BUTTON COLUMN BUTTON BUTTON BUTTON BUTTON BUTTON BUTTON	0 - 7 ETRES EQ remparyolema removes	agment RPF-UC System-under mi			
		Spanners.	-	NOTION OF SIZE	Manufacture Value of the Control of
terrainingery eforteen		*Administrational Trademia			Minds & F. Marine Workshop and
National influence and included		*Anthorse/Regindor/judivandenid demonsferbiol/judivandenid demonsferbiol/judivandenidenideniden regindorse/statistick anti-Sade textospherioses anticometrical			Marries
Security of party of a reason		*Address			MER ROLLET AN
Monator Spary		*Monotonia Enchante			NATIONAL AND ADDRESS OF THE ADDRESS
Monatorinary Michigan		*Ministra			was frankristani
Securit organy electrons		The working of specing assistance of the of			-
Securitoripally Microseco		Takkating speparaning separates, solution de-			Personal
Securitoripely Microgram		*halissu manusanpaig			Finds
Messatronpary Microsco.		*And singuistion And			муни
Manager of the Control of the Contro		"Baland" transportation or formation			nitrata .
Moneytongery efformens		*Azalmontus Placo atheroida disclaidadas de el quitos de sause y principa esti faze			-
Monator Spary	ne .	"Ne provinced to associate community of pic provide the large allows, and prince transfer of any subcommunity to will story associated to participal up to the ord and proposed in the ERM.			-
		to pro-top-influence of data of advantuation of the second state of advantuation of the second state of th			-
Special company of company		"Ne pro-estimating efficience and a efficience property of the state o			-
measurement of the second	16.	"balant author fraunch paramers for thepartons (a) parties onto the analysis fraunchischen.			shahalatta adatatha Sanaka. Makadida ina na nanangaipa na atrons pal
Management (Contract) Schoolsterner		*Tradition or generally the aid trade on from			MARKANTO .
Margarithman Stoness		"The year in generation aspersance has not marger or exponence arrang of his asymuth pushing participation principations of Fau, facilities generally attributing any recognitions to replacemental larger filled as sold affect year production serious.			-
measurement element		*Annharayaetin atropad hagan yar ngasensenshining kaprama, mulikatisi karana, karasasani ka mulikatisi karana, karasasani ka waterapen ti kini.kapingi pia atronimizi qipi ata			-
Management (Contract) ethorisesses		"каубурга райоудогур» пункской и райом			-
Special company original company	-	"Ne you companyed that he belongs of the se who and your long!			-
Marganathin (sar) Marganathin (sar)		*To allotte following principation relations your constitution of following A following a following to the constitution of the con-	nes		the current of district minded, the integration consists the larger custod's index MAX. If treater subseques, the invented of forecase.
Special company effections	ew.	"Main the pure company approximate with controllation ingles Mountain analysis assessed medicinements them and information and promote STF rate 5, shipped and depring all in	n.es		What despitions of general grands and at any in a girtus it being a the core of the control of t
физикана при		"Accordance and contact white any only on a second contact which are second contact white any only of the second contact with a seco	#1.00%		Missing and distance of the property of the control
Special company of a company	-	"Engine a world to grams a transmission, per organism has been quantat some, missing appropriate organism and appropriate contracting about (in the processing para-			-
Section (*Rosentagroupuscar abrospes for the pass separate for pay proposition and long attribut, planton little, and antiquition.			PACIFICAL NA REPORTED AND STREET STREET STREET, STR. STR., S
Management (Control of Control of		*Asserptif the haddens of your blast of the street, of how, projugue, or considerable of the electric of the systems are about only a love of the about market and projugue of the street of the place of the projugue of the street of the place of places. Assert street your company or assert that the street your company or assert that the street your company or assert that the street of your company or assert that the street of your company or assert that the street of your company or assert that the street or street or street or stre			-
Special company statistics		*Rosebstower, committee of entering and has left named and other information of the company of the substantial property of the company of the substantial property of the company of the substantial property of the company of the committee of the company of the company of the committee of the company of the company of the committee of the company of the company of the company comp			Exercise Network inside in school policy to the Mary And You for group reserved in the Network Indiana and Annual
Special contracts schoolsens		"Nee you by realist in brieffer copy created. Figured social in Property (increased and in Property (increased and in Property (increased and in Property (increased and increased and i	nas		-
Special company original company		"New your vision with the submitted in the following of the submitted in the submitted in the submitted in supervision to supervision in supervision that the submitted in supervision is supervised in the submitted in submitted			
Section (Section)	-	this you for has distanced in repeats the ex- Agrandate the acceptant for those or harmogening that is agreed a spirit or, please that these are shall be reade.			-

