



## BoardDocs Cover Page

(Due to final Cabinet-level approval on Monday at noon, 2+ weeks prior to BOE meeting date)

Meeting Date:	October 10, 2018		
Agenda Session: (Category)	<input type="checkbox"/> Closed <input type="checkbox"/> Public Hearing	<input type="checkbox"/> Regular (Information, Reports, System Recognitions) <input checked="" type="checkbox"/> Work Session (Bids, former F&F items)	
Title (Subject):	RFP 18MISC19, FCPS Wellness & Fitness Services		
Access:	<input type="checkbox"/> Private <input checked="" type="checkbox"/> Public		
Type:	<input checked="" type="checkbox"/> Action (e.g., bids) <input type="checkbox"/> Action/Consent (e.g., staffing, grants over \$25k) <input type="checkbox"/> Discussion	<input type="checkbox"/> Information (e.g., grants under \$25k) <input type="checkbox"/> Report	
Aspirational Goals: (May select multiple)	<input type="checkbox"/> 1-Student Achievement <input type="checkbox"/> 2-Effective and Engaged Staff <input checked="" type="checkbox"/> 3-Resource Allocation	<input type="checkbox"/> 4-Family and Community Involvement <input checked="" type="checkbox"/> 5-Health and Safety	
Recommended Action:	Board approval of RFP 18MISC19, FCPS Wellness & Fitness Services		
Backup Documents:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO If yes, how many? <u>1</u> Submitted: <input checked="" type="checkbox"/> Herewith <input type="checkbox"/> Later <input type="checkbox"/> Both Is one a PowerPoint (PPT): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Comment: _____ <b>Immediately following receipt of an email confirmation that this item has been approved by the Superintendent, the person posting this agenda topic to BoardDocs is responsible for emailing the approved PPT to <a href="mailto:tim.dean@fcps.org">tim.dean@fcps.org</a>.</b>		

**PURPOSE OF PRESENTATION:** Staff has reviewed the attached contract and recommends approval by the Board of Education of Frederick County.

**BACKGROUND/SUMMARY:** This recommendation is to establish a list of qualified vendors for exercise classes and related programs during and after school as a part of our employee wellness program.

**PRESENTER(S) & TITLE(S):**

Shane Ryberg, Purchasing Agent  
 Penny Opalka, Senior Manager Human Resources

**SUBMITTED BY:**

Stephen P. Starmer, C.P.M., CSBA, Purchasing Manager  
 Leslie R. Pellegrino, Chief Financial Officer

**RFP 18MISC19**  
**FCPS WELLNESS & FITNESS SERVICES**

**FACT SHEET**

A. **Overview:** This recommendation is to establish a contract for FCPS Wellness & Fitness Services. Proposals were opened on August 9, 2018.

1. **RFP participation:**

53 proposals downloaded  
7 companies submitted proposals

2. **Proposals were received from:**

FIT2Order (Towson, MD)  
**FX Well, LLC (Hunt Valley, MD)**  
Live To Day Funding LLC (Fort Washington, MD)  
**Serio & Shaw, LLC dba: 2 Health Nuts (Hunt Valley, MD)**  
**The Well Workplace dba: Well Advantage (Sykesville, MD)**  
**Whole Body Concepts, Inc. (Silver Spring, MD)**  
Helping Others People Evolve dba: H.O.P.E. (Fort Washington, MD)

3. **Other Facts:**

- The contract term will be effective from the date of award through June 30, 2019, with two additional one-year renewal options available.
- Approximately \$130,000 was spent in FY18 on FCPS Wellness & Fitness Services, through the insurance fund.
- Vendor selection was made through evaluation of both cost and technical proposals.
- This contract will allow us to provide additional services not currently offered by FCPS Wellness Program.
- The contract will be administered by Penny Opalka, Senior Manager Human Resources

4. **Source of Funding:** FY19 Approved Operating Budget.

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B. **Recommendation:** Staff recommends that RFP 18MISC19, FCPS Wellness & Fitness Services, be awarded to various vendors, per the attached bid tabulation.

