

May 2, 2023

Page 1 of 2

RE: Award Recommendation Letter – ITB 24-547, DCSD Middle School Weight Room Equipment

Mr. James Jackson,

ITB 24-547, DCSD Middle School Weight Room Equipment, was formally processed through the Purchasing Department at your request. Response(s) to the solicitation were received in the Purchasing Department on April 25, 2023.

Eight (8) bids were reviewed and deemed responsive to the requirements of the solicitation. Please find attached the responsive proposals and the Abstract Sheet, which is the record of the public opening/acknowledgement. *(Please note – BSN: see page 3, Proposed Alternates; Dynamic Fitness: see page 3, Proposed Alternates; Fitness Superstore Inc.: see page 3, Proposed Alternates; Force Tech, Inc.: see page 3, Proposed Alternates; Innovative Fitness Solutions, Inc.: submitted alternates on all items; Total Strength and Speed Extreme Equipment Sales: submitted alternates on items 1, 2, 3, 10 & 11; WYNNPRO, LLC: submitted alternates on items 1, 2, 3 & 10.)*

Please take the following course of action:

- 1) Convene the evaluation team. Remember that each individual serving as an evaluator must have a completed and signed Solicitation Evaluator Agreement on file in the Purchasing Department. Your team will work together to review and evaluate elements of each response in comparison to the solicitation requirements.
- 2) Using this form, please advise the Purchasing Department as soon as possible of your award recommendation(s) and the date you anticipate presenting your recommendation of award to the Board of Education for approval.

REMINDER: Include the entire bid/rfp number and bid/rfp name in your Board of Education item documentation so that we can later match the resulting Superintendent's award directive to your solicitation and produce an award letter.

- 3) If your Recommended Award Vendor is not the lowest priced offering, you must provide the Purchasing Department your rationale for not awarding to the lowest responsive respondent. Use an additional sheet to provide your rationale.
- 4) If there is only one line item on the solicitation or if there are multiple line items recommended for award and to a single Award Vendor, simply fill in the information below for Recommended Award Vendor #1.
- 5) If there are multiple line items to be awarded and/or if you recommend splitting the award to multiple Award Vendors, you will need to fill in the name for each Recommended Award Vendor on the lines below and attach the Tabulation indicating which items are to be awarded to each Recommended Award Vendor.

- 6) Upon receipt of your award recommendation(s), the Purchasing Department will notify the Risk Department of your award recommendation and contact the vendor(s) to request final and fully compliant insurance certificates **prior to issuance of the award letter and prior to commencement or delivery of services under this solicitation.**

Please fax to the Central Purchasing Department at 678 676-0170 or scan and email it to Ms. Phyllis Jones at phyllis_d_jones@dekalbschoolsga.org.

July 10, 2023
Anticipated BOE Presentation Date

Wynnpro LLC
Recommended Award Vendor #1

Recommended Award Vendor #2

Recommended Award Vendor #3

Recommended Award Vendor #4

Recommended Award Vendor #5

[Signature] 5/31/23
Your Signature / Today's Date

Please feel free to reach out to me at 678 676-0120 with any questions or concerns. Your prompt response is appreciated. Thank you.

Regards,

Carla L. Smith

Carla L. Smith
Executive Director, Vendor Services
CLS\lw

Attachment – Bid(s)

c: Mr. Paris Burd
Mr. Lorenzo Sewell



Athletics

May 31, 2023

ITB 24-547 DCSD Middle School Weight Room Equipment

Award Rationale Explanation

The evaluation team for ITB 24-547 DCSD Middle School Weight Room Equipment has chosen Wynnpro, LLC. as the vendor for the project. Though this company did not have the lowest bid, we feel this company will best meet the objectives of the project. The team's decision was based on the results of the bid, references, and site visits of multiple installations from companies that presented bids.

After studying the bids that met all the criteria the team desired (all requested equipment, local references so site visits could be conducted and the bid price of the project), two companies were deemed finalists: Ready Fitness and Wynnpro, LLC. Only one complete bid had a lower bid price than these two companies, Fitness Superstore. This company provided references from California and Arizona. The team believes it is in the best interest of the district to go with a company that has shown an outstanding product, outstanding customer service and one that has local representatives and technicians that can provide timely service if needed.

Ready Fitness is based out of Coweta County. According to the bid documents, this company has specialized in providing weight room equipment to municipalities such as county recreation centers and firehouses. The two references provided were from Henry County Government and Clayton County Parks and Recreation. After speaking with both references, a site from Henry County and Clayton was visited. Pictures were taken of the equipment that was installed by the company and discussions were had with the staff regarding the equipment.

Wynnpro, LLC. has their representative based out of metro Atlanta. According to the bid documents, the company has a strong track record of providing weight room equipment and services to high schools in Atlanta Public Schools and Gwinnett County Schools. Wynnpro, LLC provided pictures of the work done at Parkview HS. A site visit was scheduled for Parkview HS and a team member has seen the weight room at the school in the last few years. A site visit was conducted at South Atlanta HS in APS with the football coach. Pictures were taken and discussions took place with coaches regarding the weight room equipment.

After the site visits were conducted, using the criteria mentioned earlier, the team has recommended Wynnpro, LLC. Both references (APS Executive Director of Athletics and Gwinnett County District Senior Buyer) gave sterling references on the quality of the equipment and excellent customer service of the company. Both districts work exclusively with Wynnpro, LLC. for their weight equipment needs. Ready for Fitness, though they received great references also, does not have a track record of providing services to public school systems. Regarding the quality of the equipment, the weight room at South Atlanta was installed six years ago. It services the weight room education classes and the athletic teams. The football coach at the school has stated that not one piece of equipment has had an issue. The senior buyer from Gwinnett stated that the equipment has held up over time and if there is an issue, the company sends a technician in a timely manner. This is why Gwinnett County Public Schools continues to use Wynnpro, LLC for their weight room needs. The evaluation team for ITB 24-547, feels that this experience with public school districts along with the excellent reputation of quality product and service is the reason Wynnpro, LLC should be winning vendor for the project.



James P. Jackson
Executive Director of Athletics