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Pitness and Exercise Solutions LLC
Company information	1	is your company certified in the State of California or other U.S. State as a Stiff, DRC, Wild, Wild, Wild, or O'ART Prises submit requisite certification documentation.	5.57%	Small Business Enterprise (SBE); Disadvantaged Business Enterprise (DBE); Wicerno-owned Business Enterprise (WBE); Minority Business Enterprise (MBE); Victoria-owned Business Enterprise (VBE); Disabled Victoria-owned Business Enterprise (DVBE); 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; No; 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	1		550%		Employment in our recolling femal should department are specifically tabled with our figure processes in the control of the control our specifically control our control of a month of or my large or control or the fail security or environmentally controlls. While executor recessing the open because and weeks conduct their large was assert and do take notice - alternate supplier Wources are iteratidate.
Company Information	4	Oscolbahawypar company supports its employees by providing living wages and benefits.	5.50%		Workhouse and duff employees are provided with wager that meet or exceed the local warrage for cincles requests that extend begand the exact lock displayed vacations standard. Great filmballity is given to assist with employees' personal dialigations, whether they be restlical, legal or otherwise personal needs.
Company Information	s	Describe your employee health care and other benefits provided to your employees.	556%		Our to our list, we are unable to provide group health insurance to our employees at a ride that would be any more transferred than the previous already good for the following lanceurse. To help mitigate this, I want expense it. We had not record to the control of the contr
Company information	6	Does the company engage only contractors/business partners which adhere to all applicable local, state and federal labor and employment requirements relating to, e.g., sage payment, and discrimination/basssenest, eagle apportunity, family and medical leave, and other applicable provisions?	SS6N		Yes - FES ownership has developed a decader-long reputation in the community as fair-dealing individuals and we make it a point to engage with pastners of similar repute.
Company information	7	Date pair company melates clare drawing gark, such a with regard to sense, automotion, and engage in solice and design to state designment and allower connect? Press provide at less the consequence and allower connect? Pr	5.56%		Throughout it is different in executions, the is \$144,175 has now defined any question which the conjugate of the confidence of the confid
Company information		Describe in general terms how your company supports your local community and regional businesses and markets. Provide documents, when available, such a your company's economic policies, specific examples outlining past activities, or other information that describes your company's commitment to supporting these economies.	5.56N		RS routinely denotes to and participates in sponsorships through local YMCAs, schools and churches.
Company Information	9	What percentage products and services for the company's operation do small and diverse supplies provide?	556%		The quality commercial fishes equipment can really only be obtained through large major naturalizations because it is found the country for the territor. This being said, we exclusively with an inequire-state place to the country of the country o
Company information	10	Please provide a detailed description of all small and diverse business classifications you track (examples include: Small Business Enterprises, Dindsantaged Business Enterprise, Wildemonouned Business Enterprises, Service Disabled Veteran-owned Business Enterprises, Service Disabled Veteran-owned Business Enterprises.	5.56%		RSS has essentially had the same primary family-based ownership in Evansville, IN for decades, so we do n necessarily track any of these classifications, outside of SBE.
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 U.C.	5.54%		Our vendor pather, Can Health and Fitness, will behandling the delivery and warranty servicing of all product sold. 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 old equipment and electronics at the end of its useful life (i.e., through an e-Sewand certified recycling partner, self performed recycling researces)?	5.54%	Yes; No	Yes
Operations	13	meetings as part of service delivery.	5.56N		We mainly provide service and delivery to three states (Indiana, Eentucky and Tennessee). We employ on until direct engine strucks for deliveries, and hybrid stat passinger vehicles for our service technicisms. For cost and envisionmental reservice, we delive exploy only the should resident envisions matter or vehicles necessary to complete a job. Eleminating 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 octions are available?	5.56%	Yes; No	Yes
Operations	15		5.56N	Yes; No	Ves
Operations	16	Does your company provide subsidized public transportation options for all employees, as well as incentivize and facilitate	5.54N		Being a company that, extended in the firms industry, compared our employmen enterly health concross and, as a small, often each or destined black to work on angular bears. When possible, co- possible, an excusing and employer. We obtained from home is an option that in other sales adventiger of for office staff that we advise work remotely.
Operations	17	Is your company as EPA registered SmartWay Partner or Affiliate (https://www.epa.gov/innartway/breet-creatway-partners-and- affiliates), or do you work with companies who are registered? Provide a link certifying your affiliation.	5.54%		FES is not currently registered with EPA SmartWay.
Operations	18	The UC has a ban on the procurement of expanded plastic foar materials (such as Daparded Polystymen (IPS), Oppanded Polystymen (IPS), Oppanded Polystymen (IPS), Oppanded Polystymen and expanded plastic foam hydroid; other than those used for medical or inborstony supply, by 2022 Polysmed exclude your company's current cultilation of their materials in this publishing, and howyour company will assist that tolknowing not-bring this goal.	5.50%		At of our shipping materials paper-based. When possible, FES re-uses packaging from incoming shipments to package outgoing shipments. No plants to see materials were used.