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C. **Action taken by the Board (Purchasing use only):**

_____ Approved	_____ Denied	_____ Deferred	_____ Other	SR/jc
_____ Date	_____ Date	_____ Date	_____ Date	BOE Meeting: 10.10.18

**RFP 18MISC19, FCPS WELLNESS FITNESS SERVICES**  
**BID TABULATION (PRICING LIST)**

	<u><b>FX Well</b></u>	<u><b>Serio &amp; Shaw LLC, dba 2Health Nuts</b></u>	<u><b>The Well Workplace, dba Well Advantage</b></u>	<u><b>Whole Body Concepts</b></u>
<b>Program Type</b>	<b>Rate Per Class/Hour</b>	<b>Rate Per Class/Hour</b>	<b>Rate Per Class/Hour</b>	<b>Rate Per Class/Hour</b>
<b>Aerobics/Exercise:</b>				
Abs, Core and More	\$ 150.00	\$ 225.00	\$ 175.00	
Bang!		\$ 225.00		
Barre	\$ 150.00	\$ 225.00		
Body Combat	\$ 150.00		\$ 175.00	
Bootcamp	\$ 150.00	\$ 225.00		
Desk to 5k Training	5,000 (25 Participants)	\$ 350.00		
Deskexercise	\$ 150.00	\$ 225.00		
Kickboxing		\$ 225.00		
Hula Hoop				
Personal Training	\$ 80.00	\$ 225.00	\$ 175.00	
Pilates	\$ 150.00	\$ 225.00	\$ 175.00	
Relaxation and Meditation	\$ 150.00	\$ 225.00	\$ 175.00	
Running Program	5,000 (25 Participants)	\$ 350.00		
Tai Chi			\$ 175.00	
Yoga	\$ 150.00	\$ 225.00	\$ 175.00	
Zumba	\$ 150.00	\$ 225.00	\$ 175.00	
<b>Wellness Offerings:</b>	<b>Rate Per Hour/Program</b>	<b>Rate Per Hour/Program</b>	<b>Rate Per Hour/Program</b>	<b>Rate Per Hour/Program</b>
Flu Shots (incuding Shingles & Pnuemonia shots)	\$ 700.00		\$ 1,080.00	
Healthy Demonstration Cooking	\$ 500.00		\$ 747.00	
Reflexology		\$ 225.00	\$ 95.00	\$ 80.00
Relaxation and Meditation	\$ 150.00	\$ 225.00	\$ 379.00	
Seated Massage		\$ 225.00	\$ 95.00	\$ 80.00
Self Defense				

**RFP 18MISC19, FCPS WELLNESS FITNESS SERVICES**

**BID TABULATION (FINAL SCORING TOTALS)**

Section:	Points Available	Fit2Order	FX Well	Live Today Funding	Serio & Shaw LLC, dba 2Health Nuts	The Well Workplace, dba Well Advantage	Whole Body Concepts	Hope
Experience	30	26.00	30.00	10.00	28.67	30.00	30.00	20.00
References	30	26.67	29.33	21.67	30.00	28.67	29.33	23.00
Certifications/Required Documentation	20	16.00	20.00	20.00	20.00	20.00	20.00	12.00
Total:	80	68.67	79.33	51.67	78.67	78.67	79.33	55.00

<b>Scorer #1</b>								
Section:	Points Available	Fit2Order	FX Well	Live Today Funding	Serio & Shaw	Well Advantage	Whole Body Concepts	Hope
Experience	30	24	30	15	28	30	30	25
References	30	30	30	30	30	30	30	30
Certifications/Required Documentation	20	18	20	20	20	20	20	18
Total:	80	72	80	65	78	80	80	73
<b>Scorer #2</b>								
Section:	Points Available	Fit2Order	FX Well	Live Today Funding	Serio & Shaw	Well Advantage	Whole Body Concepts	Hope
Experience	30	30	30	0	30	30	30	10
References	30	20	28	5	30	26	28	9
Certifications/Required Documentation	20	12	20	20	20	20	20	0
Total:	80	62	78	25	80	76	78	19
<b>Scorer #3</b>								
Section:	Points Available	Fit2Order	FX Well	Live Today Funding	Serio & Shaw	Well Advantage	Whole Body Concepts	Hope
Experience	30	24	30	15	28	30	30	25
References	30	30	30	30	30	30	30	30
Certifications/Required Documentation	20	18	20	20	20	20	20	18
Total:	80	72	80	65	78	80	80	73

Company Name	FX Well	Serio & Shaw LLC, dba 2Health Nuts	The Well Workplace, dba Well Advantage	Whole Body Concepts
Total Technical Points	79.33	78.67	78.67	79.33
Total Cost Points	20	15	18	20
Total Overall Score:	<b>99.33</b>	<b>93.67</b>	<b>96.67</b>	<b>99.33</b>