

Questions Number	1
Questions Title	Availability
Questions Description	Technical

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Fitness and Exercise Solutions LLC
Company Information	1	Is your company certified in the State of California as either a U.S. State as a DBA, DBE, WBE, MBE, VBE, or D-DBE? 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) Disadvantaged Business Enterprise (DBE) Other	Small Business Enterprise (SBE)
Company Information	2	Do you have a Corporate Social Responsibility (CSR) Statement/Policy/Code of conduct or equivalent?	5.56%	Yes, Yes, In Progress	In Progress
Company Information	2.1	If Yes, Is it publicly available?	N/A	-	
Company Information	2.2	If Yes, Please provide an information link. If not publicly available, please provide a copy with your response.	N/A	-	
Company Information	3	How do you monitor/manage your supply chain to ensure that supplier/providers comply with and support your CSR efforts?	5.56%	-	Employees in our receiving warehouse department are specifically trained with notifying management in the event they come across any right to work occurrence of a vendor or employee conducting any act that is both socially or environmentally conscious. While we cannot necessarily change how our suppliers and vendors conduct business, we are aware and do take notice - alternate supplier decisions are immediate.
Company Information	4	Describe how your company supports its employees by providing living wages and benefits.	5.56%	-	Warehouse and staff employees are provided with wages that meet or exceed the local average for similar work/employment. Being a smaller family owned business, we are able to accommodate employee requests that would involve the cost of a slightly greater wage increase. Once findings are given to assist with employee personal obligation, whether they be medical, legal or otherwise personal needs.
Company Information	5	Describe your employee healthcare and other benefits provided to your employees.	5.56%	-	Due to our size, we are unable to provide group health insurance to our employees at a rate that would be any more beneficial than the premiums already paid for their individual insurance. To help mitigate this, FES offers assistance in obtaining the most affordable health insurance rates for each individual employee that requests it. We also offer small business flex plans (for most are request), and with our checkbook flex to reduce and invest, we can aggressively seek out and secure the most affordable housing options available for those employees in need.
Company Information	6	Does the company engage only contractors/business partners which adhere to all applicable local, state and federal labor and employment requirements (WFLB, etc., wage payment, anti-discrimination, harassment, equal opportunity, family and medical leave, and other applicable provisions)?	5.56%	-	Yes. FES ownership has developed a decades long reputation in the community as fair-dealing individuals, and we make it a point to engage with partners of similar regard.
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 based on inclusion and retention as well as development and advancement? Please provide at least two examples.	5.56%	-	Throughout it's different incarnations, since 1942, FES has never defined any position within the company as gender or non-gender, at all prior job postings, we always identify ourselves as a "General General Employer" and offer the same opportunities to anyone, regardless of race, personal gender identification or past criminal history. We have employed female executives, sales office workers, and Black and American sales representatives. Advancement within the company has always been based on ability and enthusiasm we simply want the "best person for the job", regardless of who that person is, or was.
Company Information	8	Describe in general terms how your company supports your local community and regional business and markets. Provide documents, when available, such as your company's economic profile, specific economic development activities, or other information that describes your company's commitment to supporting these economic.	5.56%	-	FES routinely donates to and participates in sponsorships through local WACAs, schools and churches.
Company Information	9	What percentage products and services for the company's operation do small and diverse suppliers provide?	5.56%	-	The quality commercial fitness equipment can really only be obtained through large major manufacturers, located all across the country (and the world). That being said, we exclusively rely on long-standing inventory owned entities to provide us with our operation in-house needs. Including maintenance and repairs, delivery truck servicing and maintenance, and all tools and supplies are locally sourced to help contribute to our local economy. The retail food and strong relationships we've developed between ourselves and local providers, throughout the years, is something we take great pride in.
Company Information	10	Please provide a detailed description of all small and diverse business classifications you track (include include Small Business Enterprise, Disadvantaged Business Enterprise, Women-owned Business Enterprise, Veteran-Owned Business, and other applicable provisions, etc.).	5.56%	-	FES has essentially had the same primary family based ownership in Sonoma, CA for decades, so we do not necessarily track any of these classifications, outside of DBE.
Operations	11	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 UC.	5.56%	-	Our vendor partner, Core Health and Fitness, will be handling the delivery and warranty servicing of all product units. They share our same focus of corporate wide environmental responsibility in both their manufacturing process, and product delivery.
Operations	12	Does your company responsibly dispose of all equipment and electronics at the end of its useful life (i.e., through an e-waste certified recycling partner, and performed recycling measures)?	5.56%	Yes, No	Yes
Operations	13	Describe your company's ability to reduce impacts from travel and meetings as part of service delivery.	5.56%	-	We mainly provide service and delivery to three states (Indiana, Kentucky and Tennessee). We employ only small diesel engine trucks for delivery, and highly fuel efficient vehicles for our service technicians. For cost and environmental reasons, we always deploy only the absolute minimum number of vehicles necessary to complete jobs. Eliminating waste is always a priority.
Operations	14	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	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
Operations	16	Does your company provide subsidized public transportation options for all employees, as well as incentives and facilitate employee participation in other alternative forms of work commuting such as membership in bike shares, free bicycle parking and shower facilities, etc.?	5.56%	-	Being a company that is intended to be fitness industry, none of our employees are in health conscious and, as a result, often walk or ride their bikes to work on regular basis, when possible, can certainly be encouraged and suggest it. Working from home is an option that is often taken advantage of, for office staff that are able to work remotely.
Operations	17	Is your company an EPA registered SmartWay Partner or Affiliate (https://www.epa.gov/smartway/smartway-partners-and-affiliates), or do you work with companies who are registered? Provide a link certifying your affiliation.	5.56%	-	FES is not currently registered with EPA SmartWay.
Operations	18	The UC has a ban on the procurement of expanded plastic from materials such as Expanded Polystyrene (EPS), Expanded Polyethylene (EPE), Expanded Polypropylene and expanded plastic foam (high-density foam) that have been 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 will assist the University in achieving this goal.	5.56%	-	All of our shipping materials is paper based. When possible, FES is using packaging from incoming shipments to package outgoing shipments. No plastic from materials were used.