Questionnaire Decotytion					
BETTON NAME	QUITTON NUMBER	QUESTION TITLE			Piters and Senther Solutions ILC
	1	Does your firm's representer and offering lipitally focus on general films repalpment/high performing allottes or both?	7.14%	Recestion/General Pitness Facus; High Performing Athlete Pacus; Both	Buth
	2	patienting abbites to both? Femilier counted inquirement models your firm are often becomed amount cardon and changed having fair reconstituting day whigh patienting satinguist abbites arisked. Printer ratin quantities for model counts, which are present angular angular abbites arisked. Printer arisk quantities for model counts and empaties and purpose are of the becomed amount cardon and changed having fair remaining days to keep patienting satinguist abbites air both. Printer only quantities for model counts in the proposed participation of satinguist and the proposed printers are satinguist abbites air both. Printer only quantities for market sources have appealed acquired.	7.19K	Selectorized - Reconstronal Equipment	28 (see kee)
	3	Provide a closel of equipment models your firm can offer focused around cardia and changle basing for recombined gay, high performing callegate athlets, or both. Please evir quantities, for model counts under expeditive calegory white model closels.	7.15N	Selections of High Performing Stitute Equipment	II (non-loon)
	2	Provide a count of equipment models your from can offer forund amount contain and stringth basing for remotional gar high performing callegide althers or hold. Provide order quantities for model counts under respective category and containing the provide acting or providence of the providence of the	7.15%	Selectivisted - Buth	23 [see loop]
	1	Provide a count of equipment models your form can offer forused amount codes and cheegly bostoned for recombined green, high performing cathegies abbites on both. Provide review quantiles, for model counts under respective category and provides and provides adequity.	7.15%	Plate Loaded - Secretional Squipment	0
	2	contigue datase evaluar. Four actor qualitare and continue datase evaluar. Four actor qualitare and continue datase evaluar da	7.19%	Plate Loaded - High Performing Milde Equipment	٥
	2	ealtermant the beach scheme. Provider award only only one of the season of the forcest amend cando and changed bearing the moved amend cando and changed bearing the remaining days (ship plantening calling the above, or lot.). Private rate quantities with the season of the quantities of the season of the seas	7.19%	Pale Lasted - Both	38
	1	Provide a count of equipment models your from an offer forumed amount cardiar and stringth stating for remotioning gor, high performing satingular athletis, or holds. Provide retire quantities, for model assents under respective satinguly statements which with satiness.	7.18%	For Weight - Enunational Equipment	
	3	Provide a count of equipment models your from can offer forund award cardin and stringth stating for remotioning my high performing satingular allottes or hole. Proue even quantities for model counts under requirities category calumnies the facility stations.	7.18%	Free Weight - High Performing White Equipment	29
	2	solumnars the bath scheme. Provide a soul of squared and 64 year for one of the flavoral amend cardin and changed believed the soul amend cardin and changed believed to the squared and soul cardinal soul soul soul soul soul soul soul sou	7.18%	Feer Wingbi - Budh	37
	2	Mercanded months and mercanders of singles and control of the cont	7.15%	Cable - Receible of Equipment	
	3	remove a should all applyment models your flow are often forward amount claims and strength basing for recombined gon, high performing satingular abbines sorboth. Please mote quantities for model counts under respective category satismence the both values.	7.19%	Calife - High Performing Sibbite Squipment	0
	3	Provide a count of apopument model your form can offer fourness around solar and clempth basing for recombined gen, high performing callegide ablates which. Please rate quantities for model counts under require eategory calumnous the loads calumn.	7.19%	Calife - Both	12 (max loos)
	3	Promite a count of mycopenes modely year from can offer fourness around solder and clempth basing for recombined green, high performing satingular abbites or hole. Frame rates quantities for model counts under expensive category calumneer the least satemer.	7.19%	Functional Training Assessment - Reconstrand Equipment	55+
	3	security to reason causes. Provide a count of equipment models your flow can offer fouried amount castle and shough baseing for recentioned gar A high performing categories along or both or high performing categories along or both. Procee one quantities, for model counts under experience adopting category categories are the both category.	7.19%	Fundand String Josephin - High Performing Mibide Equipment	55+
