

Questionnaire Level - Supplier Summary

Questionnaire Name	Questionnaire	Supplier Name	Total Questionnaire	My Score	Total	Questionnaire	QuestionCoverage
Company Information	Commercial	Life Fitness, LLC	4.28	-	30	30	100
Sustainability	Technical	Life Fitness, LLC	2.75	-	18	18	100
Product Overview	Technical	Life Fitness, LLC	3.74	-	18	18	100
Services, Training and Warranty Offerings	Commercial	Life Fitness, LLC	3.73	-	19	19	100
FOR MANUFACTURERS- Pricing	Commercial	Life Fitness, LLC	3.7	-	8	8	100
FOR DEALERS - Pricing	Commercial	Life Fitness, LLC	1.34	-	8	-	0

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Questionnaire Name: *	Company Information
Questionnaire Type:	Commercial
Questionnaire Description:	General company information

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
General Company Information	1	* Full name; Legal and Trade Name	-	-	Life Fitness, LLC
General Company Information	2	* Authorized Negotiator (name and email address of person(s) in your organization authorized to negotiate contract terms and render binding decisions on contract matters)	-	-	Teresa Linscott Teresa.Linscott@lifefitness.com
General Company Information	3	* Address	-	-	10601 Belmont Avenue, Franklin Park, IL 60131

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SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
General Company Information	4	* Phone Number & Fax Number	-	-	916-205-5378
General Company Information	5	* Website Address	-	-	www.lifefitness.com
General Company Information	6	* Parent Company (if operating as a subsidiary or affiliate)	-	-	Lumos Holdings US Acquisition Co

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SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
General Company Information	7	* Indicate Entity Type; partnership, corporation, individual, etc.	-	-	C Corp, limited liability company
General Company Information	8	* Public or Private Company	-	-	private
General Company Information	9	* Date Company Founded	-	-	<p>1968 under Lifecycle name, then renamed Life Fitness in 1987. Life Fitness grew out of Dr. Keene Dimick's technological marvel. Health club owner Ray Wilson bought the rights to the bike from Dr. Dimick in the early 1970s. Wilson and co-founder Augie Nieto created Lifecycle Inc., which eventually became Life Fitness.</p> <p>Life Fitness hasn't forgotten Dr. Dimick's innovative spirit. For five decades we've crafted state-of-the art cardio and strength equipment that shares some of the DNA of that original Lifecycle. We've taken Dr. Dimick's vision and continuously evolved. It's hard to gauge just much influence the bike has had on today's fitness industry. But the large cardio areas in health clubs certainly would look a lot different if the Lifecycle never came to be.</p> <p>In June of 2019, Life Fitness was purchased by KPS and is now a privately held company.</p>

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SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
General Company Information	10	* State of Incorporation or Formation	-	-	Delaware
General Company Information	11	* List of branch offices or other subordinate elements that will perform or assist in performing work herein	-	-	<p>Our corporate headquarters is located in Franklin Park, IL. Life Fitness has employs field sales and service personnel who remotely nationwide. The Life Fitness Authorized Dealer Network is comprised of 13 dealer locations throughout the US and Canada. These local and regional dealer teams have the capabilities and experience to handle large, complex projects consistently, and ensure complete customer satisfaction. Our dealers bring a wealth of knowledge as many of the upper management have been in the industry for over 20 years an in their respective territories for over 20 years. Since many have been in their geographic locations for so many years, they offer local knowledge, local contacts long standing relationships and other services that may include providing service, preventative maintenance, technical support, and more to satisfy customer projects and high expectations. Our three Platinum Dealers in the US and one in Canada each utilize their own sales and services force. This type of scalability helps our platinum dealers meet the stringent Life Fitness sales quotas required to maintain their preferred status. In fact, the three Platinum Dealers in the US have been so successful in meeting these sales goals that they have been a Life Fitness Family of Brands dealer for over 25 years each, and one of them, Advanced Exercise, covers the UC schools in Southern California. The other 10 dealers maintain a high level of accountability as well– supported closely by Life Fitness – to provide Members with the specific services they require. As experienced business owners, these dealers recognize that they can only be successful by fully meeting our expectation and exceeding their customers’ expectations. The entire Life Fitness dealer network is committed to providing Sourcewell Members exemplary service in their local marketplace. We ensure this high level of customer satisfaction by appointing a team of direct Life Fitness liaisons to thoroughly assesses each candidate, including the principal owner(s) of the business and proposed management team, before appointing them as an Authorized Life Fitness Dealer. Once appointed to be part of our Authorized Dealer Program, the Life Fitness team of liaisons monitors performance throughout the year and dealers must meet year end performance goals in order to maintain their accreditation. The Life Fitness liaison management team conducts annual formal sessions with dealer management to identify any training or resource needs. With over 100 dealer representatives in their respective territories, our Life Fitness Dealer team in the US and Canada create exceptional value to our company. They are an integral part of our sales team and play an important role in meeting our sales forecast annually. They also have and will continue to leverage our Sourcewell contract to deliver products and service to its members. Please see attached...</p> <p>Attached Files : Dealer Distibution and Factory Maps.pdf</p>
General Company Information	12	* Do you intend to use subcontractors? If yes, provide the name, address, and phone number of any subcontractor that you will obtain via contract to perform any portion of work proposed in this RFP.	-	-	<p>Life Fitness uses approved subcontractors for our delivery and installation services.</p> <p>Attached Files : List of LFI providers.xlsx</p>

