

2.3 TENDER FOR MONASH RECREATION CENTRES CARDIO EQUIPMENT (KN: CF2020143)

Responsible Director: Russell Hopkins, Community Services.

RECOMMENDATION

That Council:

- 1. Awards Contract No 2020143 to Johnson Health Tech Pty Ltd, trading as Matrix Australia, for the supply and maintenance of cardio equipment at Oakleigh Recreation Centre, Monash Aquatic and Recreation Centre and Clayton Aquatics and Health Club, for a 48 month operating lease price of \$587,960.00 (inclusive of GST);*
- 2. Authorises the Chief Executive Officer or her delegate to execute the contract and lease documents; and,*
- 3. Notes that the contract will commence on 1 August 2020, with an initial term of four years on a leasing agreement.*

INTRODUCTION

The purpose of this report is to inform Council on the results of the tender process for the supply of cardio equipment for Monash Recreation Centres (Active Monash), including Monash Aquatic and Recreation Centre (MARC), Clayton Aquatics and Health Club (CAHC) and the Oakleigh Recreation Centre (ORC), and award contract number 2020143.

BACKGROUND

A tender process was initiated to attract and market test suppliers capable of provide quality cardio equipment and appropriate levels of services and maintenance to meet both patrons and Council's expectations for Active Monash.

The provision of new and modern equipment will ensure that the centres remain competitive with other local fitness facilities in relation to their ability to attract and retain health club members as well as provide a more inclusive and accessible solution to existing members.

This tender was also called to enable the fit out of the recently redeveloped ORC and for the replacement of existing cardio equipment at MARC and CAHC following the conclusion of current operation leases.

DISCUSSION

The tender called for a 48-month finance lease fee for the provision of a contemporary range of treadmills, cross-trainers, bikes and steppers, suitable for commercial health club operations and the volume of members specified.

The total finance lease prices (including GST) received for the equipment ranged as follows, between \$587,960 to \$868,652.

The criteria used to evaluate the tender were:

1. Price
2. Equipment Accessibility and Inclusion
3. Equipment Connectivity (Technology)
4. Subsidiary of Manufacturer
5. Level of Service and Delivery
6. Sustainability
7. OH&S
8. Insurances

The evaluation process was conducted in accordance with Council's Tendering Policy with weighting allocated to price and on-price criteria on a 60:40 basis.

Following the evaluation process, the Tender Evaluation Panel ranked Johnson Health Tech Pty Ltd, trading as Matrix Australia (Johnson Health Tech), most highly followed by NovoFit Pty Ltd for the provision of the cardio equipment. This assessment was based on the aggregated score for prices, functional attributes and equipment features, service and maintenance standards as well as the quality of the equipment offered.

From this ranking, both Johnson Health Tech and NovoFit were invited to present on the equipment each submitted as part of their confirming submissions. A reassessment of the original evaluation score was conducted and it was deemed that Johnson Health Tech continued to be the preferred supplier of cardio equipment.

The Tender Evaluation also conducted reference checks with two other Council-run leisure facilities. Questions were asked in relation to the quality, durability, service and maintenance of the Johnson Health Tech equipment. It was demonstrated that Johnson Health Tech met the requirements of the specifications.

FINANCIAL IMPLICATIONS

The total monthly finance lease fee is within the 2020/2021 budget allowance.

CONCLUSION

After appropriately assessing each tender submission against the evaluation criteria, the Tender Evaluation Panel recommends that the provision of cardio equipment at all Active Monash sites to be awarded to Johnson Health Tech Pty Ltd, trading as Matrix Australia.