	2	esthement the belieb scheme. Provide a count of suppress of models your firm are after forecast amount could not shringly having for reconstituting from high patheming cathiguist abbets which. Proton rate quantition are model counts which the propose copying schements the belieb scheme. Premiter count of anyone or models your firm are often forecast amount could not changed having for remaining gene high patheming satinguist and believe which. Process with quantities having the commission gene high prototogy satinguist and believe which. Process with quantities have not all models and propriets of significant participants.	7.19N	Panisonal Stating Accessories - Both	131
	2	can offer focused amond cardin and clength basing for recombined gree, high performing callegide abliets, or both. France eviter quantities, for model smooth under expeditive calleging. Provide a count of equipment models, your form	7188	Canho - Recestional Equipment	23
	2	her meldet sowels under segenite edepty. Medited somes of experiment medited year first tax is the forested amount under and shreight having for recombing day to high pathoning stringist abstrax or high. From one the quantities, for medit movies when expension original and a second of appropriate models your first are after leaves and expensions originally from the sound of appropriate models your first are self-to broad means closel and closely the first pathonic and the first control of your first are self-to broad medic closely and closely for media music, and employed controlled to the pathonic for media music, and employed controlled to the pathonic controlled to the pathonic	7.18%	Canko - High Pediaming Shifted Squipment	35
	2	can offer locused around cardin and strength basining for recombining gyrs, high performing callegiste address or both. Those restin quantities for model counts under respective calegory calcumence the both calcume.	7188		12
	1	NOT your firm provide the UC a discount off tisk or specific pricing per product? (Please provide dates) to the factors "reschanged What gauge shed do your products utilize for strength basing equipment?"	7.14%	discounted extress with	Perentage dissecuti offi tril
	4				76.11
		What parts are the most community replaced pinces on your equipment?			Wright Stats Califes and Bells
		What is the lead time for the alumner/suned community replaced parts?			Core Week
	,	What is, the leaf time for the disense/timed commonly option of path." Are there any product lines in your publishs that the Ethiensity should be assess of with upcoming and the confinentinestines."			No
		What specifications with your product offeringshave provided potential ownership shallenges in the past (technologisal, shrubust, war experience)?	7.16%		Nothing algrical to any commented Street, manufallum@product.
		Presented grain which 227M standards your company complex with.	7.14%		PIT69-18, P2279-08, P2875-08
	20	Durin singing campus conclusints in the LC option, can all of your repriper will offering to delivered on a loss style hoch with a life gist of each which products would require a lossing stock to be delivered?	714N		~
	11	For equipment with padding or susttions, how often do thoropinos, need to be replaced?			Evelor upon usage, but it should not be more often than once every 2-3 years, on average.
	12	Arryour products domestically manufactured?	7.14%		Aportion of Core's product lineary is manufactured in the United States.
	11	Which products in your affecting are your highest setting units?	7.14%		The Statematin Sauvitel Singuritis (ell models), 30 Seins Prediunner Treadmill and Invitinis Duals.
	14	For those highest stilling units, what are their requesters life rights for memorially (in years). What recommendations do you have for UC when wall units great the requirement that years will units great the requirement that years When habitatings in present, does your product. When habitatings in present does you product will be a produced to the product of the pro- ting have a requirement of the years of the product of the product of the product of will be a product of the product of the product of the product of the product of the product of the produc	7.14N		Product lends to be traded in within a 3-5 year period, but they are designed to fast much longer.
	11	majorane of rigides for connecting (in year)? What recommendations do you have for UC when			Note the valeta before Coe's family of products, as appoint to their committees.
	24	When inchnology is present, does your product			All considerables can be updated action, via wind or window connection.
	17	offering have a measin, sometime as, software and the animar of the animar his shorth and which types of ancillary cook have assent up for your dismit in your form's experience around the installation of villutation of your products 7), a, we define of villation of the products of the or additional committees, the should or additional, short measured.	7.14%		All considerates are broughted entire, via wind or admins connection. Rectilety depends on the customer's facility preference, but delited expension and connection.
		mention data connections, chartest madifications, door removal) What products in your offering are conference while to			
	18	What products in your offering are customizable to client needs? Provide a sount of models and soldiers that materially continuously.	7.14%		The 15/10" Cardio consoles have a wide ringe of customization available - 15 individual units.
		,			