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SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
General Company Information	13	Do you require background checks of subcontractors? What training do you provide to these subcontractors?	-	-	We require background checks and drug screening. We provide training to all delivery personnel.
Operational Company Information	14	* Do you outsource any administrative services to a third-party provider? If so, provide details.	-	-	No
Operational Company Information	15	* Submit audited financial statements for the past two (2) years in order to establish financial viability.	-	-	Life Fitness a privately held company, and as such we do not share our annual sales information or Dunn & Bradstreet report as we consider both to be confidential and proprietary information. The requested information can be provided once we have been notified of contract award and an NDA is in place between Omnia, the University of California and Life Fitness.

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Operational Company Information	16	* Provide your organization's Dun and Bradstreet (DUNS) number.	-	-	11-693-2584
Operational Company Information	17	* Has your organization experienced recent merger or acquisition activity, or has any such pending activity been publicly disclosed? If so, describe, specifically addressing any reorganization or operational changes that would affect your product or services.	-	-	No
Operational Company Information	18	* Are there any recent or anticipated changes in your organizational structure (e.g. key personnel, consolidation of operations, new service centers) that would impact UC. Include a project plan and timeline if applicable.	-	-	no

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SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
Operational Company Information	19	* Is any litigation pending against your organization? If so, give details.	-	-	No
Operational Company Information	20	* Has your company ever filed for bankruptcy? If so, when and what is the current status of your filing?	-	-	No
Operational Company Information	21	* Provide the following information relative to your current Book of Business: A.) Total Clients B.) Total Clients with similar size as the UC	25.00%	-	A) Over the past 3 years the Life Fitness family of brands have successfully done business with close to 1000 Colleges and Universities spanning all divisions both public and private across the United States. The industries that we serve cover all market segments including but not limited to municipalities, corporations, hospitality, multi housing, military, government, YMCAs, non-profit, and clubs. The client list for all of these markets over the past 50 years would far exceed any of our competitors as we are the largest and most successful fitness manufacture in the industry. B) There are approximately 57 public University Systems across the United states. All of which consist of multiple Universities much like the UC System. Life Fitness has confidently done business with at least one entity in each of the systems throughout the course of our 50 year existence. Some of the systems most similar to the size and scope of the UC system would include but not be limited to The University of Alabama System, The State University System of Florida, The University System of Georgia, University of Illinois System, Indiana University System, Louisiana State University System, University of Michigan, University of North Carolina, University of Texas System, and University of Wisconsin System.

