



CITY OF WORCESTER, MASSACHUSETTS



Administration & Finance
Purchasing Division
455 Main Street – Room 201
Worcester, MA 01608
(508) 799-1220
www.worcesterma.gov

November 5, 2021

To All Proposers:

Subject: **RFP No. CR-7691-1-W2, Fitness Center Management Services - Senior Center /**
EA

ADDENDUM NO. 2

With reference to our proposal request relative to the above subject, please refer to the changes/modifications/clarifications to the original proposal request.

Please see below questions received and clarifications from City

- Can the Fitness Center cleaning be subcontracted to a commercial cleaning company? Do we need to use union custodians for cleaning?
Answer: Yes, the successful bidder will explain how they intend to meet the required cleaning within the fitness center, which may include utilizing a cleaning company. The use of union custodians is not required.
- Will we be using the WSC Computer login system to monitor clients coming and going to the fitness center and classes? If so who will monitor the computer and front desk during City employee hours and weekends?
Answer: The WSC computerized swipe system will be utilized as part of the registration. Please see No. 8 in the Scope of Services. There will be a secure entrance/egress during hours outside of regular Senior Center operations M-F 8:30 am-4:30 pm. The successful bidder will monitor the Fitness Center use whenever it is opened, hours per No. 1 in the Scope of Services.
- Will the Senior Center be providing office supplies, file cabinets computer, Printer/copier phone lines and AED's
Answer: No, this is the responsibility of the successful bidder.
- Will all marketing of our services be provided by the scoop?
Answer: The WSC will publicize the Fitness Center via the monthly Senior Scoop newsletter (print and online) as well as on Facebook, the Government TV Channel and flyers. The City Human Service Department will publicize to employees. The successful bidder may propose additional publicity opportunities they may wish to provide.



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- Is the Keiser equipment provider able to be contracted to maintain that equipment?
Answer: A preventive maintenance contract has been purchased for all the listed equipment. It will cover two visits/year for three years.
- Is the Keiser equipment under warranty?
Answer: Attached is the warranty information for all the listed equipment.
- #16 in Terms and conditions states that the Management Company is responsible for damage to equipment which occurs in transit to site. If that correct, can the Management company hire their own movers?
Answer: Performance Plus is responsible for safe delivery and installation of the equipment.
- If additional equipment is needed, (high back silver sneaker chairs, steps, bars) will these purchases be made and owned by the management company or would the City purchase and own the equipment.
Answer: The City does not intend to purchase additional equipment.
- The proposal cites that the director should be a **full time certified fitness instructor**. Within our agency, we accept the following national certifications for our staff: LesMills for Group Ex fitness instructors, AFAA –Aerobics and Fitness Assoc. of America for Group Ex and personal training; NASM-National Academy of Sports Medicine for group and personal training staff; as well as ACSM American College of Sports Medicine; ACE American Council on Exercise and ISSA International Sports and Sciences Association; and college degrees in the related fields of Personal Training of Exercise Science. We also accept specialty certifications like Stott Pilates, S'WET (aqua), and Burdenko (for personal training and classes).
What is certifications will be accepted for this Director? Will this be the same or does it differ for the part-time instructors?
Answer: The city is not dictating which national fitness instructor certification is required for the full time or part-time instructors. The bidder's proposal may identify which certifications their certifications will have and why these are advantageous.



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- Do all the staff need to also be certified in the use of AEDs, and/ or CPR and/or First Aid certified?

Answer: This is recommended but not required.

- It is stated that the Part time instructors will need to have experience working with older population and some should be specialized. Is it expected that these part-time class would deliver any group exercise classes or personal training with the seniors?

Answer: The minimum expectation is that instructors will ensure that every participant is fully oriented to the proper use of the Fitness Center. Please see #3 in the Comparative Evaluation Criteria section of the RFP regarding specialized coaching and classes. Also please see the 3rd bullet on Addendum No. 1.

- Will any fees be charged at the Center?

Answer: Please see first bullet on Addendum No. 1.

Proposers are requested to acknowledge and/or include this addendum with proposal submission. All other terms, conditions and specifications remain unchanged.

Very truly yours,

Christopher J. Gagliastro
Purchasing Director



Quality Fitness Equipment

Worcester Senior Center Fitness Equipment Warranty information

Keiser Strength machines - Limited Warranty

All products manufactured by Keiser are warranted against defects in materials and workmanship as follows (providing the damage was not caused by abuse, misuse, or neglect of normal care):

10 YEARS

Structural integrity of frame members

3 YEARS

Cylinders, displays, processor boxes, and thumb buttons (except plastic parts)*

*1 year warranty if using compressor(s) without drying mechanism

2 YEARS

Compressor and dryer, cables, pulleys, and bearings

1 YEAR

Chrome

90 DAYS

Paint, upholstery, seat belts, hand grips, and other rubber and plastic products

No Labor warranties

Landice Cardio Machines

Club machines

L7/ L10 Club Treadmills, U9/ R9 Bikes and E9 Ellipticals carry a 5 year parts, a 1-year labor limited warranty, and 3-year console warranty. This warranty is valid for all commercial applications including light commercial, rehabilitation, health clubs and "pay-for-membership" facilities. For further details about the warranty please click on the below link and don't forget to register your product within 30 days of purchase. <https://www.landice.com/support/landice-warranties>

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Quality Fitness Equipment

Inflight Fitness Strength

Lifetime warranty on frames, welds and weights. 3 years on bearings, guide rods, cams and pulleys. 1 year on cables. No labor warranty.

Not covered under warranty:

- Loss caused by accident, abuse, improper use or neglect
- Improper maintenance
- Improper assembly by the purchaser
- Failure to follow instructions as stated in the Parts and Maintenance Manual

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