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Fitness and Exercise Solutions 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?	6.6%		For direct employees of the company we have an average turnover rate.
	2	What product specific training is offered to your employees or assigned dealers when they begin working with your organization?			Training involves in-person training, virtual training, and product comprehension testing.
	à	What product-specific training is offered to cleents for ever product introductions? Would demonstration periods be included with this training?	647%		THE, a combination of in-person, virtual trainings, and other supplemental trainings are offered.
	4	Describe the on-size training available to LIC employees upon delivery of new equipment. (Representative conducted training sessions, wideos, on-line training, manufacturer training, manuals, etc.)	647%		Trainings can range from the most basic use of equipment to thorough 3/6-day accredited training.
	5	What are your firm's expectations of oil employees who will be responsible for operating and maintaining your brand's equipment?			Core Connect can be writined by facility staff for registering of equipment, service requests, esc.
	6	Are there any technological or structural requirement of the buildings pour equipment will be placed in 5 such requirement to be placed in 5 such requirement could be reinforced foundations, fally impact flooring, high-speed intender access glassae state hardware or will requirement, or others the stickhold be aware of Responses do not have table model specific (i.e. "All equipment requires WVI access").			The attached Cure Media Solidation has a full breakant that helps identify technology solidation.
	2	under warranty?	6676		Complete service experience within 72 Hours, with complete visibility strough ConeConnect.
	*	What is your company's process forrepairs that occur after the expiration of a warranty?	6676		Certified technicians are dispatched to complete work within the came 72-hour timeframe.
		What is the timeline for replacement equipment that fails under normal operating conditions? What factors contribute to these timelines?			While the 72-hour goal flow service request to service conspication is always the goal, certain fluorus can work against that, including per-entering technician appointments and parts contraper. Both differes because in the present of the pre-entering technician appointment and parts contraper. Both differes because it is a stronger to load flow.
	10	for all equipment in your portfolio, thata self- maintaining department could utilize? If yet,	6.67%		Yes, a good exemple of this is at California State University – Northridge student recreation center
	11	It is required that your firm jeither direct or via manufactured provide a minimum Syear wantestry on your equipment. What are the requirements around that wantanty?	6.67%		Con's warranties range 36 years, but our OC pricing discount includes a standard 6-year warrants.
	12	Is your firm willing to negotiate at a department level on warranty and servicing options?	6.67%	Yeq No	Yes
	13	Does your company offer a trade-in or buy back program?	6476	Yeq No	Yes
	18.1	If the , What is your process for determining the todd-in value glues to automers for the equipment that is selected?	N/A		Value is determined through our extended network of authorized service providers and distributors.
	54	What is your firm's process for the take-back and influtioitiment or negoting of parts at the end of its useful life? House case whether this is inclusive of your custainability programs provided under the Successionability Category or whether this is a organize process.	6.67%		Trade is product is refurbished by either care or one of our lind-gamy partners. Separane process.
	15	to you offer your entire product line for quick delivery? If not, which items are available for quick chia?			There are key goods in all product conegories that are usually available for quick ship.
	26	boes your company provide general quarterly business reviews? Please specify what type of information is included in your business reviews.	662%		THE, several reports are available, covering financial, service, performance, etc.
	19	Can your firm provide certification for UC employees on your equipment? And the certification document on user training or maintenance training?	6.67%		The, both of these types of training are offered.
	18	Have you had any warranty contract cancellations in the last 3 years? If so, why?	6676		No.
		What type of product delivery logistics does			