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Operational Company Information	22	* Describe your company experience with customers in Higher Education and/or academic medical centers. Please also reference your experience with Power 5, collegiate athletics programs.	25.00%	-	Life Fitness is the longest standing commercial fitness equipment provider globally. For over (50) years, we have provided premium fitness equipment and services to our customers around the world, here in the US and more specifically in Higher Education, academic medical centers and athletic programs. Life Fitness has equipment divisions that focus on a variety of needs which include cardiovascular, strength training, group training and functional training for the higher education market. Sci Fit specializes in rehab, active ageing, and the disabled; Cybex focuses on medical wellness; and Hammer Strength, a performance division, which focuses on athletics and training. No other fitness equipment supplier has access to these types of products and divisions under one umbrella which it is key to our education customers, academic medical centers, and athletic programs. We have been able to match that portfolio of brands with a combination of incredible products that resonate with users and operators, along with the largest and most experienced sales, service and manufacturing experts in the industry. On our education & athletics team we have account managers that have been in the industry for a combined tenure of over 100 years with experience outfitting multiple Power 5 Athletic performance facilities, and campus recreation facilities around the country. We believe in doing what we do best and surrounding ourselves with partners and colleagues that bring a fresh perspective to our business. Life Fitness has proven that we are not afraid of change, of adapting and becoming more than just a company that manufactures fitness equipment. We feel our greatest value add comes from the fact that we have a very comprehensive product portfolio of core fitness training products with a very powerful reputation for performance and quality. Life Fitness is innovative in the use technology to support our products, such as the On Demand cardio classes across our premium consoles, the Digital Coach instructional video's for strength and athletic training, connected strength and the Halo Fitness cloud for users and operator's. Life Fitness is dedicated to helping students, athletes, and people in general live healthier lives, no matter where they may be.
Operational Company Information	23	* Summarize in 500 words or less the following: why you are a match for UC, how are you a match for other Participating Public Agencies, and why UC should select your organization over your competitors. Emphasize how you are different from your competitors.	25.00%	-	Life Fitness is the longest standing commercial fitness equipment provider globally. We have an unrivaled portfolio of products across all 6 brands, namely Life Fitness, Hammer Strength, Cybex, ICG (indoor cycles), SciFit (special population and active aging), and Brunswick (recreation products). Life Fitness is a forward thinking company with a strong focus on connected fitness (eg, Discover premium tablet consoles, Halo fitness cloud, Digital Coach, Life Fitness On Demand, etc.).
Operational Company Information	24	* If Supplier is a current or previous UC Service Provider, give the agreement term dates, agreement number, contracting department, services provided and agreement revenue of agreement(s) for the prior five (5) years.	-	-	Participation Agreement for NJPA (Sourcewell), Effective 12/19/2017 though 9/30/2020, Purchase of Fitness Equipment, Commodity Manager, Adrian Ferreira Volume to be provided upon award of contract.

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SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
Operational Company Information	25	* Provide the primary contact information for the person responsible for your proposal. Include name, title, address, phone number, and email address.			Allan Franks, Senior Territory Manager, Northern California (home-office Morgan Hill, CA) 916-205-5378 allan.franks@lifefitness.com Jeremy Wilson, National Sales Manager, Education/Athletics, 9525 Bryn Mawr Ave, Rosemont, IL, 60018, 813-480-4300, jeremy.wilson@lifefitness.com
Operational Company Information	26	* Are any of the members of your Board of Directors, officers, employees, or consultants affiliated with UC? If so, describe the relationship. Are any of these individuals responsible, in whole or in part, for the preparation of your proposal or would they have any decision-making role if your company were awarded the bid?			no
Operational Company Information	27	* Provide three (3) current client references and two (2) terminated client references. Provide the company name, individual name, title and contact information, and the dates the client is/was active. Priority should be given to California clients.			1) University of California, Berkeley, 2301 Bancroft Way, Berkeley, CA 94720, Contact: Devin Wicks, Associate Director, 510.643.7158, dwicks@berkeley.edu; 2) San Jose State University, 290 South 7th Street, San Jose, CA 95192, Contact: Caryn Collopy, Director, 408.924.6345, caryn.collopy@sjsu.edu; 3) Stanford University, 341 Galvez Street, Stanford, CA 94305, Contact: Eric Stein, 650.862.4273, elstein@stanford.edu; Over the course of 50 years Life Fitness has been fortunate not to have been terminated as a vendor from any of our municipal accounts and we take great pride in that accomplishment. Since we do not have any terminated customers, an additional two references from other parts of the country will be listed as follows 1) Auburn University, 601 Heisman Drive, Auburn, AL 36849, Contact: Scott Harper, Associate Director, 334-740-7723, psh0006@auburn.edu; 2) Arizona State University, 330 N. 1st Ave, Phoenix, AZ 85003, Contact: Courtney Smith, Associate Director, 602-496-7787, courtney.spivak@asu.edu

