drive.
- KCDA reserves the right to reject any or all bids and to accept any proposal deemed most advantageous to KCDA members and to waive any informality in the bid process.
- Bids shall be submitted as stated in this solicitation. Deviations to any terms, conditions and/or specifications shall be conspicuously noted in writing by the bidder and shall be included with the bid. No cross outs or delineations shall be made to the existing document. Exceptions and deviations will be considered in award evaluation. KCDA reserves the right to reject any deviations or exceptions stipulated in a bidder response and may subsequently disqualify such bid if such terms are



unacceptable to KCDA. Language to the effect that the bidder does not consider this solicitation to be part of a contractual obligation may result in the bid being disqualified.

- Withdrawals of bids will not be allowed for a period of 60 days following the opening. Withdrawal of bids prior to the opening date will be permitted.
- Addendums if required, will be issued by KCDA through Public Purchase. Addendums will also be posted on the KCDA website ([www.kcda.org](http://www.kcda.org)) under Bid Information. Addendums will not be mailed or e-mailed. It is bidder's responsibility to check for issuance of any Addendums prior to submitting a bid. **All Addendums must be signed and returned with the bid document or the bid will be considered non-responsive.** All documents with signatures shall have original ink signatures. Electronic copies shall be scanned with original signatures.

## D. BID FORMAT

### 1. Preparation of the Bid Response

- a. The IFB #21-356 is published in one PDF document on the KCDA Website, it is also published on the Public Purchase Website with all required documents and forms posted separately.
  - **Cover Page** indicates the Due date and where to send Bid documents to
  - **Attachment A** contains the Debarment Statement (**signature required**)
  - **Attachment B**, includes Terms by Manufacturer (**signature required**)
  - **Attachment C** Special Provisions that take precedence; (**signature required**)
  - **Attachment D** Manufacture Product Price List (**completion required**)
  - **Attachment E2** Service Price Schedule (**completion required**)
  - **Attachment X** Deviations and Miscellaneous Fees (**required if necessary**)
  - **Company Profile** (**signature required**)
- b. Bid Forms requiring signatures shall be submitted with original ink signatures, by the person authorized to sign the bid. Failure to properly sign the bid documents or to make other notations as indicated will result in the response being deemed non-responsive.
- c. Corrections and/or modifications received after the opening time will not be accepted, except as authorized by applicable rule, regulation, or statute and KCDA.
- d. In case of an error in extension of prices in the bid, unit prices shall govern.
- e. Periods of time, stated as a number of days, shall be in calendar days, not business days.
- f. It is the responsibility of all Bidders to examine the entire IFB package, to seek clarification of any item or requirement that may not be clear, and to check all responses for accuracy before submitting a bid. Negligence in preparing a bid confers no right of withdrawal after due time and date.
- g. The Bidders' ability to follow the bid preparation instructions set forth in this solicitation will also be considered to be an indicator of the Bidders' ability to follow instructions should they receive an award as a result of this solicitation. Any contract between the KCDA and a Bidder requires the delivery of information and data. The quality of organization and writing reflected in the bid will be considered to be an indication of the quality of organization and writing which would be prevalent if a contract was awarded. As a result, the bid will be evaluated as a sample of data submission.

### 2. Format of Bid Response

Bidders shall provide bids in a three-ring binder using standard size paper, clearly identified with the company name and the name of the IFB being responded to on the outside front cover and vertical spine. Clearly identified tabs must be used to separate the bid into sections, as identified below. Responses should be direct, concise, complete, and unambiguous. Bidders failing to organize bids in the manner requested risk being considered non-responsive if bids are not easily read and understood. Awards will be made more efficiently and timely by following the required format.

- Responses should include a brief introduction informing KCDA of the qualifications and experience of the Bidder, along with a brief company history.
- Reference requirements: (3). Projects should be of similar size and complexity, preference given for government contracts.

**Tab 2 - Response Forms**

- Debarment Statement-Attachment A
- Certification of Compliance with Wage Payment Statues
- Terms by Manufacturer-Attachment B (option: bidder may include this information in their own format as part of the pricing pages)
- Attachment C – Special Provisions
- Deviations and Miscellaneous Fees – Attachment D
- Responsible Bidder

**Tab 3 - Pricing Pages**

- Price sheets supplied in IFB.
- A listing of products or services which are not listed on the price list which Bidder can provide and may be considered as a value add for KCDA member agencies (delivery services, inside placement and set up, warranties, etc.).

**Tab 4 - Product Line Brochures and Literature**

**Tab 5 - Marketing Plan:**

- List shows, conferences, show examples of flyers or describe how bidder will market the KCDA Commercial Fitness Equipment contract.

**Tab 6 – Authorized Dealers/Vendor Partners**

- Provide letters from each manufacturer stating authorization to deal.
- List all dealers/vendor partners authorized to utilize this contract through the vendor.

**Tab 7- Addendums**

**E. VENDOR RESPONSIBILITIES**

- Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to the KCDA contract. This employee will have a complete copy and must have working knowledge of the contract.
- Train and educate sales staff on what the KCDA contract are including pricing, who can order from the contract, terms/conditions of the contract and the respective ordering procedures for each state. It is expected that the awarded vendor will lead with the KCDA contract.
- Develop a marketing plan to support the KCDA contract in collaboration with respective KCDA member agencies. Plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.
- Create a KCDA-specific sell sheet with a space to add a KCDA logo and contact information for use by KCDA and the awarded vendors local sales representatives to market within each state.
- Have ongoing communication with the Contract and Procurement Specialist at KCDA and the KCDA member agencies.
- Attend two (2) “touch base” meetings at KCDA per year. One of those meetings may be participating in the KCDA Vendor Fair.
- Participate in national and local conference trade shows to promote the KCDA contract.
- Increase sales over the term of the KCDA contract.

## **F. EQUIPMENT & RELATED PRODUCTS**

1. New commercial fitness equipment and related products: All commercial fitness equipment and related products provided under this contract must be new. commercial fitness equipment and related products which have not been used previously and are being actively marketed by the manufacturers' authorized dealers.

