

Questions/Comments from RFI for Fitness Facility Providers - RFX00035

Question Deadline – December 18th, 2019

Supplier Name	Supplier Contact	Location	Question/Comment	Procurement Comments	Response?
Kinetic Solutions	Frank Kelly	Ottawa	<p>I would be interested in receiving the bid document for your new Employee Fitness Centre.</p> <p>If you have time to meet, I would appreciate the opportunity to see your existing space and put a face to a name.</p> <p>In the interim, please feel free to check out our website to learn a little about Kinetic Solutions. http://www.kineticsolution.com</p>	<p>There is no bid document yet. This is just an RFI. No formal proposal received yet.</p>	<p>Agreed with procurement response.</p> <p>I don't think we are allowed to meet with any companies as site visits and / or meeting did not form part of the RFI.</p>
Dotmar Fitness Equipment Inc.	Jamie Crane	Mississauga	<p>We have a 38 year history of setting up similar commercial fitness facilities across Canada. If you don't mind a comment,... usually if you are going to have a facility management company, they are kept separate from the equipment ordering side of the project. There is traditionally a conflict of interest as the management company will usually be related to a specific brand. In these instances, you may not be offered the best quality equipment for your location, but rather whatever brand the management company makes the most profit from selling.</p> <p>Hope you do not take any offense to the comment, and let me know if any questions.</p>	<p>As we are requesting that the new provider supply their own equipment, not sell it to us, this is not a conflict.</p>	<p>Agreed</p>
Fitness Equipment of Ottawa (FOE)	Denis Piché	Ottawa	<p>-What information are you looking for? -Do you need a quote for training equipment? -Do you need ideas for a potential training room? If so, do you have the dimensions of the room in question? Sorry, but I can not quite understand your needs, in connection with the request PW-19-00898169 on Merx. Looking forward to maybe helping you with your needs ... http://feo.ca</p>		<p>I don't think there is anything we need to clarify here, the clarity level seemed sufficient for the other bidders.</p> <p>All the necessary information was part of the RFI.</p>
Pursuit Fitness & Recreation Sales	Andrew (Andy) Hvizd	Hamilton	<p>1) Under the "Scope of Services" Scenario A it references sustainability regarding memberships but then under "Feature 70. Fitness Equipment" it references employees will have access to the cardio and strength training equipment free of charge. Can you clarify if the expectation is to provide access to the centre for free and/or can there be a membership fee that is in line with other workplace wellness operations?</p> <p>2) You reference group fitness, personal training as expected services that would be provided at the centre. From a best practice perspective regarding well being could be also provide services such as massage therapy and behavioral change counseling?</p> <p>3) Would we have the opportunity to work with CMHC to understand the employee and organization needs regarding wellness? (i.e. employees are sitting for long periods of time and need to focus on physical literacy/mobility of lower body/back, or we CMHC has a high rate of pre diabetes and requires wellbeing solutions to battle modifiable disease?)</p>		<p>I think we need to clarify that this is a WELL criteria only and this portion sits with CMHC not with the vendor in terms of how CMHC will handle the membership costs with employees, if any.</p> <p>Personal training should be offered, however we are not seeking these additional services as they are already part of the employee benefit package.</p> <p>If and when we post the tender request, you will have the opportunity to work with us to provide your proposal.</p>
Trifit	Veronica Marsden	Toronto	<p>1. Is it CMHC's goal to operate the fitness facility on a break even basis (self sustaining)?</p>	<p>Q's continue onto next page</p>	<p>1. Financials will be assessed based on the RFI results. Please provide us with what you think is the best model for CMHC.</p>

		<ol style="list-style-type: none"> 2. Will employees be charged a membership fee? If so, how much? 3. Has an employee needs/interest survey been completed? If so, are you able to summarize the results? 4. On average, how many employees would be in the building at 700 Montreal Rd on Mondays and Fridays? 5. On average, how many employees would be in the building at 700 Montreal Rd on Tuesdays, Wednesdays, and Thursdays? 6. Has the fitness facility layout been finalized? 7. Has the fitness equipment been selected? If not are you currently working with an equipment vendor? 8. Is it CMHC's plan to purchase or lease the equipment? 9. Do you envision that the facility would be fully staffed Monday to Friday during core business hours ie 8 to 5? 		<p>2. This has yet to be determined. We would like to hear your proposal for a financial structure.</p> <p>3. no</p> <p>4. This is a new construction project, therefore information on daily attendance is unknown at this time.</p> <p>5.same as 4</p> <p>6. We are currently in the design phase, please refer to RFI annexes.</p> <p>7. Please refer to the RFI.</p> <p>8. TBD. We would like to hear your proposal for your best recommendation</p> <p>10.Please refer to the RFI.</p>