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002295-Dec2020 - Fitness Equipment RFP - UC System-wide

Questionnaire Name: **	FOR DEALERS - 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 OPTIONS	Fitness and Exercise Solutions 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 All Attached Files : Core Nautilus Strength Pricing.pdfCore Schwinn Pricing.pdfCore StaminaMaster Pricing.pdfCore Star Trac Cardio Pricing.pdf
-	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 Various Attached Files : Core Nautilus Strength Pricing.pdfCore Schwinn Pricing.pdfCore StaminaMaster Pricing.pdfCore Star Trac Cardio Pricing.pdf
-	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 Various Attached Files : Core Nautilus Strength Pricing.pdfCore Schwinn Pricing.pdfCore StaminaMaster Pricing.pdfCore Star Trac Cardio Pricing.pdf
-	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	1.45 Attached Files : Core Nautilus Strength Pricing.pdfCore Schwinn Pricing.pdfCore StaminaMaster Pricing.pdfCore Star Trac Cardio Pricing.pdf
-	2	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	General Discount	
-	3	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	Equipment Discount	1.45
-	2	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	Parts Discount	
-	2	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	Service Discount	
-	3	Please provide a list of OEM equipment manufacturers that you partner with regularly. Please also provide a list and designate frequency of suppliers you have worked with in the past, but not regularly.	12.50%	-	Life Fitness (the entire family of products) and Dynamic Fitness. 10% frequency. Full Staff.
-	4	Please list the services your firm can offer in regards to ownership of your equipment (leasing, maintenance, training and pricing listed along side the offering (even if already included with purchase).	12.50%	-	Although this would not apply to the University of California (due to geographical reasons), FES offers preventive maintenance contracts to many first time and veteran fitness equipment owners. We currently have a contract customer list consisting of just over 200.
-	5	If your firm is able to provide a "Balance of Line or Total Catalog" offering, what other value add services does your firm offer outside of cardio and strength training equipment? Please provide a list of products, services and associated percentage discount if applicable.	12.50%	-	NA
-	6	Does your firm provide a tiered discount structure to incentivize sales growth? If so, please describe below how that tiered structure would look and if it is based off UC System-wide spend or client specific.	12.50%	-	NA
-	7	Please list any additional discounts, rebates or credits you can offer. Examples could be business volume, managing the business process, large orders, single location, growth, annual spend, guaranteed quantity, etc.	12.50%	-	We typically offer the best price available from the initial quote.
-	8	Are there any programs your firm offers that can increase discounts for UC purchases that have not been referenced previously in this RFP?	12.50%	-	Certain orders can be discounted, based on specific volume or applicable vendor promotions.