All branded commercial fitness equipment and related products components, spare parts, application software, and ancillary equipment supplied under this contract must conform to manufacturer specifications and shall be of new manufacture and in current standard production. The awarded vendor is responsible for ensuring that these items are operable and installed in accordance with manufacturer's specifications.

See the Attachment D Manufacture Product and Pricing List for specifications for the product details.

2. Commercial Fitness Equipment and Related Products Installation/Removal
  - a. The installation and/or removal of contract Commercial Fitness Equipment and Related Products shall be performed in a professional manner. The member's premises and equipment shall be left in a clean condition. The awarded vendor may be required to repair all damage and/or provide full compensation for damage to the member agencies premises and equipment that occurred during installation/removal.
  - b. Personnel in charge of the installation must be available to coordinate installation with member agency's internal staff. Qualified service support and technical personnel will be required to provide all necessary maintenance and repair. Installation dates and installation schedule must be approved by member agency.
  - c. Installation crews may be working around students, teachers, and general staff. Installation may require off hour and weekend work in order to accommodate and complete the project in the timeline required by the member agency. The member agency will try to accommodate access for installation during school/business hours; however, any plan that displaces staff, students or personnel will most likely create disruption to the ordinary daily schedule. After hours and weekend installations are preferred and will be so identified in the proposal to the member agency.
  - d. Project Manager for the awarded vendor shall verify proper installation at multiple and various times throughout the duration of the installation.
  - e. Upon successful completion of installation, test system functionality for all possible scenarios and document all outcomes.
  - f. Installment requirements (electrical certifications, plumbing certifications, licenses, permits etc.).
3. Commercial Fitness Equipment Newly Installed Equipment or Related Product Problems

Member agency will evaluate the performance of newly installed commercial fitness equipment and related products for a 30-day period after installation. If the performance is unsatisfactory, the member agency will immediately contact the awarded vendor to pursue corrective action and resolution of the problem. Resolution of performance problems may result in:

  - Repair or other action to correct the problem including training or modifications made to member's satisfaction
  - The replacement of the commercial fitness equipment and related products with another commercial fitness equipment and related products of the same brand and model, at no additional cost (including delivery and installation) to the member agency, or -
  - Return of the commercial fitness equipment and related products with cancellation of the order at no charge to the member agency.

4. Commercial Fitness Equipment and Related Products Inspection/Testing/Acceptance

Inspections, tests, measurements, or other acts or functions performed by the member agency shall in no manner be construed as relieving the awarded vendor from full compliance with contract requirements. At a minimum, an installed piece must demonstrate the capability of providing the functions and services specified in the manufacturer's published literature.

**5. Trial Placements:**

- May not exceed 90 days.
- Members pay only the applicable rate during the trial and may end it and remove the commercial fitness equipment and related products without obligation at any point.

**6. Commercial Fitness Equipment and Related Products Maintenance, Repair and Service**

- a. Maintenance, repair and service related to the operation of commercial fitness equipment and related products must be provided to member agency.
- b. Excessive Service and Downtime: Commercial fitness equipment and related products including all components, spare parts, application software, and ancillary equipment supplied through this contract shall be capable of continuous operation. Therefore, awarded vendor shall guarantee that all commercial fitness equipment and related products will be operational at least 98% of normal business hours. Commercial fitness equipment and related products that develop a trend of requiring an excessive number of service calls shall be reported by the member agency to the awarded vendor or by the awarded vendor to the member agency as the situation warrants and a corrective action and resolution will be made in a manner that is best for the member agency.
- c. In the event that the performance of maintenance services under the contract results in a need to replace defective parts, such items may only be replaced by new parts. In no instance shall the awarded vendor be permitted to replace defective items with refurbished, remanufactured, or surplus items without prior written authorization of the member agency.
- d. Awarded vendor must guarantee the availability of repair parts for a minimum of five (5) years subsequent to member agencies acceptance of the contracted commercial fitness equipment and related products.

**7. Commercial Fitness Equipment and Related Product Relocation/Transfer**

- a. Member agencies shall be afforded the option to relocate/transfer contract commercial fitness equipment and related product from one member location to another member location as deemed necessary with no change to agreement or maintenance plans. If self-moves are an option, the awarded vendor must be notified prior to relocating or transferring. The member agency will be responsible for repairs required for damage that occurred during self-moves.
- b. Alternately member agencies may elect to have the awarded vendor relocate/transfer the commercial fitness equipment and related product. The awarded vendor is responsible for repairs required following such relocation/transfer. Relocation/transfer of commercial fitness equipment and related product must be coordinated with member agency contact personnel responsible for the contract.

**8. Commercial Fitness Equipment and Related Product New products and/or Services**

Commercial fitness equipment and related product must meet the scope of work to be added to the contract. Pricing shall be equivalent to the percentage discount for other products. Awarded vendor may replace or add product lines to an existing contract if the line is replacing or supplementing products on contract, is equal or superior to the original products offered, is discounted in a similar or to a greater degree, if it is within the same awarded manufacturer and if the products meets the requirements of the solicitation. No products may be added to avoid competitive procurement requirements. KCDA may require additions to be submitted with documentation from KCDA members demonstrating an interest in, or a potential requirement for, the new product or service. KCDA may reject any additions without cause.

## 9. Commercial fitness equipment and related product Discontinued Products

If a product or model is discontinued by the manufacturer, awarded vendor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model, it is within the awarded manufacturer and if the discount is the same or greater than the discontinued model.

**NOTE: Listing the above specifications shall in no way relieve the awarded vendor from the responsibility to follow proper code and regulations.**

## G. TRAINING & SUPPORT

If applicable, please state specifically the amount of training which will be provided at no charge. Then list the charge per hour of additional training if applicable (see Bid Sheet).

- a. If specified by the member agency, staff in-service shall be offered following the installation. Training needs must be quantified and specified by the member agency. Awarded vendors shall provide appropriate pricing (if applicable) based upon each member agencies training need. It is understood that some training may be provided free of charge and some may incur charges. Please outline your training philosophy and related pricing structure.
- b. If desired follow up training may also be scheduled to further support usage and to identify Any individual training needs. Please include follow up training pricing as well.