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SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
Operational Company Information	28	* Have you provided a detailed response to the national program (Omnia Exhibit A)? Responses should highlight experience, demonstrate a strong national presence, describe how offeror will educate its national sales force about the contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and reported to OMNIA Partners.	25.00%	Yes; No	Yes
Operational Company Information	29	* Have you reviewed Omnia Partners Exhibit B? The Successful Supplier(s) will be required to sign Exhibit B, OMNIA Partners Administration Agreement. Suppliers should have any reviews required to sign the document prior to submitting a response. Supplier's response should include any proposed exceptions to the OMNIA Partners Administration Agreement.	-	Yes; No	Yes
Operational Company Information	30	Does your firm have additional or separate Service Agreements that are required for the UC or Participating Public Agencies to sign? If so, please attach those documents for review.	-	-	Yes Attached Files : Securing Strength Product Acknowledgement v6.pdf

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Questionnaire Name: *	Sustainability
Questionnaire Type:	Technical
Questionnaire Description:	

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTION	Life Fitness, LLC
Company Information	1	Is your company certified in the State of California or other U.S. State as a SBE, DBE, WBE, MBE, VBE, or DVBE? Please submit requisite certification documentation.	5.57%	Small Business Enterprise (SBE); Disadvantaged Business Enterprise (DBE); Women-owned Business Enterprise (WBE); Minority Business Enterprise (MBE); Veteran-owned Business Enterprise (VBE); Disabled Veteran-	Other Attached Files : Sustainability Question 1.docx
Company Information	2	Do you have a Corporate Social Responsibility (CSR) statement/policy/code of conduct or equivalent?	5.56%	Yes; No; In Progress	Yes
Company Information	2.1	If Yes ,Is it publicly available?	N/A	-	Yes
Company Information	2.2	If Yes ,Please provide an information link. If not publicly available, please provide a copy with your response.	N/A	-	Please see attachment Attached Files : Life Fitness Corporate Social Responsibility Statement 2021.pdf
Company Information	3	How do you monitor/manage your supply chain to ensure that suppliers/providers comply with and support your CSR efforts? Describe how your company supports its employees by providing living wages and benefits.	5.56%	-	All of our suppliers/providers are provided with, and expected to comply with, the Life Fitness Supplier Code of Conduct. This document establishes Life Fitness responsibilities. See attached.
Company Information	4	Describe your employee healthcare and other benefits provided to your employees.	5.56%	-	At Life Fitness, our employees are our most important asset, that's why we offer employees competitive wages and a package of benefits to promote physical and mental health.
Company Information	5	Does the company engage any contractors/business partners which adhere to all applicable local, state and federal labor and employment requirements relating to, e.g., wage payment, anti-discrimination/harassment, equal opportunity, family and medical leave, and other applicable provisions?	5.56%	-	We offer healthcare benefits which include comprehensive medical, dental, and vision programs, as well as employee assistance programs to ensure our employees' well-being is a top priority.
Company Information	6	Does your company maintain clear diversity goals, such as with regard to women, veterans, and minorities, and engage in active diversity efforts toward recruitment and retention as well as development and advancement? Please provide at least five general terms how your company supports your local community and regional businesses and markets. Provide documents, when available, such as your company's economic policies, specific examples outlining past activities, or other information that describes your company's commitment to supporting these economic	5.56%	-	We only engage those subcontractors/business partners who meet and adhere to all applicable local, state and federal labor and employment requirements, including but not limited to, anti-discrimination/harassment, equal opportunity, family and medical leave, and other applicable provisions. We require all of our business partners to adhere to these requirements.
Company Information	7	Does your company maintain clear diversity goals, such as with regard to women, veterans, and minorities, and engage in active diversity efforts toward recruitment and retention as well as development and advancement? Please provide at least five general terms how your company supports your local community and regional businesses and markets. Provide documents, when available, such as your company's economic policies, specific examples outlining past activities, or other information that describes your company's commitment to supporting these economic	5.56%	-	It is the policy of Life Fitness and its divisions to employ qualified persons of the greatest ability without discrimination against any employee or applicant on the basis of race, color, sex, physical or mental disability, national origin, age, transgendered, sexual orientation, status as a protected veteran, or any other protected group status and, further, to advance in employment qualified minorities, women, persons with disabilities, or protected veterans. We reaffirm and reemphasize that this policy applies to all locations. The Company has established Affirmative Action Plans by which we undertake that: (1) We recruit, hire, train, and promote qualified persons in all job titles, without regard to race, color, sex, physical or mental disability, national origin, age, transgendered, sexual orientation, status as a protected veteran, or any other protected group status. (2) We base decisions on employment so as to further the principle of equal employment opportunity. (3) We ensure that employment decisions are in accord with principles of equal employment opportunity by imposing only valid job requirements.
Company Information	8	Does your company maintain clear diversity goals, such as with regard to women, veterans, and minorities, and engage in active diversity efforts toward recruitment and retention as well as development and advancement? Please provide at least five general terms how your company supports your local community and regional businesses and markets. Provide documents, when available, such as your company's economic policies, specific examples outlining past activities, or other information that describes your company's commitment to supporting these economic	5.56%	-	We make every effort to ensure that all small and local business have an equitable opportunity.
Company Information	9	What percentage products and services for the company's operation do small and diverse suppliers provide? Please provide a detailed description of all small and diverse business classifications you track (examples include: Small Business Enterprises, Disadvantaged Business Enterprises, Women-owned Business Enterprises, Service Disabled Veteran-owned Business Enterprises, etc.)	5.56%	-	Small Business: 76.1% Small Disadvantaged Business: .5% Women Owned Small Business: 3.5% HubZone Small Business: 1.8% Veteran-Owned Small Business: 1.1%
Company Information	10	Describe specifically how your company will incorporate environmentally conscious business practices into the delivery of the requested services of this project. Explain how these results will be reported to the IIC.	5.56%	-	We track all Small Business Enterprises, Disadvantaged Business Enterprises, Women-owned Business Enterprises, Service Disabled Veteran-owned Business Enterprises, etc.
Operations	11	Does your company responsibly dispose of old equipment and electronics at the end of its useful life (i.e., through an e-Steward certified recycling partner, self performed recycling measures)? Describe your company's ability to reduce impacts from travel and meetings as part of service delivery.	5.56%	Yes; No	See attached Life Fitness Environmental Sustainability 2021
Operations	12	Does your company have a sustainable travel policy that encourages or requires using the lowest impact transport method when multiple options are available?	5.56%	Yes; No	Yes
Operations	13	Does your company have a sustainable travel policy that encourages or requires using public transportation, bicycling, or walking for short-distance trips?	5.56%	Yes; No	See attachment Life Fitness Environmental Sustainability 2021
Operations	14	Does your company have a sustainable travel policy that encourages or requires using public transportation, bicycling, or walking for short-distance trips?	5.56%	Yes; No	Yes
Operations	15	Does your company have a sustainable travel policy that encourages or requires using public transportation, bicycling, or walking for short-distance trips?	5.56%	Yes; No	Yes