Documents to Follow are from the For Dealers - Pricing Section -
Question #1

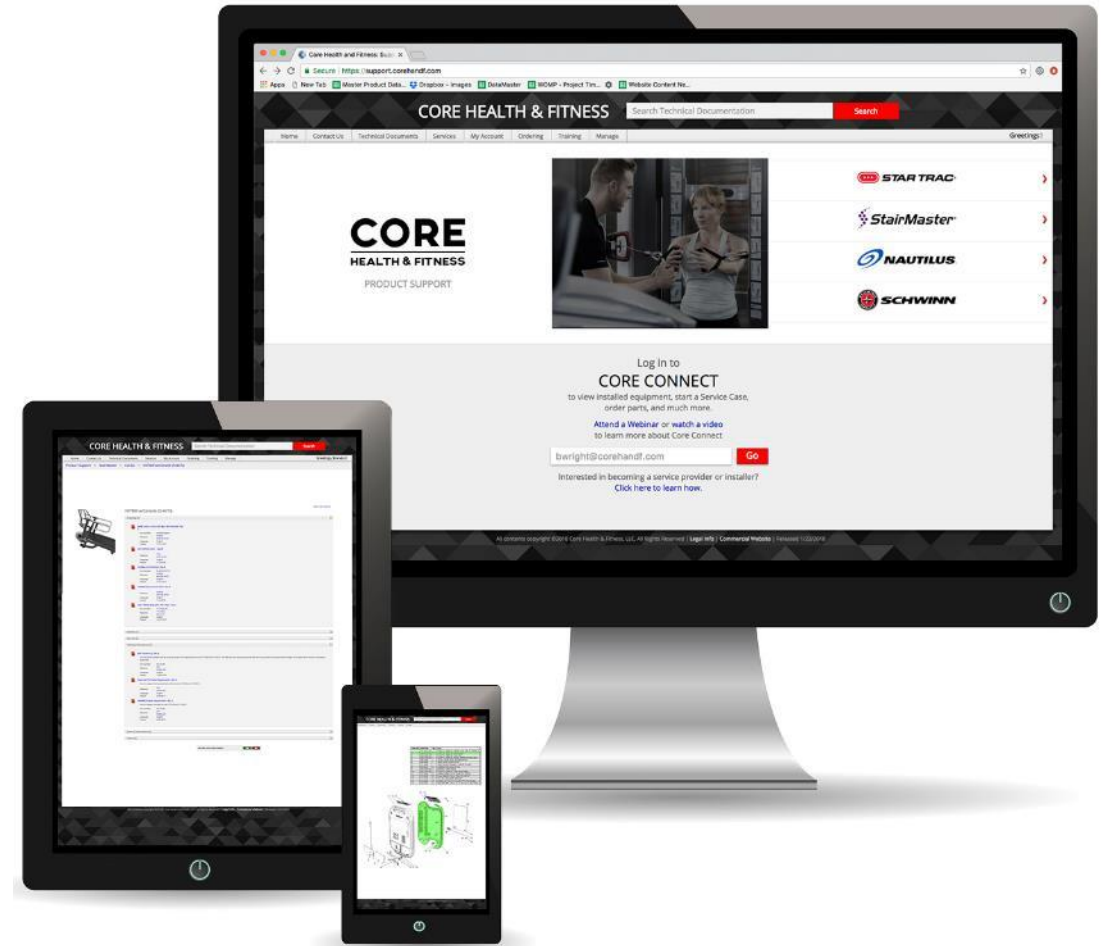
Additional Attachments

CORE CONNECT

Core Connect is your portal to all things service! Whether you need to order parts or register your warranty, Core Connect is the most effective way to get what you need fast and keep your facility operating smoothly.

CORE Connect Portal Features:

- General Inquiries
- Warranty Registration
- Preventative Maintenance
- Service Requests
- Parts Orders
- Automated partner payment
- Product technical library
- Transparency on service performance
- Real time communication



To request access visit: Support.CoreHandF.com

Demand Planning

1. Demand Plan is generated based on historical sales and sales input for opportunity
 - a. That demand plan is rolled up on a global level by sales channel and sent to supply planning
2. Supply planners look at our current supply picture:
 - a. Inventory on hand
 - b. Inventory inbound (on the water)
 - c. Open purchase orders and timing of arrival
 - d. Open sales orders and customer request dates
3. That will develop what we call our supply plan.
 - a. Our supply plan is fed into our tactical planning models
 - b. Vendor forecasts are developed and sent out as necessary
4. Our tactical planning models are (1) Planning Tool excel model for Finished Goods (2) bolt on software for Oracle planning of Spares
 - a. Planning Tool
 - i. Allows us to see the baseline supply picture
 - ii. Looks at sales trends and forecast to optimize supply planning
 - iii. Planners adjust baseline plan based on supply constraints and sales trends while trying to maintain stock consistent with Safety Stock levels and open forecast
 - b. Oracle planning
 - i. Spares are looked at as a function of trend data
 - ii. We are massaging the trend data based on outlier bulk orders or sporadic demand
 - iii. Inventory movement between DCs is crucial here.
 1. We have some smaller vendors that can only ship to certain locations and we have to handle distribution.
 2. The trends in different regions change and what was once moving fast in one location, may not move for a while and shift its movement to a different location
5. Weekly adjustments
 - a. On a weekly basis we are touching all SKU's that are actively planned to look for variations in the plan.
 - i. Some may be expediting or pushing out
 - ii. Others may be shifting shipping location
6. We manage that all the way until it ships from the vendor.



Core TV Media Solutions

Core Health & Fitness Set Top Box Solutions

Customer solutions we provide:

- Embedded screen to display IPTV/Cable/Satellite content from Set Top Box (8/10-Series)
- PVS screens to display IPTV/Cable/Satellite content from Set Top Box (4/S/8/10-Series)
- PVS screen with built in Pro:Idiom capability for IPTV content (S-Series only)
- NOTE: we still provide standard embedded and PVS screens that will work with traditional unencrypted media solutions

Benefits of our solutions:

- Work with virtually any Set-Top-Box (STB) in the world
- Solutions for both embedded and PVS
- User control is done seamlessly from integrated display controls

Core Health & Fitness A/V Solutions

What is customer's desired entertainment set up?