## I. PRICING

The bidder shall submit pricing on the Pricing Pages included or on Attachment B in this IFB. **Vendor bid pricing shall include a 2% administrative fee on all line items and charges.** The administrative fee must be part of the bid price. If you are bidding a catalog price less a discount, make sure the administrative fee is included in the net price to the member agency. Pricing must include the 2% KCDA service fee so the service fee is invisible to KCDA members.

1. For all commercial fitness equipment and related product pricing may be by line item or discount off manufacturer price list (Attachment B). Accessories and materials may be from other manufacturers or sources but must be identified and priced in the IFB response either by item or via catalog discount. On the pricing sheet, list and group accessories and materials by manufacturer for ease of identification. Respondents will choose only one pricing method to be used per manufacturer. Alternative pricing methods shall be addressed in Attachment B. Proposals received that provide both for a single manufacturer will be found non-responsive.
2. Fixed prices shall be firm until each anniversary date of contract, unless there is an occurrence of one or more economic price adjustment contingencies outlined in the bid. If price adjustment contingencies occur, or not less than ninety (90) days prior to each contract anniversary date, awarded vendor may submit a fully documented request for price adjustment to KCDA. The documentation must substantiate that any requested price increase was clearly unpredictable at the time of bid submittal and results from an increased cost to awarded vendor that was out of awarded vendor's control.
3. KCDA will review requests for fixed price adjustments to determine if the new prices or another option is in member agencies' best interests. If accepted, new fixed prices shall apply to the contract upon approval from KCDA. Price changes shall be a factor in contract renewal.
4. The awarded vendor agrees that the cost for any item bid on this contract may vary by state due to specific requirements or other jurisdictional impacts. If the overall cost is discounted or lowered for any member agency, however, the cost will be similarly lowered or discounted at the same time for all member agencies for the same scope, size and value. (If a KCDA member agency proposes to

purchase a large volume of one product at one time and the awarded vendor agrees to provide an additional discount, that same volume discount would be available to any KCDA member agency.)

5. It is understood and agreed upon between Bidder and KCDA that the Bidder's pricing does not include the cost for any site specific conditions or requirements. Site specific requirements shall be addressed on a case by case basis at the time the order is placed. Any additional cost(s) are to be priced by methods designated under "Options", or by RS Means, as indicated in bidder's response to this solicitation.
6. Setup/Installation:  
It is understood that no work requiring the public works process and prevailing wage rates are included as part of an award from this bid. No such work will be undertaken by the awarded vendor(s) or any subsequent subcontractors of the awarded vendor. The member agency is required to arrange for such work independent of this contract.
7. Warranty: Describe the warranties that apply to the products offered in the IFB response and when warranty date will commence. Identify any website links that cover warranty information. The manufacturer has the primary responsibility to honor a manufacturer's warranty. Awarded vendor agrees to assist the member agency reach a solution in a dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the member agencies. List any pricing applicable to warranties in Attachment D of the IFP response.
8. Risk of Loss or Damage: Awarded vendor shall retain title and control of all goods until they are delivered and received. All risk of transportation and all related charges shall be the responsibility of the awarded vendor. The awarded vendor shall file all claims for visible or concealed damage. The member agency will notify the awarded vendor and/or freight company promptly of any damaged goods and shall assist the freight company/awarded vendor in arranging for inspection. No F.O.B. vessel, car or other vehicle terms will be accepted.
9. Taxes: Member agencies, who have obtained commercial fitness equipment and related product under the terms of this contract, will be responsible for payment of all taxes related to acquisition of the commercial fitness equipment and related product, such as sales tax, property tax, etc. Awarded vendor must separately list all such taxes on member proposal and subsequent invoice.

## **J. OPERATING LEASES**

1. KCDA members may obtain contracted commercial fitness equipment and related product through an operating lease at rate(s) established in the contract if available (no ownership of the machines, equipment and related products, is allowed at the end of the lease period).

Cancellation of lease agreements can only occur by the member agency in the case where the vendor partner fails to maintain the commercial fitness equipment and related product, or if the member is no longer able to finance the remaining term of the lease. Such cancellation shall be permitted, without penalty to the member agency with a thirty-day written notification to the vendor partner.

2. For each commercial fitness equipment and related product respondents are to identify a single percentage to be applied to the manufacturer's list price operating lease rates for 36 months, 48 months, and 60 month terms. These percentages must be held firm and fixed during the term of the contract, except as may otherwise allowed elsewhere in this solicitation.

3. With a member agencies minimum 30-day written notice prior to the end of the operating lease agreement, the vendor partner shall remove any commercial fitness equipment and related product at no additional cost to the member agency. Member agencies **shall not** purchase any commercial fitness equipment and related product at the end of the term of the operating lease. Should the member agency be asked to sign an operating lease agreement by the vendor partner, any conflicts between the provisions of the vendor's lease agreement and the terms and conditions of this contract shall be resolved in favor of what is most beneficial to the member agency.
4. All operating lease totals must include the 2% service fee to be paid to KCDA. This fee must be paid to KCDA at the beginning of lease period. Alternate process for fee calculation and payment may be proposed and is subject to approval by KCDA.

#### **K. STANDARD LEASES**

1. Under standard leases, KCDA member agencies may have the option to acquire any commercial fitness equipment and related product specified in the contract (i.e. ownership of machines, equipment and related products will transfer to the member at the end of the lease period). Standard lease rate(s) must be established in the IFB response if available. Unless otherwise stated in the IFB response the Purchase price(s) shall be used to determine standard lease rates.
2. Cancellation of lease agreements can only occur by the member agency in the case where the vendor partner fails to maintain the commercial fitness equipment and related product, or if the member agency is no longer able to finance the remaining term of the lease. Such cancellation shall be permitted, without penalty to the member agency, with a thirty-day written notification to the vendor partner.
3. All standard lease totals must include the 2% service fee to be paid to KCDA. This fee must be paid to KCDA at the beginning of the lease period. Alternate process for fee calculation and payment may be proposed and is subject to approval of KCDA.

#### **L. FUNDING OUT CLAUSE**

Any acquisition agreement with a KCDA member agency that exceeds one (1) year shall include a standard "funding out" clause. Such an acquisition is a commitment of the entity's current revenue only, provided the agreement contains either or both of the following provisions:

1. Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the agreement.
2. Conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the acquisition.