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Questionnaire Name: *	Sustainability
Questionnaire Type:	Technical
Questionnaire Description:	

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTION	Life Fitness, LLC
Operations	16	Does your company provide subsidized public transportation options for all employees, as well as incentivize and facilitate employee participation in other alternative forms of work commuting such as membership in bike-shares, free bicycle parking and shower/locker facilities, etc? Is your company an EPA registered SmartWay Partner or Affiliate (https://www.epa.gov/smartway/meet-smartway-partners-and-affiliates), or do you work with companies who are registered? Provide a link certifying your affiliation.	5.56%	-	Life Fitness has employees who work at our offices, our factories, and from their homes. We allow the latter whenever possible. Responsible decisions are environmental sustainability as well as cost-savings and physical health.
Operations	17	The UC has a ban on the procurement of expanded plastic foam materials (such as Expanded Polystyrene (EPS), Expanded Polyethylene (EPE), Expanded Polyurethane and expanded plastic foam hybrids) other than those used for medical or laboratory supply, by 2020. Please describe your company's current utilization of these materials in its packaging, and how your company	5.56%	-	Life Fitness is not EPA SmartWay certified.
Operations	18		5.56%	-	Life Fitness's packaging is 90% recyclable and our corrugate is 100% recyclable and is done so upon installation. We are currently in the process of redesigning as we look to build our products in a more completed state. This means less waste including corrugate, plastic bags, foam, etc. and also less transportation cost. In addition to the above, another initiative in the packaging redesign effort is to develop reusable materials in support of sustainability. This program was launched earlier in 2020.