Wall Mounted TV Screens

- We can support Cardio Theater and similar options with integrated 800/900mHz receivers
- If customer is unsure of options, be sure to help them by informing them about app based services such as Audio Fetch and App Audio

Embedded Screens or Add-on PVS

- If customer is using one of these solutions, we need to understand their A/V set up in order to identify correct product configuration

What is the customer's A/V set up?

"Traditional" Cable/TV

Input runs via coax cable directly to our equipment, displayed via standard NTSC/PAL tuner options

IPTV using Pro:Idiom

Input runs via coax cable directly to display screen, requires Pro:Idiom decryption at display

Encrypted Cable/Satellite/IPTV

Each piece of cardio requires one Set Top Box (STB) to decrypt incoming signal and STB must have HDMI output

Standard OpenHub embedded screens
Standard PVS on all Series

OpenHub and 4 Series require STB for Pro:Idiom

S Series PVS (must order Pro:Idiom version)

- Pro:Idiom signal must be delivered to machine via coax cable
- If not coax, STB solution required

2019 OpenHub embedded displays

- Order 1 STB kit per machine (700-0474)
- Can you run a serial cable from STB to machine?
 - Yes: Order 1 CAB (700-0425) per machine
 - No: Order 1 MYE Cable Sat Commander per machine, from MYE, CORE does not inventory

All PVS

- 1 HDMI adaptor kit per machine; (711-3512 BCS, 711-3513 Tread)
- 1 MYE Cable Sat Commander per machine, from MYE, CORE does not stock

**CORE
SOLUTIONS**

Three Questions to a Media Solution

Use these questions to determine the proper Core setup for entertainment

Note: if facility using wall mounted TVs, see information regarding 800/900mhz receivers at top of flow chart

1) What is your entertainment delivery system?

- “Traditional” cable system, unencrypted signal delivered to screen via coax cable:
Order standard PVS screens or embedded screens with on-board tuner appropriate for market - **DONE**
- IPTV/Satellite/Cable/any system that delivers encrypted signal to screens

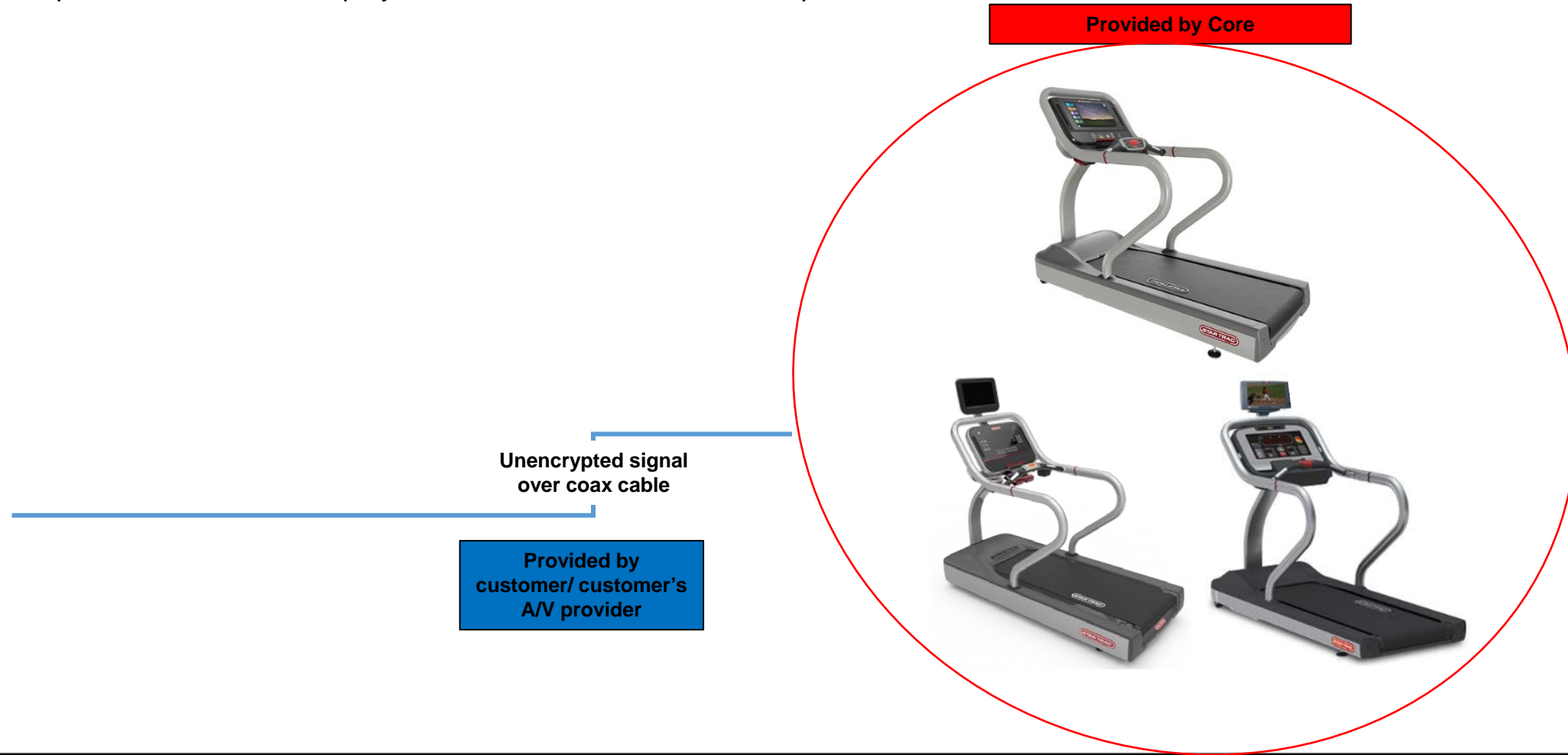
- Special Case: Pro:Idiom entertainment system with Core S Series product
Requires one Pro:Idiom capable PVS screen per unit, these are different SKUs from standard S Series PVS:

700-0426	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-UBx
700-0427	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-RBx
700-0428	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-CTx
700-0429	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-TRc
700-0430	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-TRx

Traditional Unencrypted Cable – 10/8/S-Series Embedded or PVS Solution

Customer Setup: Unencrypted signal delivered to base of cardio unit via Coax cable

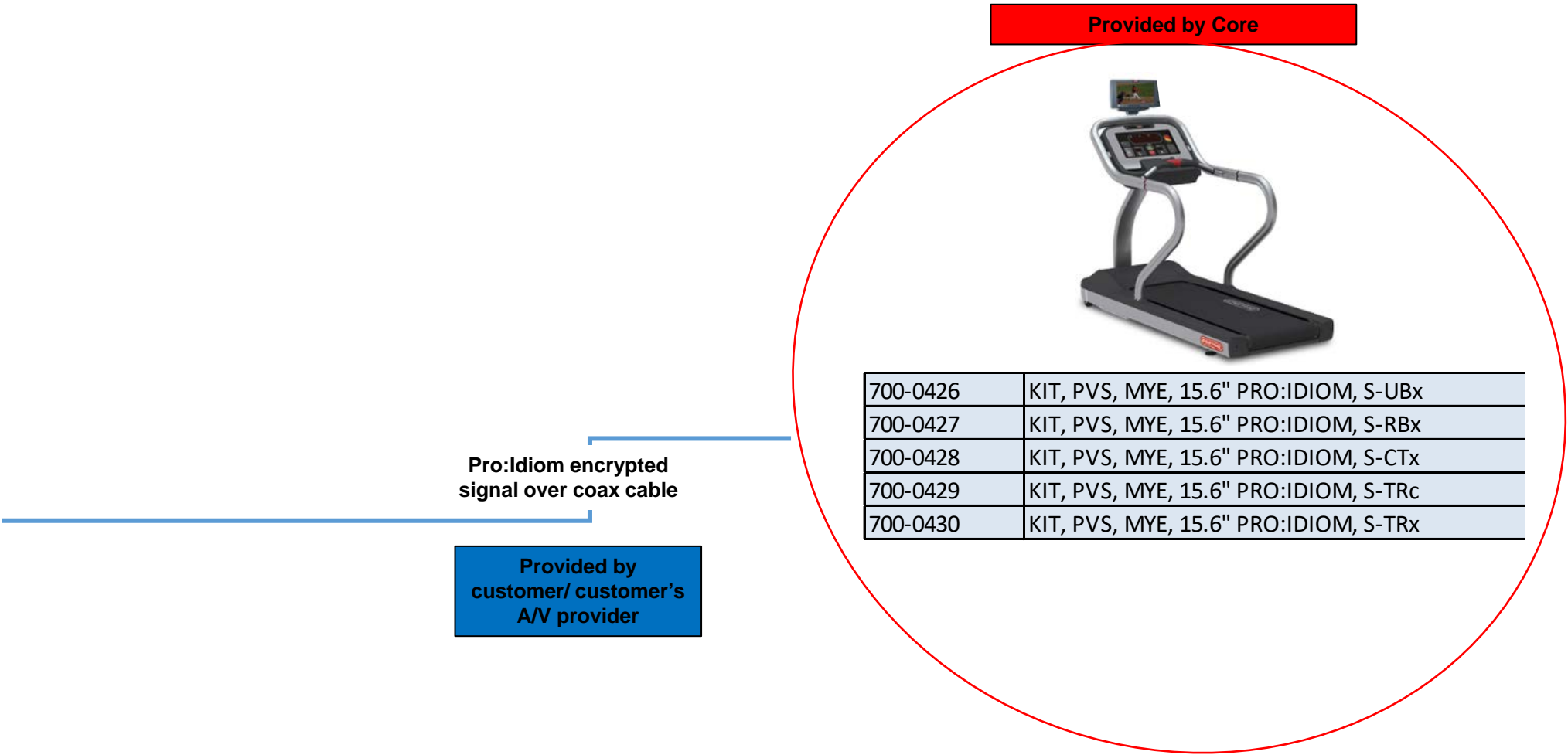
Core Products: OpenHub embedded displays or PVS with correct TV tuner option