#### **M. AUTHORIZED DEALERS/VENDOR PARTNERS**

The bidder must secure from the manufacturer, if the bidder is not the manufacturer, a written guarantee executed by the manufacturer that the bidder is an authorized dealer of that manufacturer. This can be submitted as a Manufacturers Guarantee/Manufacturers Certificate, or a statement on the manufacturer's letterhead with corporate acknowledgement. Failure to provide will result in award disqualification for that manufacturer.

Bidder may propose a network of authorized dealers/vendor partners through whom the bidder intends to perform the contract. Member agencies may be directed to bidders network of authorized dealers/vendor partners for commercial fitness equipment and related product, however the awarded vendor shall be responsible for the actual job performance of each and every authorized dealer/vendor partner. This

includes, but is not limited to proper ordering process and reporting, or submittal of 2% service fee. Unresolved problems with the authorized dealer/vendor partner may be referred to the awarded vendor for resolution. Bidders are to identify and list each of the authorized dealers/vendor partners they intend to involve in contract performance.

Awarded vendor must be capable of replacing authorized dealers/vendor partners found unsuitable to participate in performance on the KCDA contract, and establish new authorized dealers/vendor partners in a timely manner.

During the contract period, the awarded vendor or purchasing agent may remove an authorized dealer/vendor partner from the list of those designated to this contract at any time without further explanation or process. The awarded vendor may propose authorized dealer/vendor partner additions for consideration at any time throughout the contract provided;

- The request is in writing on awarded vendors letterhead.
- It is filed with the Purchasing Agent a minimum of 30 calendar days before the effective date of the proposed change;
- It clearly identifies the authorized dealers/vendor partners involved in the change;

It is accompanied by documentation acceptable to the Purchasing Agent sufficient to warrant the change.

**N. AWARD**

**1. Evaluation**

It is the intent of KCDA to award a manufacturer’s complete line of products based on the specifications provided when possible and advantageous. KCDA expects to award to the lowest responsive and responsible bidder per unique manufacturer specifications that meet IFB terms, conditions, and criteria specified. An award is at the sole discretion of KCDA. KCDA reserves the right to reject any or all proposals, accept the proposal(s) that are deemed most advantageous for KCDA member agencies, and waive any irregularities in the solicitation process.

Awarded vendors will be required to turn in updated specifications for the manufacturers awarded.

The following criteria will be used in evaluating responses to this IFB. An award is anticipated to be made to a bidder with the highest rating per manufacturer product line. Subsequently, multiple awards may be made.

Evaluation Criteria and Weight

Proper submission of proposal	10
Comprehensiveness of product and services provided	10
Related Experience	15
Pricing	50
Presentation of full and complete product offering that can meet variety of member agencies requirements/timeline.	15
<b>TOTAL POSSIBLE POINTS</b>	<b>100</b>



## **2. Clarification and/or Discussions**

Clarification of a response may be necessary. KCDA will communicate with the bidder(s) for the purpose of eliminating minor errors, clerical errors, and/or irregularities. Clarification is accomplished by explanation or substantiation, either in response to an inquiry from KCDA or an inquiry initiated by a bidder. Clarification does not give a bidder the opportunity to revise, change or modify their response in any way. Discussion takes place after the initial receipt of proposals. KCDA reserves the right to conduct discussions with bidders whose responses are determined to be reasonably inclined toward receiving a contract award. Discussion may occur when oral or written communications between KCDA and the bidder are conducted for the purpose of clarifying information to determine the acceptability of a response. KCDA will not assist the bidder in bringing the bidder's response to the same level of other responses received by KCDA. Further, KCDA will make no indication of pricing or other information received from other bidders.

- 3. Competitive Range:** KCDA reserves the right to establish a competitive range of acceptable responses as part of the evaluation process as defined herein. Responses below the competitive range will be determined to be unacceptable and will not receive further consideration.

## **O. ORDER PROCESS & REPORTING**

- This is considered a Direct Ship (DS) contract. Vendor must confirm Customer is a member of KCDA Purchasing Cooperative ([www.kcda.org](http://www.kcda.org)). If you have any questions or need help in referring a public entity to become a member of KCDA, please contact KCDA Customer Service at 800-422-5019 or by email at: [customerservice@kcda.org](mailto:customerservice@kcda.org).
- Awarded vendor(s) will submit a signed and dated proposal or quote to each interested KCDA member in accordance with the pricing awarded under this contract. If pricing has been negotiated due to volume purchasing, the price must be noted as negotiated and the negotiated price must be less than the firm price quoted.
- Awarded vendor(s) must specifically state the KCDA contract number KCDA #21-356 Commercial Fitness Equipment on their proposal to each KCDA member. This proposal must identify the member's contact name, e-mail address and phone # of the person responsible for approving this purchase. The member contact information is critical, and if not provided, may be grounds for delaying the processing of the order as well as eventual payment to the awarded vendor.
- All line items on the member quote must be verifiable against the awarded vendor(s) price sheets (or discounts) submitted per manufacturer. Be sure to reference the manufacture, part number, KCDA price for every line item. All installation, training, other services must cross-reference to the Services Price Schedule.
- Quotes to member customers must include the 2% KCDA administrative fee so the fee is invisible to KCDA members. It must not be included as a separate line item.
- Members should send a copy of their PO made out to KCDA and a copy of the Vendor quote to the Contract Specialist designated on the Awarded Contracts page. Upon KCDA's verification of membership and pricing, KCDA will create and forward a KCDA Purchase Order to the designated point of contact at the awarded vendor. The Contract Specialist will request additional information, such as scope of work and item/part number along with pricing for each line item as needed. Failure to provide adequate evaluation information may result in delay of purchase order approval by Contract Specialist.
- A copy of the order will be kept on file at KCDA.

8. Awarded vendor must not commence delivery, services or installation using the KCDA contract without receiving a Purchase Order from KCDA.
9. Orders processed against this contract by customers who are not KCDA members or without e-mailed approval from KCDA are in violation of contract #21-356 Commercial Fitness Equipment specifications. Vendors not following proper procedures may be removed from consideration for future awards.
10. KCDA reserves the right to revise the ordering process above at their sole discretion, if deemed necessary for contract management or audit purposes. An implementation for change will be coordinated with awarded vendor(s) as needed.

