

Proposal Comparison Evaluation

Strength/Selectorized Fitness Equipment

Company Names	Price	Review Comments	Cost Review: high to low (1 highest cost - 8 lowest cost quote submitted)	Vendor Location / Parts Distribution
Direct Fitness (Precor)	Line 1 \$72,645	This type of equipment is not as intuitive in it's operations. Several adjusting steps are required before operation. This company specializes in cardio equipment rather than strength equipment. Fewer pieces have converging and diverging motions as compared to some of the other leaders in the market. Durability and sturdiness are not as good as the current equipment in Sportsplex.	4	Mundelein, IL (Specialty parts they need to order all others would be supplied)
Direct Fitness (Free Motion)	Line 2 \$60,245	Proposal B (Free motion equipment): This equipment is very different than the current equipment at Sportsplex and is a lower grade tier. It is a free motion movement which may cause frustration with current members as they are used to a guided motion provided by existing equipment. Members who want more of a free motion typically gravitate toward the strength equipment in the weight room.	6	Mundelein, IL (Specialty parts they need to order all others would be supplied)
Midwest Commercial Fitness (Cybex)	Line 1 \$75,650	Cybex has good biomechanics and converging and diverging motions. Well known as in the strength equipment lines. Cybex equipment recently incident where a leg press tipped over on a patron and there are growing concerns for retrofitting for safety. Many park districts have this equipment. In speaking with other fitness centers using Cybex equipment, it was determined that the Cybex equipment isn't as desirable among existing and potential members. This equipment was the second most expensive in the tier 1 lines reviewed.	2	Warehouse in Hinkley, IL (Do have some inventory but generally would have to order parts)
Midwest Commercial Fitness (Cybex)	Line 2 \$50,725	Cybex VR1 - This equipment is a lower grade tier of equipment in comparison to the other Cybex line. It's not as sturdy and not as smooth of a motion. This equipment is less functional than the current equipment.	8	Warehouse in Hinkley, IL (Vendor indicates that they do have some inventory, but generally would have to order parts)
Matrix	\$68,505	The Matrix equipment is a relatively new line and is somewhat difficult to operate and may intimidate users. It is not as appealing aesthetically and looks intimidating and difficult to operate. This equipment has less adjustability in comparison to other leading companies which is very important in this type of equipment. They have added an electronic component that counts reps and times which may be of interest to the user, however this could become an added repair issue.	5	Madison, WI. (This could slow the delivery of parts if things break)
Pro Maxima	\$52,507	Pro Maxima specializes more in the free weight equipment not strength/selectorized. The equipment is a lower grade tier and does not appear to be very durable by the information provided. Currently, this equipment is not being used in any communities around this area, so all evaluations were made through review of available information on the company website/videos. Maintenance may be a challenge as they have no presence in our region. Pro Maxima would not be able to provide the service received by a more local vendor.	7	Texas (This could slow the delivery of parts if things break.)
Life Fitness	\$73,685.68	Life Fitness is the leader global leader in the fitness industry. Sportsplex current equipment is Life Fitness and it's very high quality and provided excellent performance over the years. This equipment is extremely durable. The company is located in Schiller Park providing easy access to replacement parts - usually in the same day. Life Fitness is known to have the best biomechanics in the field and more natural designed motions. It is very user friendly and would likely be less intimidating to users as it is familiar in its operation. There have been no reported safety issues with this equipment. Life Fitness has added a QR code to the equipment that links to an App & YouTube for members to view how to use equipment and track number of reps and weight used. Parts constructed are welded together, not screwed together, for the highest levels of durability. Life Fitness instituted the spin dial on weight selections that is now an industry standard.	3	Schiller Park, IL
Fitness Experience	\$78,750	Fitness Experience suggested three different types of lines in the layout provided in their response. This would make it difficult to train clients as they would need to become familiar with all three new lines. One of the lines suggested, Human Sport allowed a patron to do multiple exercises/body part on just one particular machine. The line isn't as well known so there were no references available.	1	California (Parts based out of California which slows the delivery if something breaks - some inventory available at a Downers Grove location, but most require an order be placed.)
<p>Warranties are all very similar 10 yrs Frame/parts, 5 yrs weights/pulleys/bearings, Cables/Grips 1 year.</p>				