Pro:Idiom – S-Series PVS Solution (8/10 Series use STB solution)

Customer Setup: Pro:Idiom signal delivered to base of cardio unit via Coax cable

Core Products: S-Series w/PVS with Pro:Idiom tuner, SKUs below



Core Health & Fitness Entertainment Delivery Solutions

Use these questions to determine the proper Core setup for entertainment

Note: if facility using wall mounted TVs, see information regarding 800/900mhz receivers at top of flow chart

1) What is your entertainment delivery system?

— “Traditional” cable system, unencrypted signal delivered to screen via coax cable:

— IPTV/Satellite/Cable/any system that delivers encrypted signal to screens

2) PVS or Embedded screens?

— PVS:

— Embedded Screens:

— Special Case: Pro:Idiom entertainment system with Core S Series product

Core Health & Fitness Entertainment Delivery Solutions

Use these questions to determine the proper Core setup for entertainment

Note: if facility using wall mounted TVs, see information regarding 800/900mhz receivers at top of flow chart

1) What is your entertainment delivery system?

— “Traditional” cable system, unencrypted signal delivered to screen via coax cable:

— IPTV/Satellite/Cable/any system that delivers encrypted signal to screens

2) PVS or Embedded screens?

PVS:

3) Is STB located next to equipment or in remotely (A/V closet)?

— With equipment:

— Remotely (A/V closet):

Embedded Screens:

3) Is STB located next to equipment or in remotely (A/V closet)?

— With equipment:

— Remotely (A/V closet):

— Special Case: Pro:Idiom entertainment system with Core S Series product

Core Health & Fitness Entertainment Delivery Solutions

Use these questions to determine the proper Core setup for entertainment

Note: if facility using wall mounted TVs, see information regarding 800/900mhz receivers at top of flow chart

1) What is your entertainment delivery system?

“Traditional” cable system, unencrypted signal delivered to screen via coax cable:

Order standard PVS screens or embedded screens with on-board tuner appropriate for market - **DONE**

IPTV/Satellite/Cable/any system that delivers encrypted signal to screens

2) PVS or Embedded screens?

PVS:

3) Is STB located next to equipment or in remotely (A/V closet)?

With equipment:

Requires one **STB per screen (provided by customer)**

Requires one **Broadcast Vision CAB per machine (700-0425)**

If STB output is HDMI, requires one HDMI kit, based on equipment type: 711-3512 BCS, 711-3513 Tread

Remotely (A/V closet):

Requires one **STB per screen (provided by customer)**

Requires one **MYE Wireless SatCommander** per machine, SKU: MWCS-AT9-STA, cost: \$130 (**provided by MYE**)

If STB output is HDMI, requires one HDMI kit, based on equipment type: 711-3512 BCS, 711-3513 Tread

Embedded Screens:

3) Is STB located next to equipment or in remotely (A/V closet)?

With equipment:

Requires one **STB per machine (provided by customer)**

Requires one **Core STB kit per machine (700-0474)**

Requires one **Broadcast Vision CAB per machine (700-0425)**

Remotely (A/V closet):

Requires one **STB per machine (provided by customer)**

Requires one **Core STB kit per machine (700-0474)**

Requires one **MYE Wireless SatCommander** per machine, SKU: MWCS-AT9-STA, cost: \$130 (**provided by MYE**)