**P. CHRISTIAN DOCTRINE** Any federal, state and local governing authority's/jurisdiction's statutes, codes, rules and regulations referenced and/or govern the products, services and activities relating to and are part of this solicitation, whether or not physically noted or included, shall be complied with and adhered to as required. It is sole responsibility of the Bidder to perform and complete any necessary research and investigation required to make themselves aware of and comply with this item.

**Signature** \_\_\_\_\_

*Must be same signature that appears on Bid Affidavit and Acceptance Forms*



Category	Product Description	Manufacturer	Mfg. SKU	Vendor SKU	Unit of Measure	List/Retail Price	KCDA Bid price
Misc Equipment:							
Accessories							
Installation							
Scaffolding/Lifts							
Shipping							
Tip Charge							

**INSTALLATION RATES**

Labor Rates:	General Labor Rates	Federal Davis Bacon Labor Rates
See Services Price Schedule		

Freight \_\_\_ is \_\_\_ is not included in above pricing.

Company Name: \_\_\_\_\_

**Attachment E2 - Services Price Schedule  
KCDA -Bid #21-356 Commercial Fitness Equipment**

**NOTE: If your company provides any of the services listed below, please complete the price schedule.  
If services are not documented in pricing pages, fees must be justified by using RS Means.**

Design Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

Installation Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

Training Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N
	ex: Initial (must price)					
	Ex: Follow up training (must price)					

Support Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

**\*Please detail additional discounts on large projects.**

**MISCELLANEOUS FEES**

In some cases additional charges may be necessary. These costs are for items delivered direct to member agencies. Attach additional pages as may be necessary for each manufacturer.

- Performance Bond: \$ \_\_\_\_\_
- Shipping: \$ \_\_\_\_\_
- Lift Gate Fee when required \$ \_\_\_\_\_ or RS Means
- Rental Scaffolding/Lifts \$ \_\_\_\_\_ or RS Means
- Raceways \$ \_\_\_\_\_ or RS Means

**FUTURE DELIVERIES**

On occasion, KCDA Members will place orders near the end of the contract period for delivery after the contract period has expired.

Will your company honor orders placed during the contract period for future delivery?

No \_\_\_ Yes \_\_\_ Yes, but only if delivered before \_\_\_\_\_

**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

**1. Product | Category Specific Specifications**

**Bidders must check either the “Comply” or “Deviate” column for each inspection item. All deviations shall be noted and explained below. Form X- Authorized signature required.**

<b>Item</b>	<b>Description Tier One</b>	<b>Comply</b>	<b>Deviate</b>
1.1	The Member Agency will have access to a full inventory of the awarded product line; multi-line vendors must inventory at least the majority of categories listed in the bid.		
1.2	Awarded vendor(s) shall maintain a minimum monthly overall average fill rate of 95% or above. Items that are reordered, backordered, or partially filled are not considered filled line items when calculating this service level.		
1.3	Orders must be confirmed with member and KCDA within 48 hours after receipt of an order 90% of the time.		
1.4	Awarded vendor(s) must be a manufacturer’s authorized sales and service dealer for all proposed equipment/software. An authorized sales and service dealer is defined in this solicitation as one purchasing their products for resell directly from the manufacturer(s) or the manufacturer’s approved channels. Products that result from new authorized sales and service dealer arrangements between the awarded vendor(s) and the manufacturer during the term of this contract may be added and offered through the KCDA contract.		
1.5	Bidders must have a sales presence that either reside or can be contacted from the additional states named to enable KCDA members to have expert consultation, needs assessment, and customer support.		
1.6	All commercial fitness equipment and related products provided under this contract must be new. commercial fitness equipment and related products which have not been used previously and are being actively marketed by the manufacturers’ authorized dealers.		
1.7	All branded commercial fitness equipment and related products components, spare parts, application software, and ancillary equipment supplied under this contract must conform to manufacturer specifications and shall be of new manufacture and in current standard production. The awarded vendor is responsible for ensuring that these items are operable and installed in accordance with manufacturer’s specifications.		
1.8	The installation and/or removal of contract Commercial Fitness Equipment and Related Products shall be performed in a professional manner. The member’s premises and equipment shall be left in a clean condition. The awarded vendor may be required to repair all damage and/or provide full compensation for damage to the member agencies premises and equipment that occurred during installation/removal.		

**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

<b>Item</b>	<b>Description Tier One</b>	<b>Comply</b>	<b>Deviate</b>
1.10	Installation crews may be working around students, teachers, and general staff. Installation may require off hour and weekend work in order to accommodate and complete the project in the timeline required by the member agency. The member agency will try to accommodate access for installation during school/business hours; however, any plan that displaces staff, students or personnel will most likely create disruption to the ordinary daily schedule. After hours and weekend installations are preferred and will be so identified in the proposal to the member agency.		
1.11	Project Manager for the awarded vendor shall verify proper installation at multiple and various times throughout the duration of the installation. Upon successful completion of installation, test system functionality for all possible scenarios and document all outcomes.		
1.12	Member agency will evaluate the performance of newly installed commercial fitness equipment and related products for a 30-day period after installation. If the performance is unsatisfactory, the member agency will immediately contact the awarded vendor to pursue corrective action and resolution of the problem.		
1.13	<ul style="list-style-type: none"> <li>• Repair or other action to correct the problem including training or modifications made to member’s satisfaction</li> <li>• The replacement of the commercial fitness equipment and related products with another commercial fitness equipment and related products of the same brand and model, at no additional cost (including delivery and installation) to the member agency, or -</li> <li>• Return of the commercial fitness equipment and related products with cancellation of the order at no charge to the member agency.</li> </ul>		
1.14	Trial Placements: <ul style="list-style-type: none"> <li>• May not exceed 90 days.</li> <li>• Members pay only the applicable rate during the trial and may end it and remove the commercial fitness equipment and related products without obligation at any point.</li> </ul>		

**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

**2. Service | Maintenance, Repair, Service, Relocation, and Transfer**

**Bidders must check either the “Comply” or “Deviate” column for each inspection item. All deviations shall be noted and explained below. Form X- Authorized signature required.**