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Questionnaire Name: *	Product Overview
Questionnaire Type:	Technical
Questionnaire Description:	Questions focused on product offering, specifications, as well as pricing.

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
-	1	Does your firm's experience and offering typically focus on general fitness equipment, high performing athletes or both? Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms, high performing collegiate athletes or both. Please enter quantities for model counts under respective category columns or the both	7.14%	Recreation/General Fitness Focus; High Performing Athlete Focus; Both	Both
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms, high performing collegiate athletes or both. Please enter quantities for model counts under respective category columns or the both	7.15%	Selectorized - Recreational Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms, high performing collegiate athletes or both. Please enter quantities for model counts under respective category columns or the both	7.15%	Selectorized - High Performing Athlete Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms, high performing collegiate athletes or both. Please enter quantities for model counts under respective category columns or the both	7.15%	Selectorized - Both	Family of Brands: LF & Cybex suited for rec, Hammer Strength suited for athletics, over 100 combined
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms, high performing collegiate athletes or both. Please enter quantities for model counts under respective category columns or the both	7.15%	Plate Loaded - Recreational Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms, high performing collegiate athletes or both. Please enter quantities for model counts under respective category columns or the both	7.15%	Plate Loaded - High Performing Athlete Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit

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-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Plate Loaded - Both	Family of Brands: LF & Cybex suited for rec, Hammer Strength suited for athletics, over 50 combined
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Free Weight - Recreational Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Free Weight - High Performing Athlete Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Free Weight - Both	Hundreds of Hammer Strength branded dumbbells, Olympic standard & bumper plates, fixed barbells, etc
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Cable - Recreational Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit

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-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Cable - Both	Numerous cable motion configurations across DAPs, MJs, Synrgy systems, selectorized, Hammer racks
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Functional Training Accessories - Recreational Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Functional Training Accessories - High Performing Athlete Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Functional Training Accessories - Both	Hundreds of LF and Hammer branded kettlebells, balls, bands, plyo boxes, ropes, mats, rollers, etc.

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Questionnaire Name: *	Product Overview
Questionnaire Type:	Technical
Questionnaire Description:	Questions focused on product offering, specifications, as well as pricing.

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Cardio - Recreational Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Cardio - High Performing Athlete Equipment	See product line attachments for Life Fitness, Hammer Strength, Cybex, and SciFit
-	2	Provide a count of equipment models your firm can offer focused around cardio and strength training for recreational gyms,high performing collegiate athletes or both. Please enter quantities for model counts under respective category columnsor the both	7.15%	Cardio - Both	Over 100 across brands (LF, Cybex, SciFit, Hammer) and bases (treads, bikes, etc.) and consoles
-	3	Will your firm provide the UC a discount off list or specific pricing per product? (Please provide details in the Pricing Questionnaire)	7.14%	Percentage discount off list; Catalog style, discounted pricing, with retail listed along side; A mixture of percentage discount and	Percentage discount off list
-	4	What gauge steel do your products utilize for strength training equipment?	7.14%	-	7-11
-	5	What parts are the most commonly replaced pieces on your equipment?	-	-	upholstery pads, cables, treadmill belts
-	6	What is the lead time for the aforementioned commonly replaced parts?	-	-	days to weeks depending on the part
-	7	Are there any product lines in your portfolio that the University should be aware of with upcoming updates or	-	-	no
-	8	What specifications with your product offeringshave provided potential ownership challenges in the past (technological, structural, user experience)?	7.14%	-	certain strength products require bolt to concrete which can limit application in certain facilities
-	9	Please designate which ASTM standards your company complies with.	7.14%	-	all

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Questionnaire Name: *	Product Overview
Questionnaire Type:	Technical
Questionnaire Description:	Questions focused on product offering, specifications, as well as pricing.