Special Case: Pro:Idiom entertainment system with Core S Series product

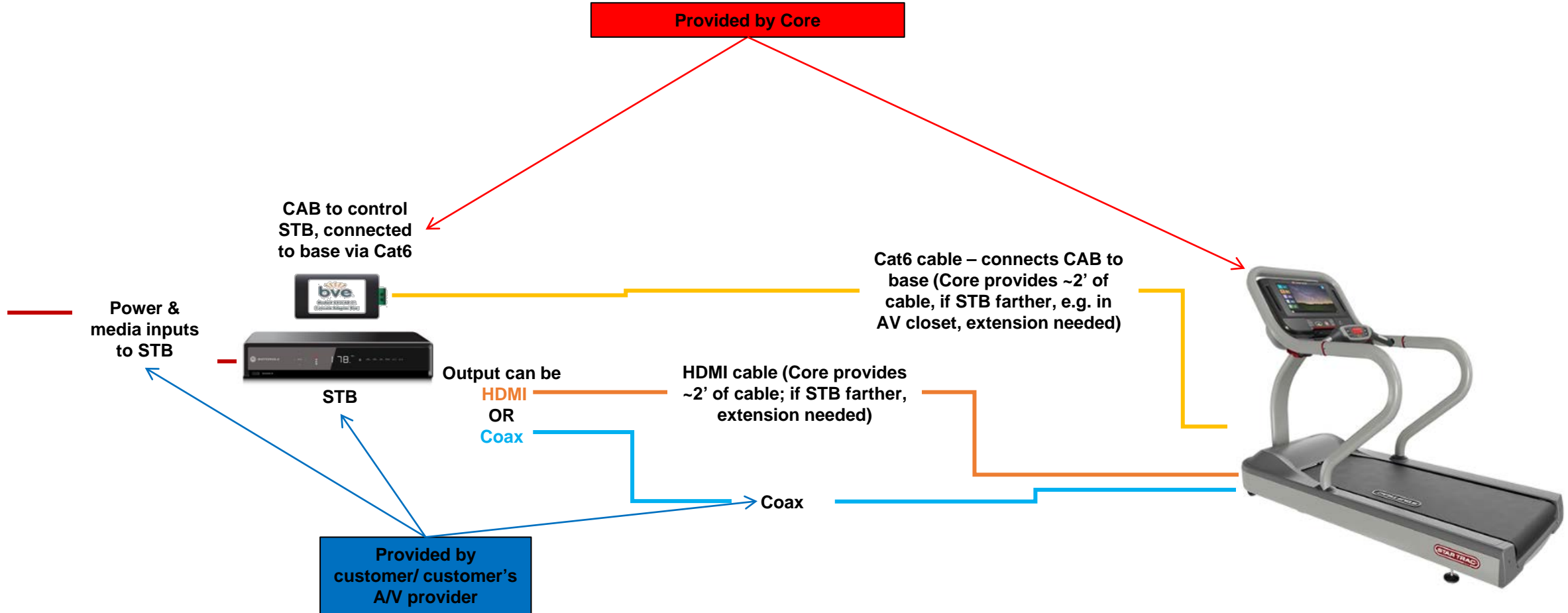
Requires one Pro:Idiom capable PVS screen per unit, these are different SKUs from standard S Series PVS:

700-0426	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-UBx
700-0427	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-RBx
700-0428	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-CTx
700-0429	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-TRc
700-0430	KIT, PVS, MYE, 15.6" PRO:IDIOM, S-TRx

Encrypted Cable/Sat/IPTV – 10/8-Series 19”/15” Embedded Solution

Customer Setup: IPTV/Cable/Satellite installation using STB, w/serial cable (Cat6) from STB to equipment

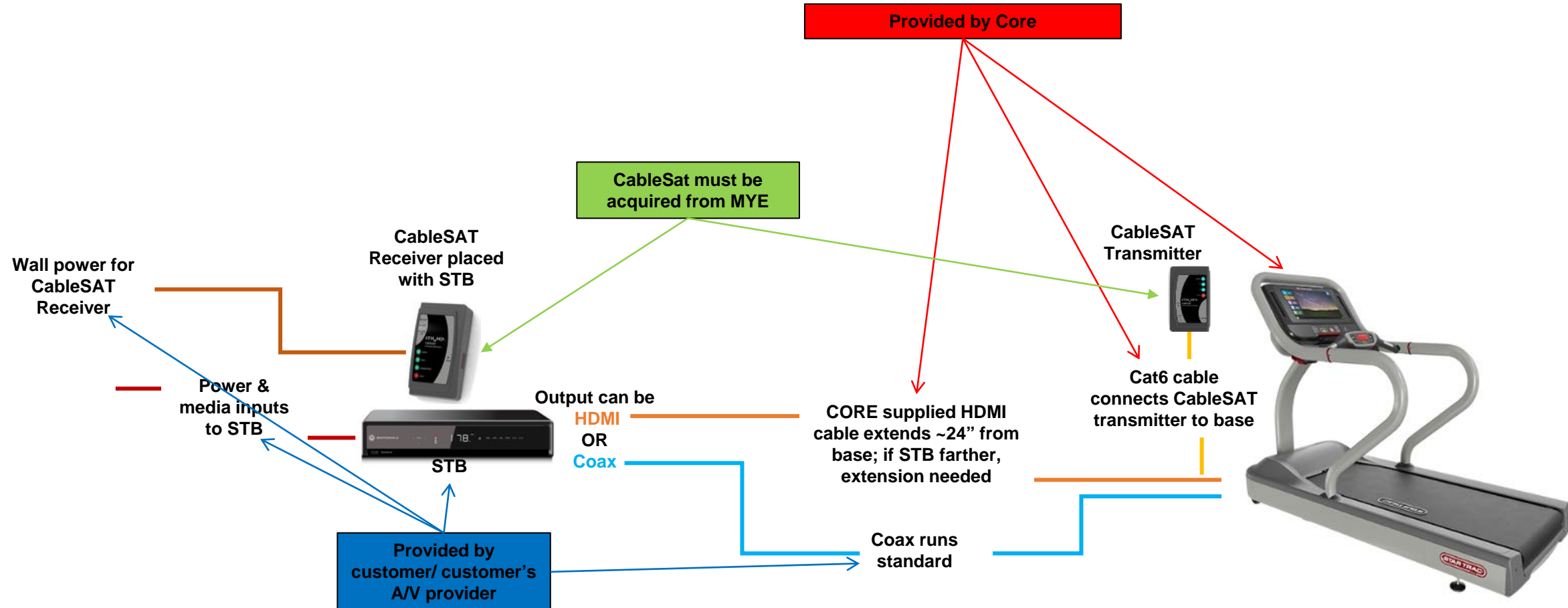
Core Products: OpenHub embedded displays (8/10-Series) + 1 STB kit per machine (700-0474) + 1 CAB (700-0425) per machine