<b>Item</b>	<b>Description Tier One</b>	<b>Comply</b>	<b>Deviate</b>
2.1	Maintenance, repair, and service related to the operation of commercial fitness equipment and related products must be provided to member agency.		
2.2	Excessive Service and Downtime: Commercial fitness equipment and related products including all components, spare parts, application software, and ancillary equipment supplied through this contract shall be capable of continuous operation. Therefore, awarded vendor shall guarantee that all commercial fitness equipment and related products will be operational at least 98% of normal business hours. Commercial fitness equipment and related products that develop a trend of requiring an excessive number of service calls shall be reported by the member agency to the awarded vendor or by the awarded vendor to the member agency as the situation warrants and a corrective action and resolution will be made in a manner that is best for the member agency.		
2.3	In the event that the performance of maintenance services under the contract results in a need to replace defective parts, such items may only be replaced by new parts. In no instance shall the awarded vendor be permitted to replace defective items with refurbished, remanufactured, or surplus items without prior written authorization of the member agency.		
2.4	Awarded vendor must guarantee the availability of repair parts for a minimum of five (5) years subsequent to member agencies acceptance of the contracted commercial fitness equipment and related products.		
2.5	Member agencies shall be afforded the option to relocate/transfer contract commercial fitness equipment and related product from one member location to another member location as deemed necessary with no change to agreement or maintenance plans. If self-moves are an option, the awarded vendor must be notified prior to relocating or transferring. The member agency will be responsible for repairs required for damage that occurred during self-moves.		
2.6	Alternately member agencies may elect to have the awarded vendor relocate/transfer the commercial fitness equipment and related product. The awarded vendor is responsible for repairs required following such relocation/transfer. Relocation/transfer of commercial fitness equipment and related product must be coordinated with member agency contact personnel responsible for the contract.		



**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

<b>Item</b>	<b>Description Tier One</b>	<b>Comply</b>	<b>Deviate</b>
2.8	If a product or model is discontinued by the manufacturer, awarded vendor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model, it is within the awarded manufacturer and if the discount is the same or greater than the discontinued model.		
2.9	If applicable, please state specifically the amount of training which will be provided at no charge. Then list the charge per hour of additional training if applicable (see Bid Sheet).		
2.10	a. If specified by the member agency, staff in-service shall be offered following the installation. Training needs must be quantified and specified by the member agency. Awarded vendors shall provide appropriate pricing (if applicable) based upon each member agencies training need. It is understood that some training may be provided free of charge and some may incur charges. Please outline your training philosophy and related pricing structure. b. If desired follow up training may also be scheduled to further support usage and to identify Any individual training needs. Please include follow up training pricing as well.		

**3. Pricing**

**Bidders must check either the “Comply” or “Deviate” column for each inspection item. All deviations shall be noted and explained below. Form X-Authorized signature required.**

<b>Item</b>	<b>Description Tier Two</b>	<b>Comply</b>	<b>Deviate</b>
3.1	Vendor bid pricing shall include a 2% administrative fee on all line items and charges. The administrative fee must be part of the bid price. If you are bidding a catalog price less a discount, make sure the administrative fee is included in the net price to the member agency. Pricing must include the 2% KCDA service fee, so the service fee is invisible to KCDA members.		
3.3	Fixed prices shall be firm until each anniversary date of contract, unless there is an occurrence of one or more economic price adjustment contingencies outlined in the bid. If price adjustment contingencies occur, or not less than ninety (90) days prior to each contract anniversary date, awarded vendor may submit a fully documented request for price adjustment to KCDA. The documentation must substantiate that any requested price increase was clearly unpredictable at the time of bid submittal and results from an increased cost to awarded vendor that was out of awarded vendor’s control.		
3.4	KCDA will review requests for fixed price adjustments to determine if the new prices or another option is in member agencies’ best interests. If accepted, new fixed prices shall apply to the contract upon approval from KCDA. Price changes shall be a factor in contract renewal.		

**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

Item	Description Tier Two	Comply	Deviate
3.5	The awarded vendor agrees that the cost for any item bid on this contract may vary by state due to specific requirements or other jurisdictional impacts. If the overall cost is discounted or lowered for any member agency, however, the cost will be similarly lowered or discounted at the same time for all member agencies for the same scope, size and value. (If a KCDA member agency proposes to purchase a large volume of one product at one time and the awarded vendor agrees to provide an additional discount, that same volume discount would be available to any KCDA member agency.)		
3.6	It is understood and agreed upon between Bidder and KCDA that the Bidder's pricing does not include the cost for any site specific conditions or requirements. Site specific requirements shall be addressed on a case by case basis at the time the order is placed. Any additional cost(s) are to be priced by methods designated under "Options", or by RS Means, as indicated in bidder's response to this solicitation.		
3.7	Warranty: Describe the warranties that apply to the products offered in the IFB response and when warranty date will commence. Identify any website links that cover warranty information. The manufacturer has the primary responsibility to honor a manufacturer's warranty. Awarded vendor agrees to assist the member agency reach a solution in a dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the member agencies. List any pricing applicable to warranties in Attachment D of the IFP response.		
3.8	Risk of Loss or Damage: Awarded vendor shall retain title and control of all goods until they are delivered and received. All risk of transportation and all related charges shall be the responsibility of the awarded vendor. The awarded vendor shall file all claims for visible or concealed damage. The member agency will notify the awarded vendor and/or freight company promptly of any damaged goods and shall assist the freight company/awarded vendor in arranging for inspection. No F.O.B. vessel, car or other vehicle terms will be accepted.		
3.9	Taxes: Member agencies, who have obtained commercial fitness equipment and related product under the terms of this contract, will be responsible for payment of all taxes related to acquisition of the commercial fitness equipment and related product, such as sales tax, property tax, etc. Awarded vendor must separately list all such taxes on member proposal and subsequent invoice.		