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
-	10	Due to varying campus constraints in the UC system, can all of your equipment offerings be delivered on a box style truck with a lift gate? If not, which products would require a loading dock to be	7.14%	-	Yes, our installers utilize box trucks with lift gates. Loading docks not required.
-	11	For equipment with padding or cushions, how often do those pieces need to be	7.14%	-	anywhere from a year to ten years depending on usage and pad type
-	12	Are your products domestically manufactured?	7.14%	-	yes, Owatonna, MN and Falmouth, KY
-	13	Which products in your offering are your highest selling units?	7.14%	-	LF Discover SE3HD cardio, Hammer benches & racks
-	14	For those highest selling units, what are their respective life cycles for ownership (in what	7.14%	-	for cardio most customer refresh every 5-8 years, for strength it's more like 8-12 years
-	15	recommendations do you have for UC when evaluating similar equipment that your competitors may offer?	-	-	open vs closed platforms for connected fitness, Hammer Strength prevalence in Pro and D1 athletics
-	16	When technology is present, does your product offering have a remote, over-the-air, software update process? If so, please list which products	7.14%	-	SE3HD premium tablet consoles, Digital Coach
-	17	What types of ancillary costs have come up for your clients in your firm's experience around the installation/utilization of your products? (i.e. re-drilling of slab connections, structural	7.14%	-	infrastructure requirements, namely power and data
-	18	What products in your offering are customizable to client needs? Provide a count of models and options that are typically	7.14%	-	Hammer racks, LF Synrgy90/180/360 systems, and Cybex PowerPlay (ordering guides and 3Ds available)

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Questionnaire Name: *	Services, Training and Warranty Offerings
Questionnaire Type:	Commercial
Questionnaire Description:	Questions focused on firm's ability to provide equipment timely, service equipment, offer client training and warranty products.

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
-	1	in confirming a long term partnership with the UC, what is the turnover rate for employees in your company or assigned dealers, both in the sales and service areas? What product-specific training is offered to your employees or assigned dealers when they begin working with your organization? Describe the on-site training available to UC employees upon delivery of new equipment.	6.68%	-	Most direct/dealer sales reps and service techs stay for 10+ yrs (A Franks, J Zavala, E Hillestad..)
-	2	What product-specific training is offered to your employees or assigned dealers when they begin working with your organization? Describe the on-site training available to UC employees upon delivery of new equipment.	-	-	2-weeks at onboarding then routine online/in-person trainings
-	3	What product-specific training is offered to clients for new product introductions? Would demonstration periods be included with this training?	6.67%	-	Online/on-site with market research, visuals, specs, etc. Consignments available for most products.
-	4	Describe the on-site training available to UC employees upon delivery of new equipment. (Representative-conducted training sessions, videos, on-line training, manufacturer training, manuals, What are your firm's expectations of UC employees who will be responsible for operating and maintaining your equipment.)	6.67%	-	on-site/online in-service product trainings are standard at no additional cost, unlimited support
-	5	What are your firm's expectations of UC employees who will be responsible for operating and maintaining your equipment? Are there any technological or structural requirements of the buildings your equipment will be placed in? Such requirements could be reinforced foundations, high impact flooring, high-speed internet access (please state hardwire or wifi requirements), or others the UC should be aware of. Responses do not have to be model specific (i.e. "All equipment requires...")	-	-	safety and proper use are paramount, reach out when uncertain about any operation or maintenance
-	6	Are there any technological or structural requirements of the buildings your equipment will be placed in? Such requirements could be reinforced foundations, high impact flooring, high-speed internet access (please state hardwire or wifi requirements), or others the UC should be aware of. Responses do not have to be model specific (i.e. "All equipment requires...")	-	-	some strength requires bolt to concrete, some cardio is optimized with high-speed internet
-	7	What is your company's process for coordinating the repair of equipment still under warranty? What is your company's process for repairs that occur after the expiration of a warranty? What is the timeline for replacement equipment that fails under normal operating conditions? What factors contribute to these timelines? Does your firm offer an on site parts library for all equipment in your portfolio, that a self-maintaining department could utilize? If yes, please describe that.	6.67%	-	call or email LF customer support with serial number and brief description of problem
-	8	What is your company's process for repairs that occur after the expiration of a warranty? What is the timeline for replacement equipment that fails under normal operating conditions? What factors contribute to these timelines? Does your firm offer an on site parts library for all equipment in your portfolio, that a self-maintaining department could utilize? If yes, please describe that.	6.67%	-	call or email LF customer support with serial number and brief description of problem
-	9	What is the timeline for replacement equipment that fails under normal operating conditions? What factors contribute to these timelines? Does your firm offer an on site parts library for all equipment in your portfolio, that a self-maintaining department could utilize? If yes, please describe that.	6.67%	-	production lead times apply to certain products that are made to order
-	10	Does your firm offer an on site parts library for all equipment in your portfolio, that a self-maintaining department could utilize? If yes, please describe that.	6.67%	-	LFtechsupport.com, register for full access and support