Encrypted Cable/Sat/IPTV – 10/8-Series 19”/15” Embedded Solution

Customer Setup: IPTV/Cable/Satellite installation using STB, no serial cable (Cat6) from STB to equipment

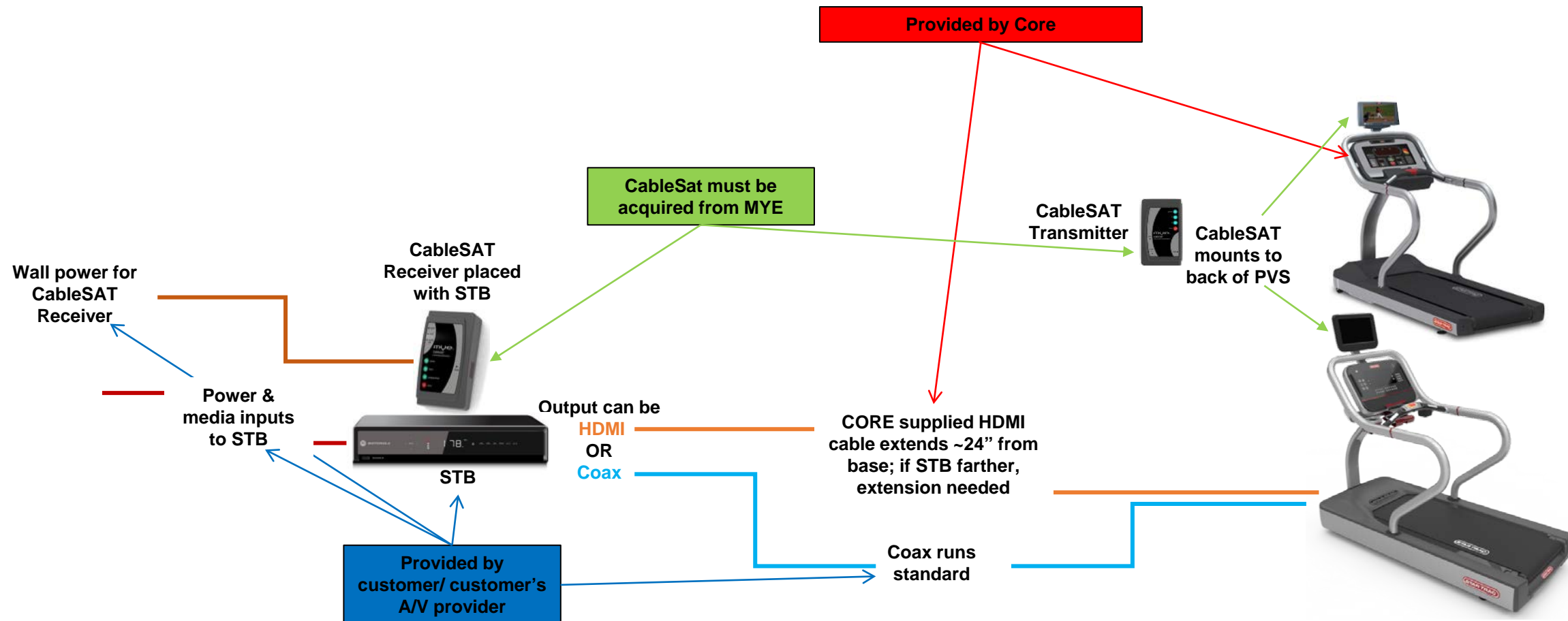
Core (&MYE) Products: OpenHub embedded (8/10-Series) + 1 STB kit/machine (700-0474) + 1 CableSat/machine from MYE



Encrypted Cable/Sat/IPTV – 10/8/S-Series PVS Solution

Customer Setup: IPTV/Cable/Satellite installation using STB

Core Products: 8/S-Series cardio products with PVS + 1 HDMI adaptor kit per machine; (711-3512 BCS, 711-3513 Tread)



CORE

HEALTH & FITNESS

 **StairMaster®**

 **SCHWINN®**

 **NAUTILUS®**

 **STAR TRAC®**