**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

**4. Leases | Operating Leases, and Standard Leases**

**Bidders must check either the “Comply” or “Deviate” column for each inspection item. All deviations shall be noted and explained below. Form X-Authorized signature required.**

<b>Item</b>	<b>Description Tier One</b>	<b>Comply</b>	<b>Deviate</b>
4.1	KCDA members may obtain contracted commercial fitness equipment and related product through an operating lease at rate(s) established in the contract if available ( <u>no</u> ownership of the machines, equipment and related products, is allowed at the end of the lease period).		
4.2	Cancellation of lease agreements can only occur by the member agency in the case where the vendor partner fails to maintain the commercial fitness equipment and related product, or if the member is no longer able to finance the remaining term of the lease. Such cancellation shall be permitted, without penalty to the member agency with a thirty-day written notification to the vendor partner.		
4.3	For each commercial fitness equipment and related product respondents are to identify a single percentage to be applied to the manufacturer’s list price operating lease rates for 36 months, 48 months, and 60 month terms. These percentages must be held firm and fixed during the term of the contract, except as may otherwise allowed elsewhere in this solicitation.		
4.4	With a member agencies minimum 30-day written notice prior to the end of the operating lease agreement, the vendor partner shall remove any commercial fitness equipment and related product at no additional cost to the member agency. Member agencies shall not purchase any commercial fitness equipment and related product at the end of the term of the operating lease. Should the member agency be asked to sign an operating lease agreement by the vendor partner, any conflicts between the provisions of the vendor’s lease agreement and the terms and conditions of this contract shall be resolved in favor of what is most beneficial to the member agency.		
4.5	All operating lease totals must include the 2% service fee to be paid to KCDA. This fee must be paid to KCDA at the beginning of lease period. Alternate process for fee calculation and payment may be proposed and is subject to approval by KCDA.		
4.6	Under standard leases, KCDA member agencies may have the option to acquire any commercial fitness equipment and related product specified in the contract (i.e. ownership of machines, equipment and related products will transfer to the member at the end of the lease period). Standard lease rate(s) must be established in the IFB response if available. Unless otherwise stated in the IFB response the Purchase price(s) shall be used to determine standard lease rates.		
4.7	All standard lease totals must include the 2% service fee to be paid to KCDA. This fee must be paid to KCDA at the beginning of the lease period. Alternate process for fee calculation and payment may be proposed and is subject to approval of KCDA.		

**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

**5. Authorized Dealers/Vendor Partners**

**Bidders must check either the “Comply” or “Deviate” column for each inspection item. All deviations shall be noted and explained below. Form X-Authorized signature required.**

Item	Description Tier One	Comply	Deviate
5.1	The bidder must secure from the manufacturer, if the bidder is not the manufacturer, a written guarantee executed by the manufacturer that the bidder is an authorized dealer of that manufacturer. This can be submitted as a Manufacturers Guarantee/Manufacturers Certificate, or a statement on the manufacturer’s letterhead with corporate acknowledgement. Failure to provide will result in award disqualification for that manufacturer.		
5.2	Bidder may propose a network of authorized dealers/vendor partners through whom the bidder intends to perform the contract. Member agencies may be directed to bidders network of authorized dealers/vendor partners for commercial fitness equipment and related product, however the awarded vendor shall be responsible for the actual job performance of each and every authorized dealer/vendor partner. This includes but is not limited to proper ordering process and reporting, or submittal of 2% service fee. Unresolved problems with the authorized dealer/vendor partner may be referred to the awarded vendor for resolution. Bidders are to identify and list each of the authorized dealers/vendor partners they intend to involve in contract performance		
5.3	Awarded vendor must be capable of replacing authorized dealers/vendor partners found unsuitable to participate in performance on the KCDA contract and establish new authorized dealers/vendor partners in a timely manner.		
5.4	During the contract period, the awarded vendor or purchasing agent may remove an authorized dealer/vendor partner from the list of those designated to this contract at any time without further explanation or process.		
5.5	The awarded vendor may propose authorized dealer/vendor partner additions for consideration at any time throughout the contract provided; <ul style="list-style-type: none"> <li>• The request is in writing on awarded vendors letterhead.</li> <li>• It is filed with the Purchasing Agent a minimum of 30 calendar days before the effective date of the proposed change</li> <li>• It clearly identifies the authorized dealers/vendor partners involved in the change;</li> </ul>		

**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

**INSTRUCTIONS:**

If “no” is checked below, complete this form by signing it at the bottom.

If “yes” is checked below, either insert answers into this form or create a Microsoft Word table format to provide narrative explanations of exceptions. If adding pages, the bidder’s name and identifying information as to which item the response refers must appear on each page.

Scan this form plus any attachments into a single PDF document.

Title the file “Part D- Deviations”.

Exceptions to local, state, or federal laws cannot be accepted under this bid.

**NO, this bidder does not have deviations (exceptions or alternates) to the specifications listed in Parts C & D.**

**YES, this bidder has the following deviations to the specifications listed in Parts C & D.**

<b>Outline (Pg &amp; Form)</b>	<b>Specification (describe)</b>	<b>Details of Deviation</b>

**Signature**

*Must be same signature that appears on Bid Affidavit and Acceptance Forms*

**MISCELLANEOUS FEES**

In some cases, additional charges may be necessary. These costs are for items delivered direct to Members. Attach additional pages as may be necessary for each manufacturer.

Delivery Fee: \$ \_\_\_\_\_ % or mileage rate

Installation Fee: \$ \_\_\_\_\_ per hour (Prevailing Wage rates)

Design Fee: \$ \_\_\_\_\_

**Commercial Fitness Equipment  
Bid #21-356**

**ATTACHMENT X – Deviations and Miscellaneous Fees**

Performance Bond:                 \$ \_\_\_\_\_  
Demolition Fee:                    \$ \_\_\_\_\_  
Restock Fees:                      \$ \_\_\_\_\_  
Lift Gate Fee when required       \$ \_\_\_\_\_

**FUTURE DELIVERIES**

On occasion, KCDA Members will place orders near the end of the contract period for delivery after the contract period has expired. Will your company honor orders placed during the contract period for future delivery?

No \_\_\_\_\_ Yes \_\_\_\_\_ Yes, but only if delivered before \_\_\_\_\_

Firm Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

**Signed:** \_\_\_\_\_

**Name and Title:** \_\_\_\_\_

Telephone No. \_\_\_\_\_

Fax No. \_\_\_\_\_

Email: \_\_\_\_\_

**\*\*Note:** All lines of information must be provided with submittal. Electronic acceptance of these terms and conditions signifies compliance with all terms and conditions.