002295-0e-2020 - Fibross Equipment RIP - UC System will de

Section of Walls

Control of Walls

Contro

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Fitness and Exercise Solutions LLC
		If ubmitting product specific pricing, please provide a losting of install and discounted pricing offered for each piece of equipment under the support of this RPF (Excido and Strength Training Equipment), Your firm can choose to offer a constant of pricing discounted in pricing discount." All preference, please spliced is discounted thousing listed pricing for each pleas of equipment."	12.50%	Model Name / Number	LAG Equipment Anacher Hers Care Nucleus Screegth Model publicles Schwinn Mining publicles Schwinnanzer Housing publicles Stark Vest Cardio Model perf
	1	If submitting product specific pricing, pissae provide a locking of retail and discounted pricing affered for each piece of equipment under the cope of this 69° (cardio and forming the piece of the common of the control of the contracted price (Maximttand persont discount." of preferred, pissae upload a document showing listed pricing the anth closer of equipment."	12.50%	Retail Price	1.Various Amaded Piles: Care Houselist Strength Pricing pull/care Schwinn Pricing pull/care Schwinn Pricing pull/care Schwinn Pricing pull/care Star Trac Carelo Pricing pull
	1	If submitting product specific pricing, please provide a locing of retail and discounted pricing offered for each piece of equipment under the support of this RPP (Each) and strength Training Equipment) that firm can choose to offer a contracted price disboarterated percent discount." If preferred, please upload a document thowing listed pricing for each biase of equipment."	12.50%	UC Discount Price	Noticed Noticed Price: Care Newblut Strength Pricing pdfCare Schwinn Pricing pdfCare Stainmatter Pricing pdfCare Star Trac Carelo Pricing pdf
	1	If submitting product specific spricing, please provide a locking of retail and discounted pricing offlined for each piece of equipment under the subject of this RPP (Exicado and forming IT training Equipment), Year from can choose to offline a contracted pricing discountered, Year from can choose to offline a contracted pricing discountered throwing listed pricing for each piece of equipment. Year for each piece of equipment. Year and pricing the search piece of equipment of the pricing the each piece of equipment. Year Year Programment of the pricing of the piece pricing of the piece of the piece pricing pricin	12 50%	Percentage Discount	1.65 Antahad Files: Care Neuralius Strength Pricing pall/care Schwion Pricing pall/care Stairmacter Pricing pall/care Stair Trac Carelo Pricing pall
	2	if providing a percent (%) discount off netail, please state the discount in general or by specific category listed below	12.50%	General Discourt	
	2	if providing a percent (%) discount off retail, please state the discount in general or by specific category listed below	12.50%	Squipment 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 Discourt	
	2	if providing a percent (%) discount off retail, please state the discount in general or by specific category listed below	12.50%	Service Discourt	
		betail the various types of warranties and flexibility you've dileted other disenseinth their respective priorig models or if they are included with the purchase (e.s. fall parts and service for Eyans, 2 year parts - 2 year re-envisor). S year parts with no service), warrantyprograms should other a 5 year resimulations.	12.50%		We have offered a variety of excentery programme in the part, despecting on maken sugment, customer professions, and a variety of other from to, we have a two-pointers that come custodar wine it year part and a profession of the
	4	Mose list the service your firm can offer in regards too weeking of your equipment jobsoling, resistences training and proving tested sing side the offering jesection if already included with porchase).	12.50%		There are many basic bears offered at an additional drauge, including access to Grav Corone, at well at country countrial and corresponding enterestance plans. Cleaning equilibrations are also collected in insure? remains for each given designment, was a load for soll or notice, profice of equipment, and countrial provinces and convolution profices. The observable of provinces and convolution profices, to the design effects of the specific of the convolution profices. As expected in provinces are consistent on the convolution profices and appear of the countries and other convolutions of profices and the convolution of profices and the countries and other countries. Costs why depending on the countries and other training of these countries and other training.
	s	if your form is able to provide a "Balance of title or Tetal Challeg" defining, what other value add envised deep rise rate of the control and strength remaining equipment? Person provides a list of products, services and accolorant personage describer if applicable.	12.50%		TWO data files a variety of indicational programs and apparturations. COMMISSION STATEMENT AND STAT
	٠	Done your firm provide a tiered discount cructure to incremine sales growth? If the please destribe below how that tiered crucins would look and if it is based off of cyterowide spend or client specific.	12.50%		opportunities to self scort for their craising apportunities, and help minigrate costs. As a disting additional control improvision benefits, controlling of \$50,000. We will as a small onless valuence executed \$0,000,000. Most commonly, State Product credition applied to controlling in them constants, executed to the controlling of their cont
	2	Hease list any additional discounts, rebates or credits you can offer. Examples could behaviorate volume, managing the business process, large orders, single location, growth, annual spend, guaranteed quantity, etc.	12 50%		Core is always open for negotiation when it comes to added-value benefits, on a case-by-case basis.
		Are there any programs your firm offers that can increase discounts for UC purchases that havent been referenced	12.50%		Outside of case-by-case possibilities, fundraisers, sponsoribips, and philasthropic initiatives.

002295-Dec2020 - Fitness Equipment RFP - UC System-wide
Questionairs Type:
Questionairs Type:
Constitution 1796: Constitution 1