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Questionnaire Name: *	Services, Training and Warranty Offerings
Questionnaire Type:	Commercial
Questionnaire Description:	Questions focused on firm's ability to provide equipment timely, service equipment, offer client training and warranty products.

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Life Fitness, LLC
-	11	it is required that your firm (either direct or via manufacturer) provide a minimum 5 year warranty on your equipment. What are the requirements around that?	6.67%	-	warranties vary by product category, customer may purchase extended warranties
-	12	Is your firm willing to negotiate at a department level on warranty and servicing options?	6.67%	Yes; No	Yes
-	13	Does your company offer a trade-in or buy back program?	6.67%	Yes; No	Yes
-	13.1	If Yes, What is your process for determining the trade-in value given to customers for the equipment that is selected?	N/A	-	local field sales works with local dealers for trade-in at fair market value at time of transaction
-	14	What is your firm's process for the take-back and refurbishment or recycling of parts at the end of its useful life? Please state whether this is inclusive of your sustainability programs provided under the Sustainability Category or whether this is a separate program?	6.67%	-	see our attachment in the sustainability section
-	15	Do you offer your entire product line for quick delivery? If not, which items are available for quick shipment?	-	-	many products are made to order, many standard products are stocked
-	16	Does your company provide general quarterly business reviews? Please specify what type of information is included in your business reviews.	6.67%	-	Yes, we conduct and issue monthly "Competitive & Industry Intelligence"
-	17	Can your firm provide certification for UC employees on your equipment? Are the certifications focused on user training or maintenance training?	6.67%	-	Yes for maintenance training. User training is informal and always available.
-	18	Have you had any warranty contract cancellations in the last 3 years? If so, why?	6.67%	-	no
-	19	What type of product delivery logistics does your firm utilize?	6.67%	-	from factory to regional warehouse for scheduling with POC then professional delivery & installation

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Questionnaire Name: *	FOR MANUFACTURERS- Pricing
Questionnaire Type:	Commercial
Questionnaire Description:	Detailed pricing or simple discount off list for products and services

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTION:	Life Fitness, LLC
-	1	If submitting product specific pricing, please provide a listing of retail and discounted pricing offered for each piece of equipment under the scope of this RFP (Cardio and Strength Training Equipment). Your firm can choose to offer a contracted price OR a contracted percent discount. **If preferred, please upload a document showing listed pricing for each piece of equipment.**	12.50%	Model Name / Number	1. See attached contracted discount percentage table by product category
-	1	If submitting product specific pricing, please provide a listing of retail and discounted pricing offered for each piece of equipment under the scope of this RFP (Cardio and Strength Training Equipment). Your firm can choose to offer a contracted price OR a contracted percent discount. **If preferred, please upload a document showing listed pricing for each piece of equipment.**	12.50%	Retail Price	1. See attached contracted discount percentage table by product category
-	1	If submitting product specific pricing, please provide a listing of retail and discounted pricing offered for each piece of equipment under the scope of this RFP (Cardio and Strength Training Equipment). Your firm can choose to offer a contracted price OR a contracted percent discount. **If preferred, please upload a document showing listed pricing for each piece of equipment.**	12.50%	UC Discount Price	1. See attached contracted discount percentage table by product category
-	1	If submitting product specific pricing, please provide a listing of retail and discounted pricing offered for each piece of equipment under the scope of this RFP (Cardio and Strength Training Equipment). Your firm can choose to offer a contracted price OR a contracted percent discount. **If preferred, please upload a document showing listed pricing for each piece of equipment.**	12.50%	Percentage Discount	1. See attached contracted discount percentage table by product category
-	2	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	General Discount	1. See attached contracted discount percentage table by product category
-	2	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	Equipment Discount	1. See attached contracted discount percentage table by product category
-	2	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	Parts Discount	1. N/A
-	2	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	Service Discount	1. N/A