KCDA Company Profile

KCDA BID # 21-356 Commercial Fitness Equipment

NAME OF BIDDER \_\_\_\_\_

COMPANY CONTACT INFORMATION

Company Name: \_\_\_\_\_ Website: \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_

Contact Phone: \_\_\_\_\_ Contact Email: \_\_\_\_\_

State of WA Department of Licensing Contractor's Registration No. \_\_\_\_\_

State of WA UBI Number \_\_\_\_\_

State of WA Department of Employment Security No. \_\_\_\_\_

Washington State Excise Tax Registration No. \_\_\_\_\_

Federal Tax ID Number \_\_\_\_\_

DUNS Number \_\_\_\_\_

BACKGROUND

Note: Generally, in high level contracts, KCDA will not accept an offer from a business that is less than five (5) years old or which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. KCDA reserves the right to accept or reject newly formed companies based on information provided in this response and from its own investigation of the company.

This business is a [ ] public company [ ] privately owned company.

In what year was this business started under its present name? \_\_\_\_\_

Under what other or former name(s) has your business operated? \_\_\_\_\_

Is this business a corporation? [ ] No [ ] Yes. If yes, please complete the following:



Date of incorporation: \_\_\_\_\_ State of incorporation: \_\_\_\_\_

Name of President: \_\_\_\_\_

Name(s) of Vice President(s): \_\_\_\_\_

Name of Secretary: \_\_\_\_\_

Name of Treasurer: \_\_\_\_\_

Is this business a partnership?  No  Yes. If yes, please complete the following:

Date of organization: \_\_\_\_\_ State founded: \_\_\_\_\_

Type of partnership, if applicable: \_\_\_\_\_

Name(s) of general partner(s): \_\_\_\_\_

Is this organization individually owned?  No  Yes. If yes, please complete the following:

Date of organization: \_\_\_\_\_ State founded: \_\_\_\_\_

Name of owner: \_\_\_\_\_

This organization is a form other than those identified above.  No  Yes.

**IF THE ANSWER IS YES,** describe the company's format, year and state of origin, and names and titles of the principals.

**COMPANY HEADQUARTER LOCATION**

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Main Phone Number: \_\_\_\_\_ How long at this address? \_\_\_\_\_

**COMPANY BRANCH LOCATIONS**

Branch Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Branch Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Branch Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Branch Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

*If more branch locations, insert information here or add another sheet with above information.*





**SALES HISTORY**

Provide your company’s annual sales for 2018, 2019 and 2020 YTD in the United States by the various public segments:

	2018	2019	2020 YTD
K-12 (public & private), Educational Service Agencies	\$	\$	\$
Higher Education Institutions	\$	\$	\$
Counties, Cities, Townships, Villages	\$	\$	\$
States	\$	\$	\$
Other Public Sector & Non-profits	\$	\$	\$
Private Sector	\$	\$	\$
<b>TOTAL</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>

**WORK FORCE**

1. **Key Contacts and Providers:** Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services:

Function	Name	Title	Phone	Email
Contract Manager				
Sales Manager				
Customer & Support Manager				
Function	Name	Title	Phone	Email
Distributors, Dealers, Installers, Sales Reps				
Consultants & Trainers				
Technical, Maintenance & Support Services				
Quotes, Invoicing & Payments				
Warranty & After the Sale				
Financial Manager				



- 2. **Sales Force:** Provide total number and location of salespersons employed by your company in the states of Washington, Oregon, Idaho, Montana and Alaska by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Number of Sales Reps	City	State

- 3. **Service/Support and Distribution Centers:** Provide the type (service/support or distribution) and location of centers that support the states of Washington, Oregon, Idaho, Montana and Alaska completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Center Type	City	State

- 4. **In-house Resources:** Describe the business’s current in-house workforce, equipment and facilities available to perform under this solicitation.
- 5. **Sales Training:** Explain how your company will education your sales staff on the AEPA contract including timing, methods, etc.

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**ENVIRONMENTAL INITIATIVES**

- 1. Describe how your products and/or services support environmental goals.

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- 2. Describe the company’s “green” objectives (i.e. LEED, reducing footprint, etc.).

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**COOPERATIVE CONTRACTS**

- 1. Does your company currently have contracts with other cooperatives (local, regional, state, national)?  
\_\_\_\_\_ YES \_\_\_\_\_ NO

If YES, identify which cooperatives and the respective expiration date(s).

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If YES and your company is awarded a KCDA Contract, which contract will you lead with in marketing and sales representative presentations (sales calls)?

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**INDEPENDENT SUBCONTRACTORS, DISTRIBUTORS, INSTALLERS, ETC.**

*If the Bidder is not the sole manufacturer/provider of all goods and services provided under this contract, the following must be answered:*

- 1. **Selection Criteria for Independent Providers:** Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.
- 2. **Current Subcontractors, Distributors, Installers, Etc.:** Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the in the states of Washington, Oregon, Idaho, Montana and Alaska. Include, if applicable, contractor license information and the state(s) wherein they are eligible to provide services on behalf of this business.

**DISCLOSURES**

- 1. **Letter of Line of Credit or Annual Financial Report (REQUIRED):** Attach a letter from the business’s chief financial institution indicating the current line of credit available in its name and evidence of financial stability for the past three calendar years (2017, 2018 and 2019). This letter should state the line of credit as a range (ie., “credit in the low six figures” or “a credit line exceeding five



figures”). If company is a publicly traded company a complete Annual Financial Report is required in place of Line of Credit Letter.

- 2. **Legal:** Does this business have actions currently filed against it?  No  Yes.

**IF YES, AN ATTACHMENT IS REQUIRED:** List and explain current actions such as Federal Debarment (on US General Services Administration’s “Excluded Parties List”), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

**REFERENCES**

Provide contact information of your company’s five largest public agency customers:

Agency	Name	Title	Phone Number	Email
1.				
2.				
3.				
4.				
5.				

Signature \_\_\_\_\_

**Must be same signature that appears on the Bid Affidavit Signature and Acceptance Form**