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 RPP (Cardio and Strength Training faulpment). Your firm can choose to offer a contracted price or a contracted price or a contracted price or a contracted price of except discount. Thy preferred, please upload a document showing listed pricing for each piece of polipment. "	12.50%	Model Name / Number	1.ALL Attached Files: Core Nautilus Strength Pricing.pdf;Core Schwinn Pricing.pdf;Core Stairmaster Pricing.pdf;Core 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 RPP (Eardia and Strength Training faujument). Your firm can choose to offer a contracted price or acontracted price or acontracted price or acontracted price or acontracted price of each price of foreign for each piece of equipment."	12.50%	Retail Price	1.Various Attached Files: Core Nautilus Strength Pricing, pdf, Core Schwinn Pricing, pdf, Core Stairmaster Pricing, pdf, Core Star Trac Cardio Pricing, pdf
	1	If submitting product specific pricing, please provide a listing or retail and discounted pricing offered for each piece of equipment under the scope of this RPP (Cardio and Strength Training Equipment). You 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, pdf;Core Schwinn Pricing, pdf;Core Stairmaster Pricing, pdf;Core Star Trac Cardio Pricing, pdf
	1	If submitting product specific pricing, please provide a listing or retail and discounted pricing oftens 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, pdf;Core Sthwinn Pricing, pdf;Core Stairmaster Pricing, pdf;Core 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	
	2	If providing a percent (%) discount off retail, please state the discount in general or by specific category listed below.	12.50%	Equipment Discount	1.45
	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 OBM 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: Tuff Stuff.
	4	Please list the services your firm can offer in regards toownership of your equipment (dearing, maintenance, training) and principlicated along side the offering (mention if already included with purchase).	12.50%		Anthough 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 incentivius 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 spe cific.	12.50%		NA.
	7	Please list any additional discounts, rebates or credits you can offer. Examples could bebusiness 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 inital quote.
	8	Are there any programs your firm offers that can increase discounts for UC purchases that havent been referenced previously in this RFP?	12.50%		Certain orders can be discounted, based on specific surpluses or applicable vendor promotions.

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

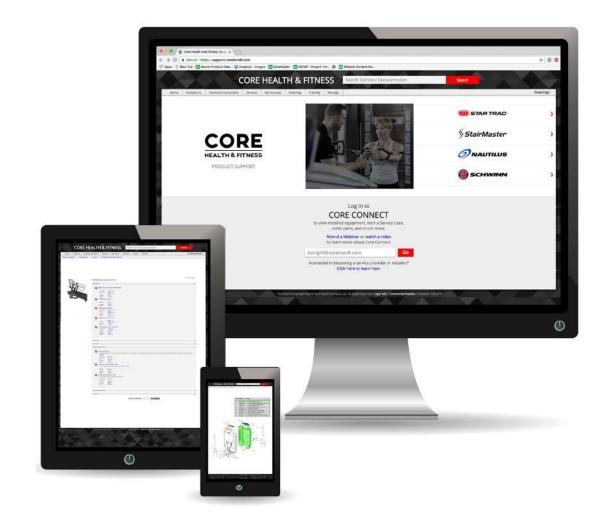
Additional Attachments

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 DC s 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 sthat 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

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

CORE SOLUTIONS

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

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

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

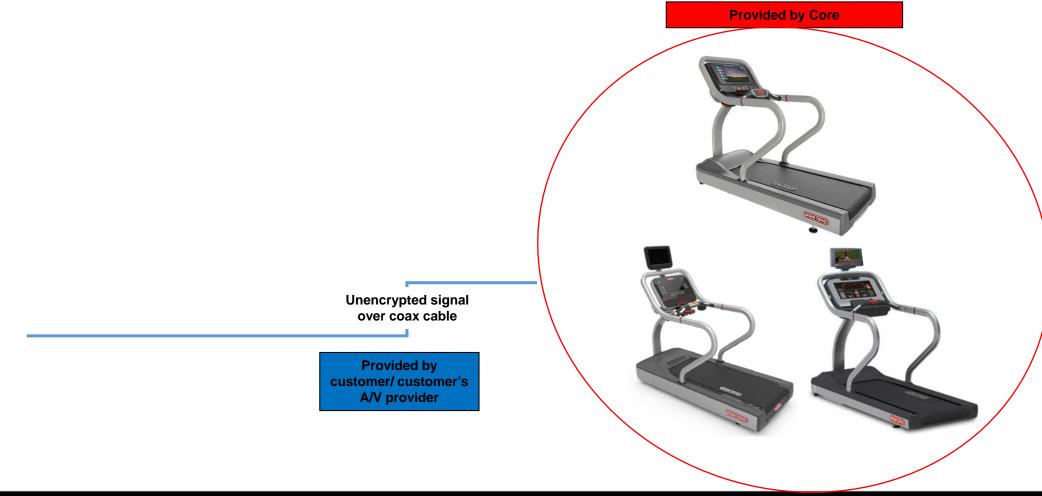
Requires one Pro:Idiom capable PVS screen per unit, these are different SKUs from standard S Series PVS:

