



ATHLETIC EQUIPMENT AND SUPPLIES
Executive Summary

Lead Agency: Region 14 Education Service Center

Solicitation: RFP 24-S840

RFP Issued: February 21, 2024

Pre-Proposal Date: N/A

Response Due Date: April 4, 2024

Proposals Received: #15

Awarded to: Johnson Health Tech North America, Inc. D/B/A Matrix Fitness – Contract #156948

Region 14 Education Service Center issued RFP 24-S841 on February 21, 2024, to establish a national cooperative contract for Athletic Equipment and Supplies.

The solicitation included cooperative purchasing language in Sections I. Introduction and National Contract:

It is the intention of Region 14 Education Service Center (herein "Region 14 ESC") to establish a contract for Campus ID Credential Transaction and Digital Payment Solutions for use by Region 14 ESC and other public agencies supported under this contract.

National Contract

Region 14 ESC, as the Principal Procurement Agency, defined in Appendix B, has partnered with OMNIA Partners, Public Sector, Inc. ("OMNIA Partners") to make the resultant contract (also known as the "Master Agreement" in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through OMNIA Partners' cooperative purchasing program. Region 14 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a "Participating Public Agency") and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto in Appendix B, or as otherwise agreed to. Appendix B contains additional information about OMNIA Partners and the cooperative purchasing program.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 14 ESC website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY

- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Abilene Reporter, TX or Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME

On April 4, 2024 proposals were received from the following offerors:

- Adorama Inc.
- City Angels Baseball Academy
- Custom Park Surfacing, LLC
- DYNAMIC Fitness & Strength, LLC
- It's Greek to Me, Inc dba Champion Teamwear
- Johnson Health Tech Retail, Inc. DBA: Johnson Fitness & Wellness
- Johnson Health Tech North America, Inc. D/B/A Matrix Fitness
- Nasco Education, LLC
- Riddell
- S&S Worldwide
- School Health Corporation
- School Specialty, LLC
- SNA2 LLC
- Varsity Spirit Fashions & Supplies LLC
- Yune Yoga LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with DYNAMIC Fitness & Strength, LLC, Johnson Health Tech Retail, Inc. DBA: Johnson Fitness & Wellness, Johnson Health Tech North America, Inc. D/B/A Matrix Fitness and proceeding with contract award(s) upon successful completion of negotiations.

Region 14 ESC, OMNIA Partners and Johnson Health Tech North America, Inc. D/B/A Matrix Fitness successfully negotiated a contract, and Region 14 ESC executed the agreement with a contract effective date of June 1, 2024.

Contract includes:

- Matrix Fitness, a brand of Johnson Health Tech (JHT) manufacturer of commercial fitness equipment
- Offering a comprehensive portfolio encompassing cardiovascular, group training, and strength training equipment tailored for a diverse clientele.
- All freight and installation costs will be added in customer quotes and are determined by the logistics of the installation, the size of the order, distance traveled and desired location.

Term:

Initial three-year agreement from June 1, 2024 through May 31, 2027 with the option to renew for two (2) additional one-year periods through May 31, 2029.

Pricing/Discount: Matrix Fitness price structure.