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

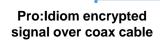




Pro:Idiom - S-Series PVS Solution (8/10 Series use STB solution)

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



Provided by customer's A/V provider



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



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 produc



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? 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)

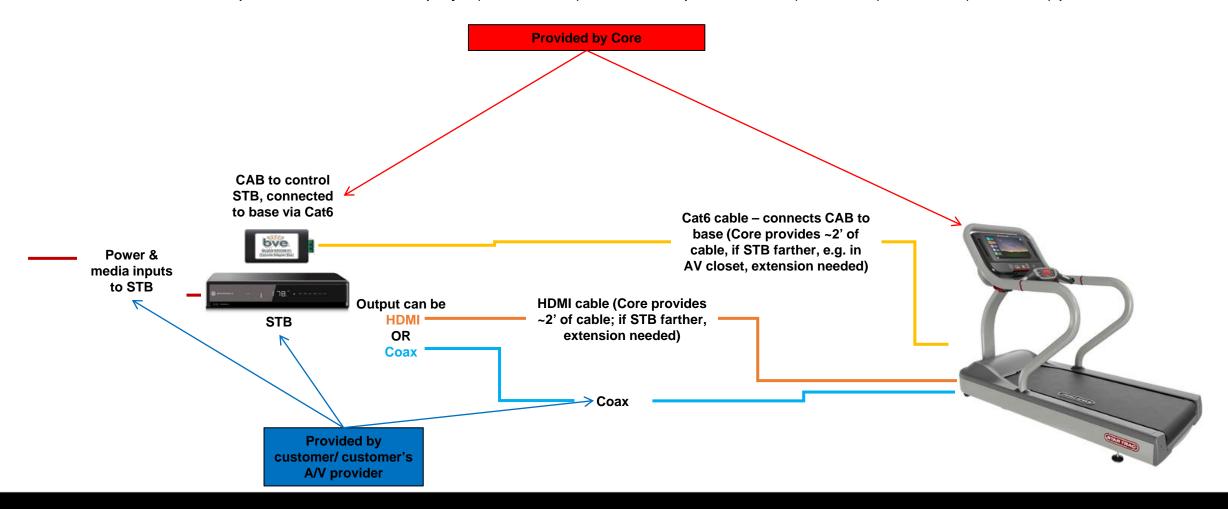
Special Case: Pro:Idiom entertainment system with Core S Series product

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

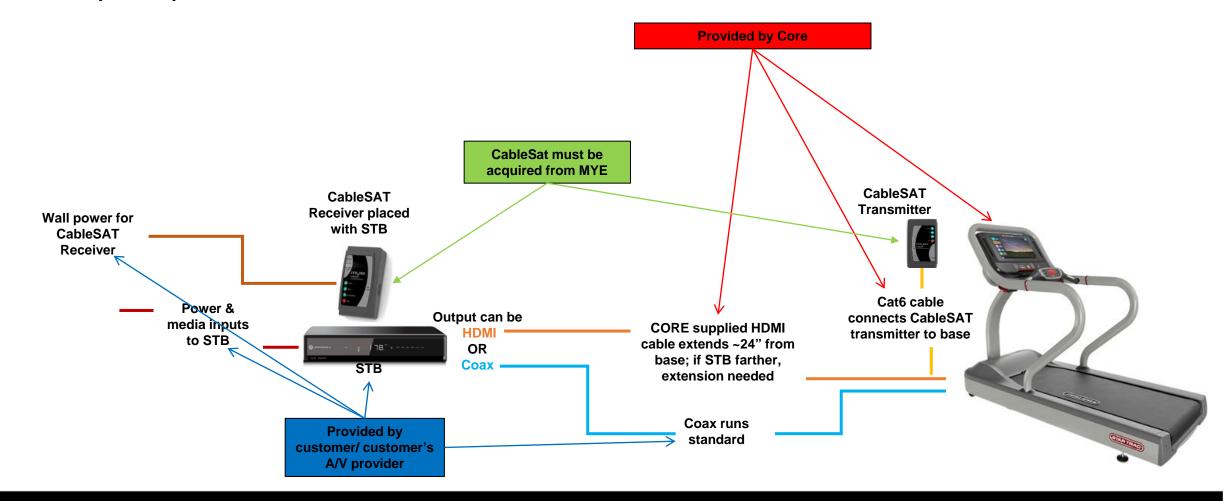
Customer Setup: IPTV/Cable/Satellite installation using STB, w/serial cable (Cat6) from STB to equipment Core Products: OpenHub embedded displays (8/10-Series) + 1 STB kit per machine (700-0474) + 1 CAB (700-0425) per machine





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)

